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MEN AND SOLAR LIGHT
SKETCHES OF

Richmonds





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Mrs. J. Bernard Littlepage
Atlanta, Ga.

Pen and Sunlight Sketches of Richmond

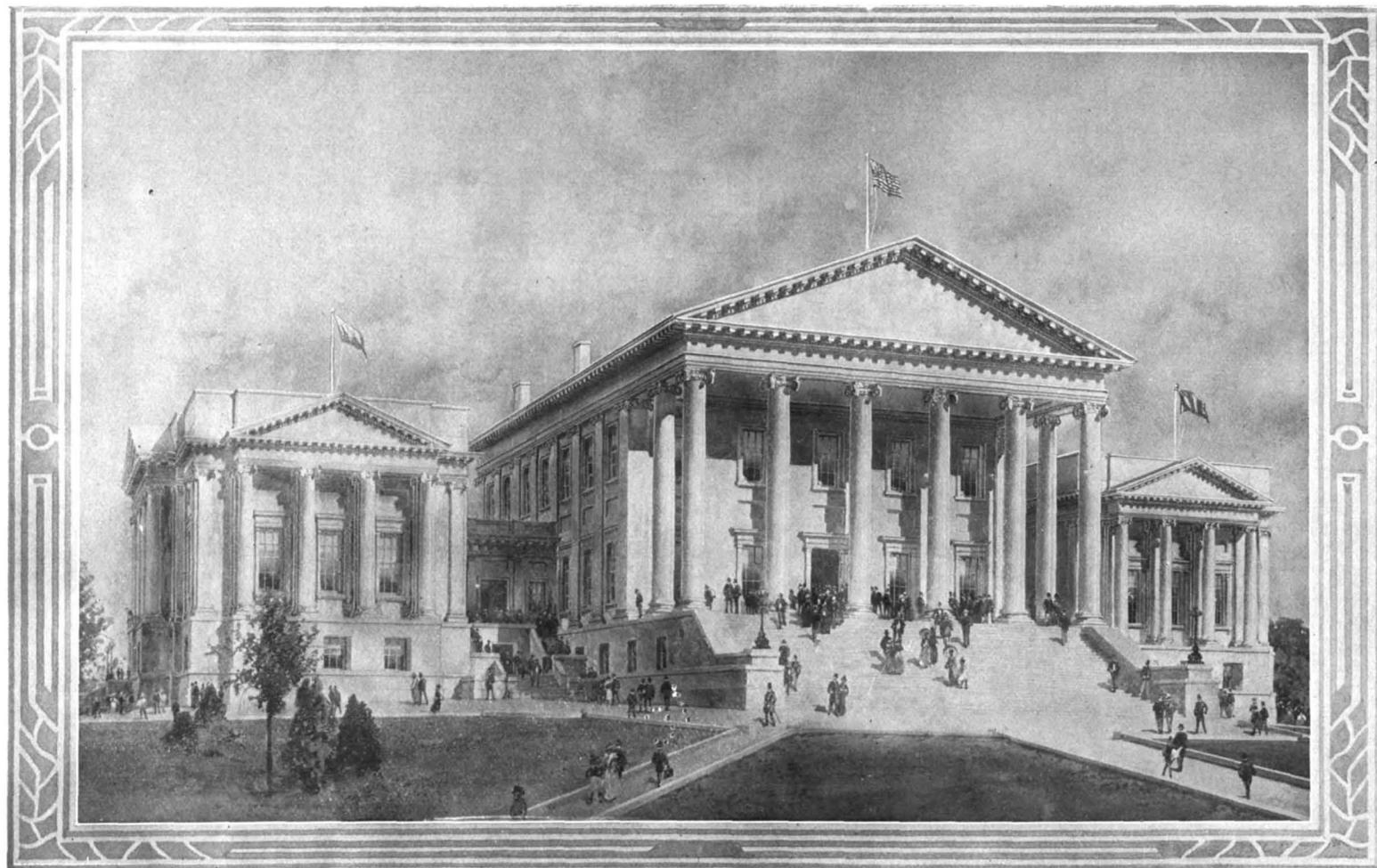
The Most Progressive Metropolis of the South

A Glance at Her History. A Review of Her Commerce. A Description of Her Business Enterprises,
with Illustrations of Her Public and Commercial Buildings, Beautiful Residences and
Hotels, Residence and Business Streets, Parks and Points
of Interest in and about the City.



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State Capitol Building.

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Pen and Sunlight Sketches of Richmond

Peerless among the cities of the New South, and possessed of natural advantages unsurpassed and but rarely equalled by any city in America, Richmond has come to be regarded as the real gateway of traffic between the wealth and commercial activities of New York, Pennsylvania, and New England and those vast resources characteristic of the inexhaustible and still undeveloped Land of Dixie. Known of old as the cradle of American history, the magnificent capital of the Mother of States has been literally forced into the very front rank of modern municipalities by an altogether unparalleled wealth of natural advantages. Combining a very perfection of climate with a close proximity to those great markets and marts of trade dotting the Atlantic Seaboard, Richmond, the principal railroad center south of Baltimore, has been lifted into the very spotlight of success. Connected with the Atlantic Ocean by water and rail, the "Queen City of the South" is looked upon as a shipping point where consignments of raw and manufactured material are loaded direct for English and European ports. Add to this the fact that Richmond is the chief tobacco market of the world and a manufacturing center of ever increasing magnitude, and it is no longer difficult to appreciate her ever growing prestige among the foremost cities of the United States. Known of old as the cradle of American history, Richmond shines not alone in the hallowed luster of a glorious past, for today is heard within her confines the hum and the music of traffic. Her armies of workers go forth daily into innumerable and prosperous plants of manufacture. The wheels of her unnumbered factories are never idle. There are no periods of inactivity to interrupt the labors of her children of toil, who wax fat on the continued prosperity of an unending commerce, ever increasing, never decreasing, steady, unbroken, continual. From the first settlement in the lower part of the city in 1869 the history of Richmond covers three full centuries. In 1679 Col. William Byrd built a mill near the Falls, which was the first in that long list of manufacturing enterprises that have contributed so much to Richmond's prosperity in all periods of its history. He followed this with a warehouse,

the pioneer in Richmond commerce. For more than a century the growth of population was slow. By 1733 the settlement had become of considerable size for those times and in 1742 it was incorporated as a city, taking its name from Richmond in Surrey, England. From that time on it grew as a city of culture and refinement, of commerce and industry, and of progress in that which is worthy. Its Revolutionary history charms the school boy and the statesman alike. The noble utterances of Patrick Henry and his associates echo year after year from every school forum, and the teachings of its founders of the Republic still guide senators and administrations.

A recognized leader of the public sentiment of the South and with a strategic position almost impregnable, it was the capital of the Confederacy during the Civil War and in the crucible of those trying years a new Richmond was fused. The fires of that furnace are long since dead; the crucible a shard, and broken is the mold. The Richmond that came forth from that ordeal with its commerce destroyed, its business center laid waste, its material resources crippled, showed a new spirit of energy in its rehabilitation; a spirit which has strengthened with the years and makes it today a leader in the progress of the South, a dominant factor in the progress of the Nation. Today, Richmond, with its suburbs, has a population of approximately 150,000. The assessed value of its real and personal estate is close to \$130,000,000. It is a beautiful city in which to live, magnificently situated and with a delightful climate throughout the year. It is a great center of wholesale trade and it has a commanding prestige as an industrial location. Its growth in population, in wealth, in prosperity, in all that makes for progress is continuing with increasing vigor.

ADVANTAGES AS A TRADE CENTER.

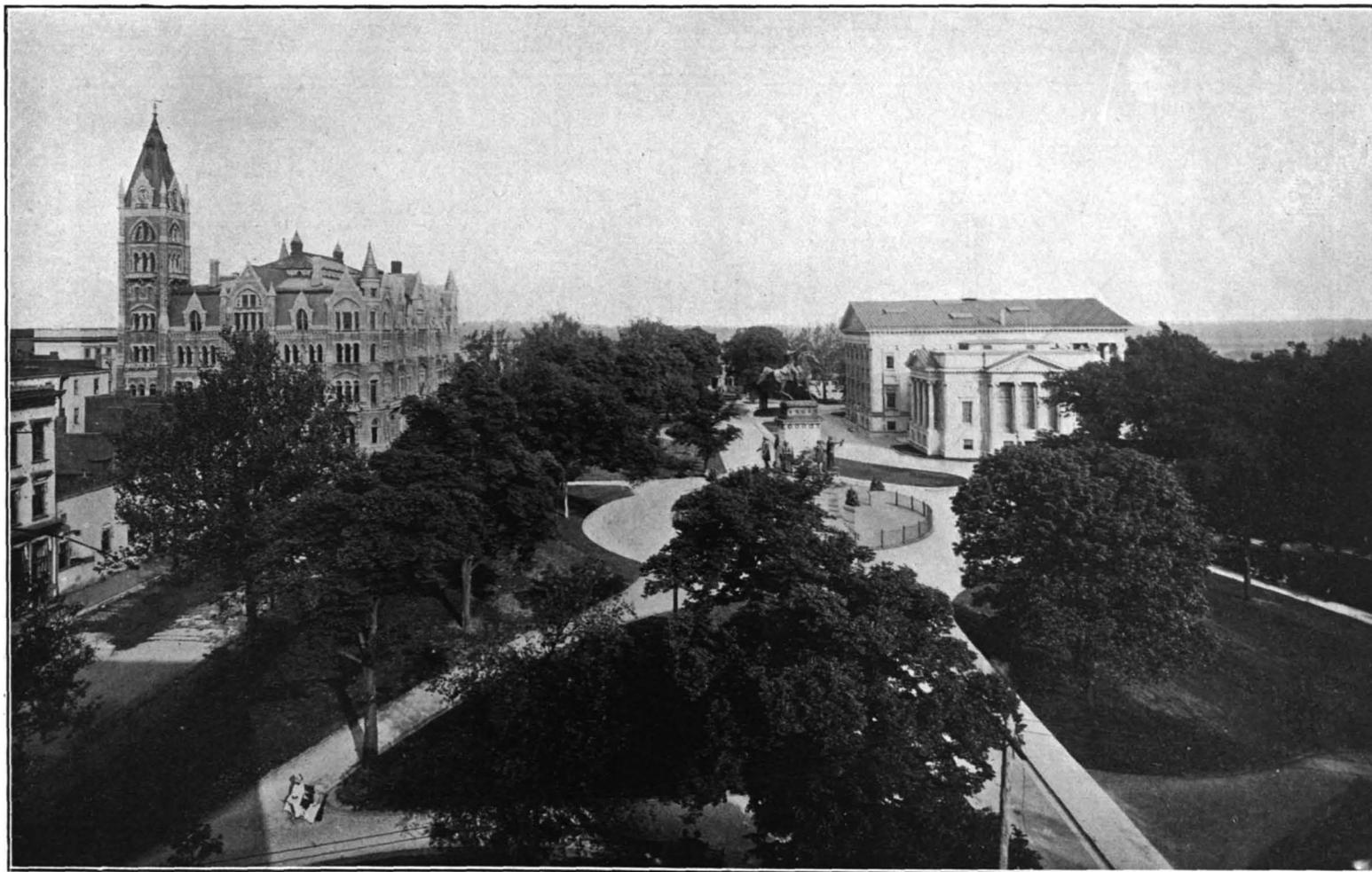
The strategic position occupied by Richmond as the trade center and distributing point for a vast area of territory has been strengthened by the enterprise and energy of its people and fortified by the investment

of millions of capital for its development as a commercial, industrial and financial center. Superior transportation facilities are to be counted among the substantial advantages for trade, travel, and communication by mail, and of late these facilities have been much increased and enlarged. It is the natural gateway between the North, the West and the great Northwest, on one hand, and the rapidly expanding South, on the other, and handles an immense volume of freight exchanged between those regions; all of the great railway systems of both regions having actual termini in Richmond, or reaching this city over the rails of their direct and immediate connections; while to the east the Atlantic Seaboard, with its unrestricted advantages, is close at hand. Waterway competition with the railroads gives low freight rates. As a railroad center Richmond enjoys special advantages. Six railroad lines focus here; systems and trunk lines of an order in fact the most considerable in the South. The six major rail lines are these: 1. The Richmond, Fredericksburg and Potomac Railroad and Washington Southern Railway, the link connecting the great Pennsylvania and Baltimore and Ohio lines of the North and West with the Atlantic Coast Line, the Seaboard Air Line and Southern Railway systems of the South, and, as such, one of the most important routes of Southern traffic and travel. It is also an important connection of the Chesapeake and Ohio Railway for much of its freight and passenger business. 2. The Chesapeake and Ohio Railway, an East and West trunk line from the central West through the upper South to sea, and a large carrier of coal and other minerals. 3. The Atlantic Coast Line, extending through the South practically from Washington at one extreme to and through North and South Carolina, Georgia, Florida, and a portion of Alabama at the other. 4. The Seaboard Air Line, likewise a Washington through-the-South line, whose rails enter the capitals of six Southern States. 5. The Southern Railway, ramifying very nearly all quarters of the South from the Potomac and the Ohio to the Gulf, and from the Mississippi to Atlantic tidewater, and in mileage, traffic, and connections the most extensive system of the Southern country. 6. The Norfolk and Western Railway, another great Southern coal road and East and West trunk line, stretching to the coast from the Virginia Mountains on the South and the Scioto and Ohio Valleys on the West. Of lesser rail lines there are: 1. The Farmville and Powhatan Railroad (Bermuda, James River, to Farmville, on the Norfolk and Western road, ninety-three miles), a narrow-gauge line,

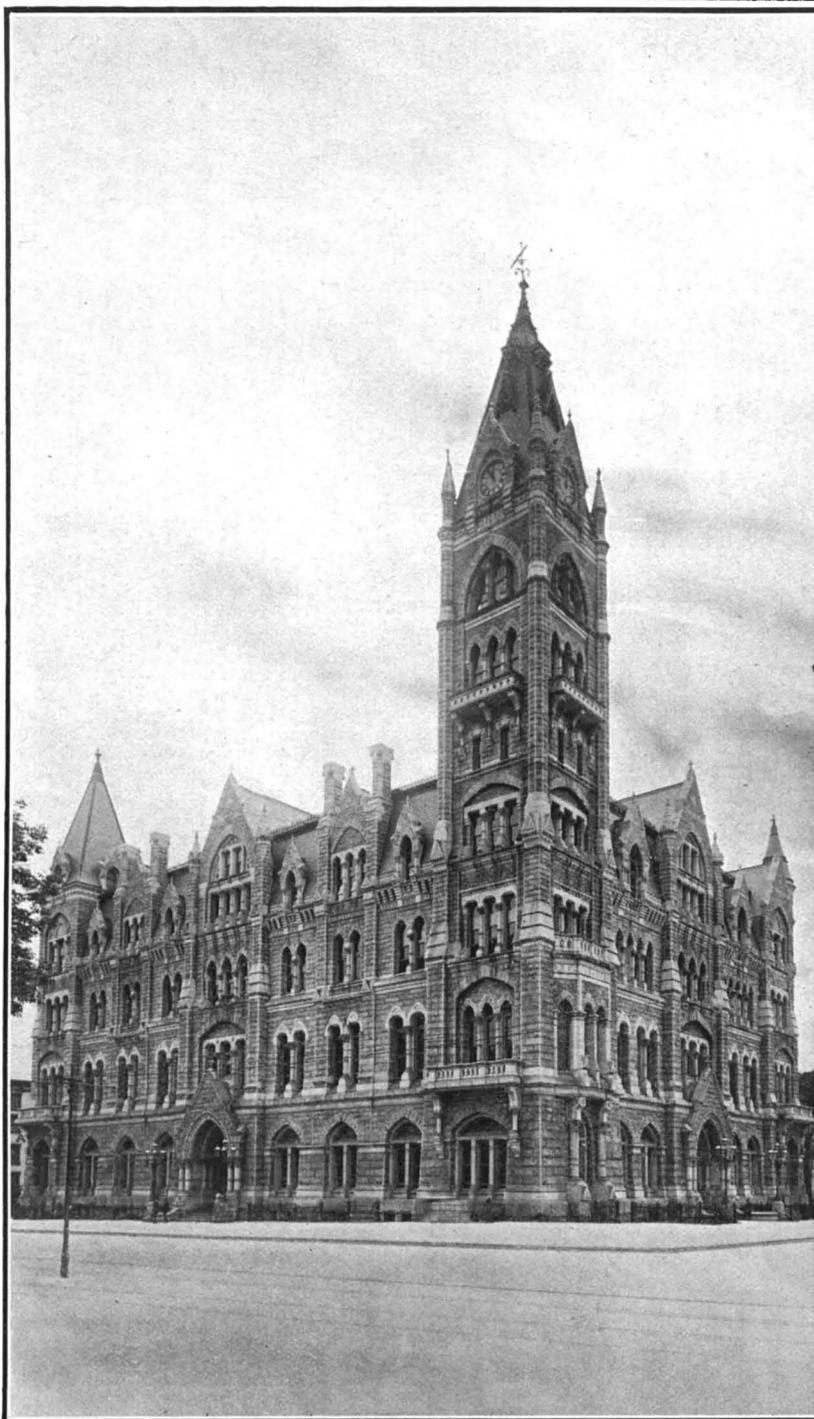
which, while not entering the city direct, still approaches it closely and very much furthers near-by trade. 2. The electric line to Petersburg, the nearest city of note, a passenger line drawing hither a larger share of retail trade. 3. The combined rail and water route of the York River Line, which, though a component of the Southern Railway System, partakes of the nature of a local line. In the water traffic are engaged: 1. The Old Dominion Steamship Company's James River Night Line to Norfolk and Newport News, connecting at Norfolk with their main line steamers to and from New York and their Hampton Roads and North Carolina Sound Lines. 2. The Virginia Navigation Company's James River Day Line to and from James River Landings, Norfolk and Newport News. 3. The Chesapeake Steamship Company's West Point-Baltimore boats of the part rail York River Line above referred to. 4. The Baltimore Steam Packet Company (old Bay Line), in connection with the Chesapeake and Ohio Railway via Old Point Comfort or the Norfolk and Western via Norfolk. 5. The Merchants' and Miners' Transportation Company (steamship line) to Boston and Providence, in connection with the Chesapeake and Ohio Railway via Newport News and Norfolk and the Norfolk and Western Railway via Norfolk. 6. The Clyde Line (steamships) to Philadelphia, in connection with the same roads and via the same points. 7. Steam and sail lines, carrying fertilizer materials, coal, ice, lumber, ties, grain, and other heavy freights via James River. 8. Railroad connections with ocean lines, coastwise and foreign, at Newport News and Norfolk. The principal manufacturing plants, warehouses, etc., have sidings over which cars from all the railroads entering Richmond are delivered direct and the cost of freight handling is thus reduced to the minimum.

MANUFACTURING INTERESTS.

With its excellent facilities of transportation by rail and water and its convenient proximity to raw materials, including inexhaustible coal fields, Richmond has reached a position of commanding importance as a manufacturing center. The water power, now in large part electrically controlled, adds to the economy of production, while climatic conditions and many other advantages as an assembling and distributing center have naturally resulted in marked development of manufactures. Richmond industries are many and varied, with a diversity of products that gives a stable balance to industrial conditions, and a number of the

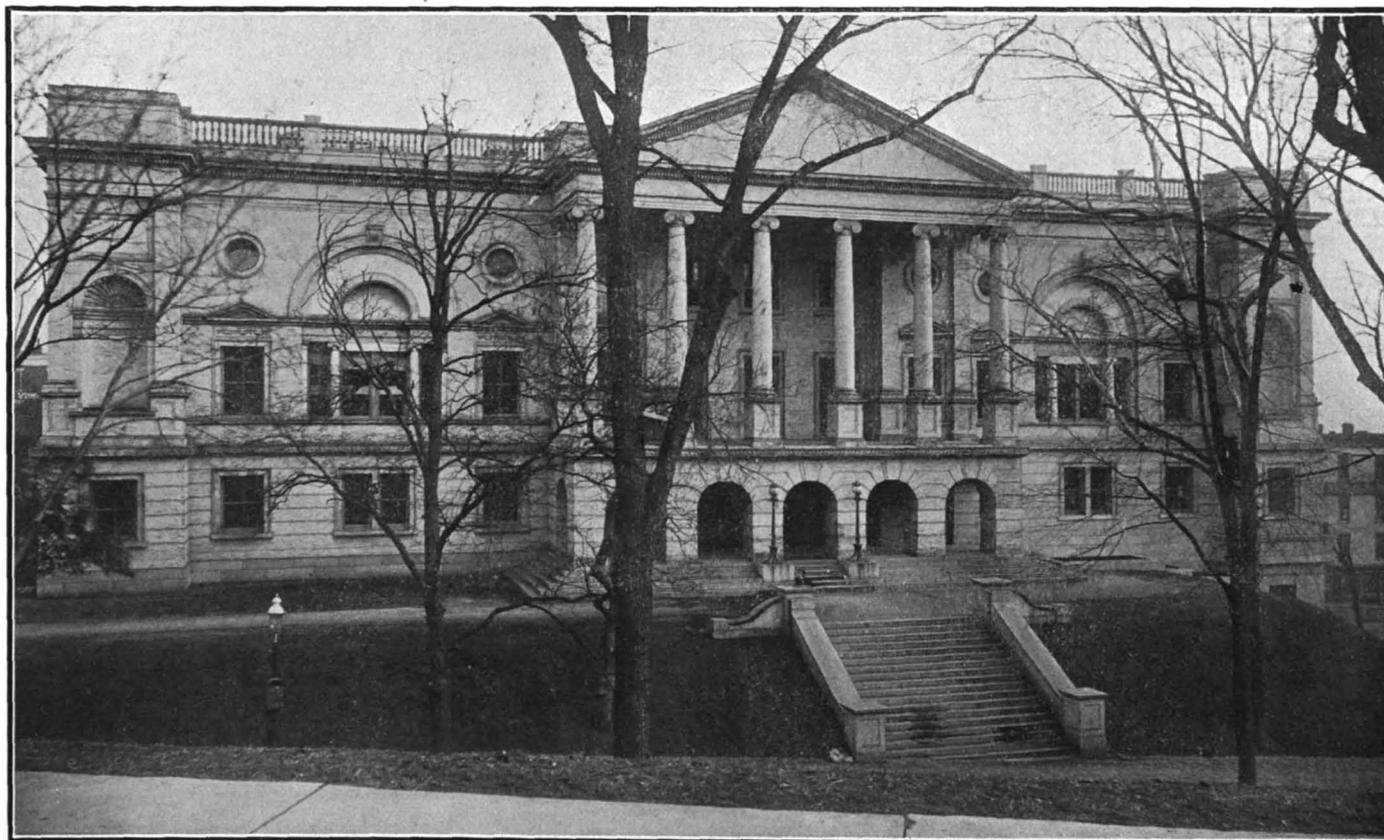


View in Capitol Park.



City Hall.

Equipped with Otis Elevators.



State Library.

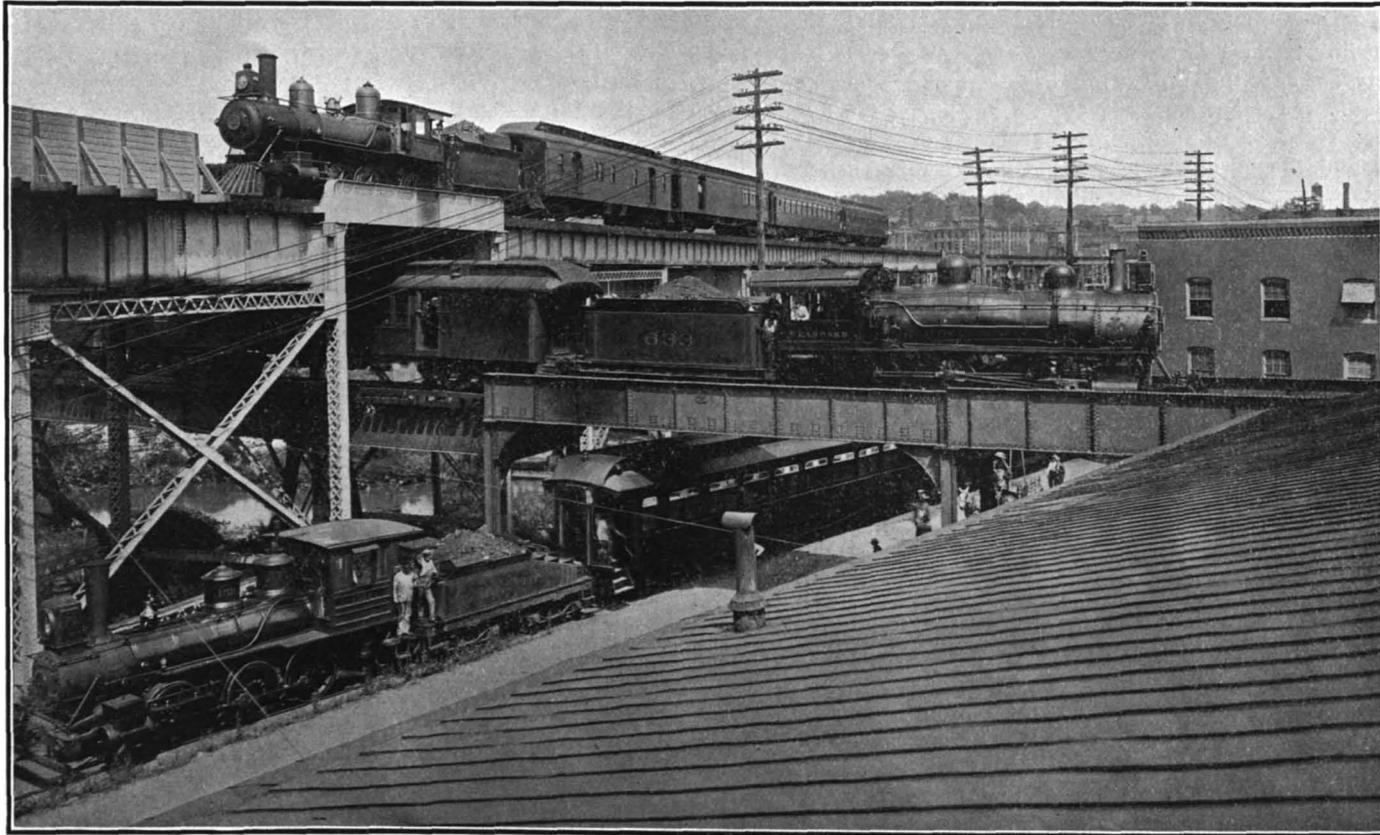
Equipped with Otis Elevators.

plants rank among the largest in the country. In proportion to its size, Richmond has more people employed in manufacturing enterprises than any other place in the United States, save one. Taking them all into account, large and small, from the great plants employing thousands to the little shops with only two or three hands, Richmond has a total of over 1,750 industrial establishments, with a capital of over \$34,000,000. These give employment to over 30,000 hands and the annual output is over \$85,000,000 value. The diversity of Richmond products is shown in the following list of the chief manufactured articles: Bags of all Kinds, Book Manufacturing, Candy, Flour, Soap, Woodenware, Brooms, Barrels, Locomotives, Car Wheels, Drop Forgings, Stoves, Galvanized Iron, Horse Shoes, Boxes, Wood and Paper, Office and Store Fixtures, Iron Safes, Scales, Farming Implements, Fertilizers, Furniture, Mattresses, Tin Boxes and Cans, Blotting Paper, Paper Twine, Paper of all Kinds, Envelopes, Sash, Doors and Blinds, Wheels and Spokes, Varnish and Paints, Leather, Harness and Saddlery, Tobacco, Cigars and Cheroots, Cigarettes, Biscuits and Cakes, Baking Powder, Flavoring Extracts, Hats and Caps, Clothes, Shoes, Gloves, Ginger Ale, Beer, Iron Material for all Purposes, Steel Structure Material. During 1909 thirty-four new manufacturing plants were established and the number of people employed in the various industries was nearly 3,000 more than in 1908. The capital invested in manufacturing was increased by more than \$1,200,000, and the value of manufactured products showed an increase of \$5,500,000, or nearly 8 per cent. over 1908. In Richmond and vicinity there are now about 250 large plants which are manufacturing in great quantities articles entering into every branch of commerce. This development is all the more remarkable, as it has taken place practically since 1865, when almost her entire business district was wiped out by fire, and her resources of every sort were exhausted. Her superior advantages are strikingly illustrated by certain notable enterprises, in some of which she leads the world centres of industry.

THE TOBACCO INDUSTRY.

Largest and most important of Richmond's industries is that of tobacco in its various branches. With this industry the name of the city is indelibly identified and its fame extends to all parts of the earth. From Virginia, tobacco was first introduced to the civilized world. Here it was first prepared for market. Conditions of soil and climate, with improved methods of cultivation, have continued and confirmed the prestige of Virginia leaf and the progressive methods of handling at Rich-

mond have made this city the largest tobacco market in the world. No better market situation for an ideal market could be obtained, having the best possible facilities for shipping to any part of the world, by both rail and water connections of the first order, with banks of the highest standing, with large capital, excellent storage, warehouses, and ranking first-class from an insurance standpoint. The storage capacity of its more than twenty public and private warehouses is about 80,000 hogsheads. It is the home market, and sells the entire crop of sun-cured tobacco, amounting to about 10,000,000 pounds. This tobacco is famous for its fine flavor, and is used exclusively by the United States Navy, the contract for which has been filled by the manufacturers of Richmond for many years, only once going to an outside factory. Here is located the head offices of the Imperial Tobacco Company, of England and of the Japanese Government. It is also one of the principal storage, handling and manufacturing points of the American Tobacco Company. All of the leaf tobacco from this section of the country used by the Italian, Austrian, French and Spanish Governments, is handled through Richmond by representatives of these countries, while large quantities of leaf tobacco are shipped by individual concerns all over the world. Large stocks of all grades of tobacco are carried here by dealers to supply the trade at large. Richmond now manufactures about 22,000,000 pounds of tobacco a year. Besides having one of the greatest cigarette factories in the world, and the finest and largest cigar factory, there are also manufactured here the bulk of the finest cut plug tobacco sold in the United States, the brands of which are famous all over this country. Richmond, probably, directly and indirectly, furnishes more of the capital required to handle the tobacco crop in this section of the country than all of the other markets combined. The sales here, in round figures, are estimated at 60,000,000 pounds a year, which consists of burley, dark leaf and the bright tobaccos grown in Virginia, North Carolina and South Carolina, and never in its history has this market been in a better position to take care of its large tobacco interests than it is today, with its dealers and manufacturers in a strong and healthy condition, fully alive to the wants and conditions of the entire tobacco world. The tobacco interests located here represent an investment exceeding six and a half million dollars, with an annual output production valued at over twenty millions and employment is afforded to more than ten thousand operatives. This interest, in number of employes and value of product, has long been the leading industry of the city.



Crossing of Three Railroads.

IRON AND COAL.

Next in importance to tobacco in the industrial activities are iron and coal. The iron and kindred industries give employment to nearly 10,000 people, and the output, ranging from locomotives to drop forgings, amounted in 1909 to \$15,000,000.00 in value. In the iron and steel industries Richmond has some very large plants which are known all over the world. Several concerns have developed a large and flourishing export trade and the reputation of Richmond products stands high in the home and foreign markets. The condition of the iron industry has long been regarded as an accurate barometer of the general business conditions and the development of this industry in Richmond has not only added to the prosperity of the city but has contributed materially to the prosperity of the country as a whole. The development of the iron industry here has been greatly aided by the proximity of Richmond to inexhaustible coal fields, giving a convenient supply at low freight rates. This situation has also made the city an important center of the coal trade. The principal operating and selling companies handling West Virginia coal have offices in Richmond through which an immense business is done. Some of these companies have their principal offices in this city. Other coal mining districts have selling agencies in Richmond and the city commands wide recognition as a sales center. Richmond banks have given important aid to the financing of the development of coal fields and a great deal of Richmond capital is invested in coal mining and distribution.

OTHER IMPORTANT INDUSTRIES.

Third in the list of Richmond's industries in the value of plants and of output is the manufacture of fertilizers. The largest fertilizer manufacturing concern in the world has its headquarters here. This industry is of importance not only to Richmond, but to the entire South, being the cornerstone of the modern methods of intensive farming which are so vastly increasing the productiveness of the soil. As a manufacturing center the city also enjoys the distinction of having the largest woodenware plant in the world, the largest baking powder factory in the country, of being the largest center for the manufacture of blotting paper, of having a world-renowned meat juice factory, and the largest publishing house in the South. It leads the South in the manufacture of candies and sweets and is the home of several of the largest cracker and confectionery houses in the South. All of these specialties as well as the volume

and quality of its manufactures of food products, packing house products, beer, flavoring extracts, drugs and medicines, wood and paper boxes, leather goods, trunks, saddlery and harness, building materials, printing, and boots and shoes, give it special prominence. Through all the many and diversified products of the city's industries there is noticeable a high standard of quality and special care is taken to maintain that standard. This has aided vastly in the development of manufacturing and in the extension of the sale of Richmond products, not only through the South, but all over this country and in foreign markets. Today, "Made in Richmond" is a guarantee of quality which is not excelled by any city in the world in its recognition through the marts of trade.

AS A WHOLESALE AND JOBBING CENTER.

The wholesale and jobbing business of a city has been said aptly to be "the meat of its every-day strength," and it is also true that this class of business at once reflects, to a greater degree and extent, than any other commercial activity, the every-day trade and commerce of a city both within itself and with the outside world. Notwithstanding the paramount importance of the manufacturing interests of Richmond, its commercial interests, volume and value of transactions alone considered, have kept pace closely with the progress of its industrial interests. Occupying, as it does, a middle-ground with reference to the North and South, between whose products, as a rule, there is a difference as marked as their climate, a more favorable position could not be occupied for dealing in all the commodities exchanged between those sections. Its situation, also, practically upon the center of the Atlantic Seaboard, is directly in the path of commerce to and from the interior, and many of the Atlantic Coast States and foreign countries. In addition to this vantage ground, the same excellent transportation facilities and other instrumentalities of commerce, which have contributed so materially to industrial development in the community, have quickened here the arteries of trade, and, including some unclassified lines of business, the aggregate of its commercial transactions would amount to approximately \$85,000,000 annually. It is only within recent years that Richmond has taken a leading place in the list of large jobbing centers and the rapid growth of this branch of business is therefore of special interest. The report of business for 1909 shows the very remarkable and unusual record of not a single decrease either in capital invested or in the sales for the year in any line. The amount of capital invested in the jobbing trade in 1909 showed an



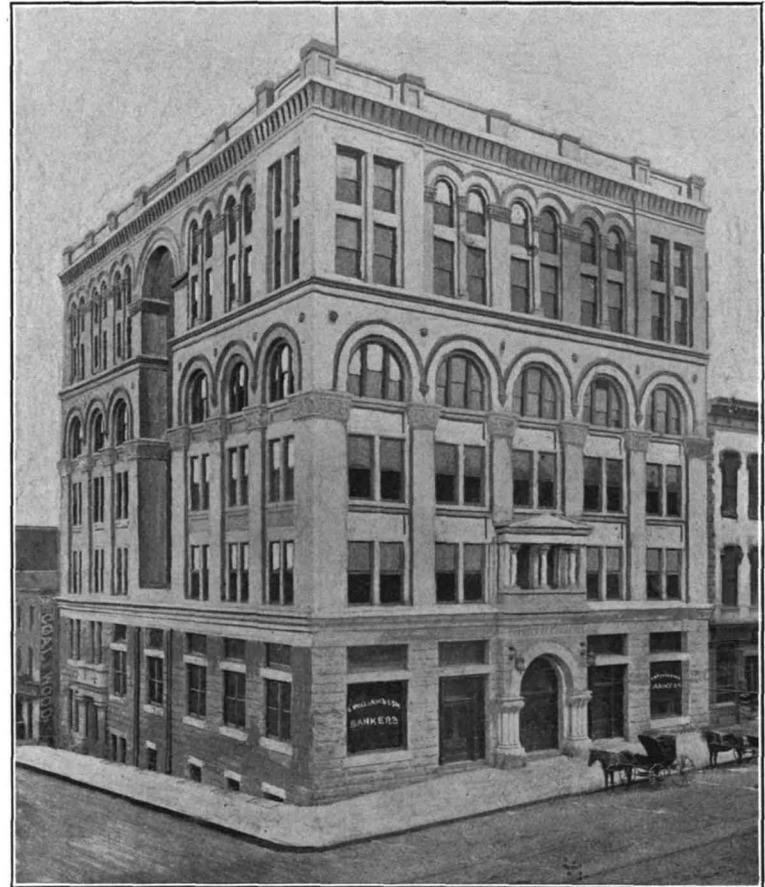
View of Main Street.



Mutual Building.

Equipped with Otis Elevators.

increase of nearly \$450,000 over 1908 and the sales for the year showed an increase of nearly \$2,500,000. Richmond's traveling salesmen cover the entire South to the Gulf and go North into Maryland and Pennsylvania, and their increasing number and enlarging territory add to the prestige of the city as a trade center. An especially large business is done by Richmond houses through Virginia, West Virginia, North and



Chamber of Commerce.

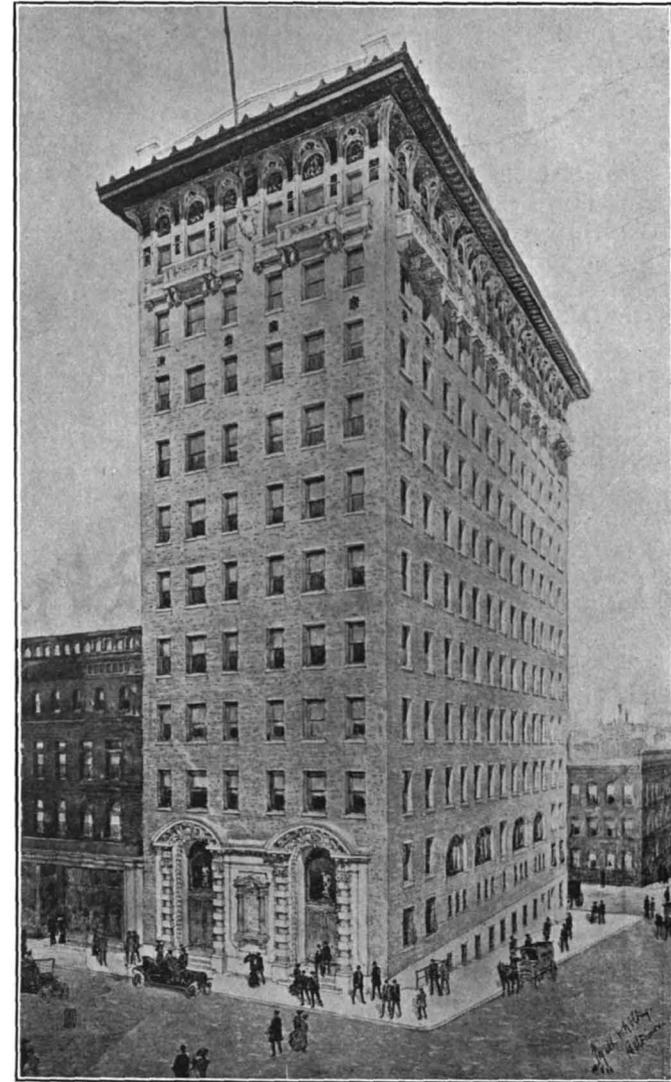
Equipped with Otis Elevators.

South Carolina, Georgia and Tennessee. The prices quoted in the wholesale and jobbing trade are as low as in any city in the country and the shipping facilities give an important advantage in filling orders. Several wholesale houses here have built up large mail order businesses and many are now devoting special attention to this branch of trade and this department alone has added largely to the city's business



Masonic Temple.

Equipped with Otis Elevators.



American Bank Building.

Equipped with Otis Elevators.

(See Article and Illustration on Page 98)

expansion. The Richmond wholesale market offers every kind of manufactured article, all staple supplies and the leading specialties in every line of trade, at the lowest prices and with prompt deliveries.

FACILITIES OF RETAIL TRADE.

The facilities of retail trade in Richmond have metropolitan characteristics and their vigorous development in recent years is in line with the progressive spirit manifest through all the city's activities. Within the last five years the retail business of the city has more than doubled and the proportion of increase in 1909 was especially large. The stores compare favorably with the retail houses of much larger cities. Particularly is this true of the size and general conduct of the department stores, which are notable examples of high-class merchandising. In appointment and service, these stores, from actual comparison, equal the leading establishments in other parts of the country. The city has a very large trade of the very best class, demanding the very highest quality of goods. This high class trade finds everything required in Richmond stores. The opening of new stores catering to high-class trade and the enlarging of established stores are indications of prosperous conditions which must not be overlooked. Richmond stores are up-to-date in goods, equipment and service and their prices are as low as goods of like quality are sold in similar stores in any city. They offer every kind of goods required by the city's trade and are prompt in presenting the latest novelties of every kind. While high-grade goods take the lead in the demand of trade, the cheaper grades in all goods are always in stock at prices which satisfy the most economically inclined and the trade facilities are metropolitan in every particular. An important suburban and out-of-town trade comes from an ever-enlarging territory and several stores are devoting special attention to the development of mail order business. The attractiveness of Richmond stores is remarked by many visitors from the North who stop over on their way to or from the South and these expert critics have nothing but praise for Richmond's shopping district.

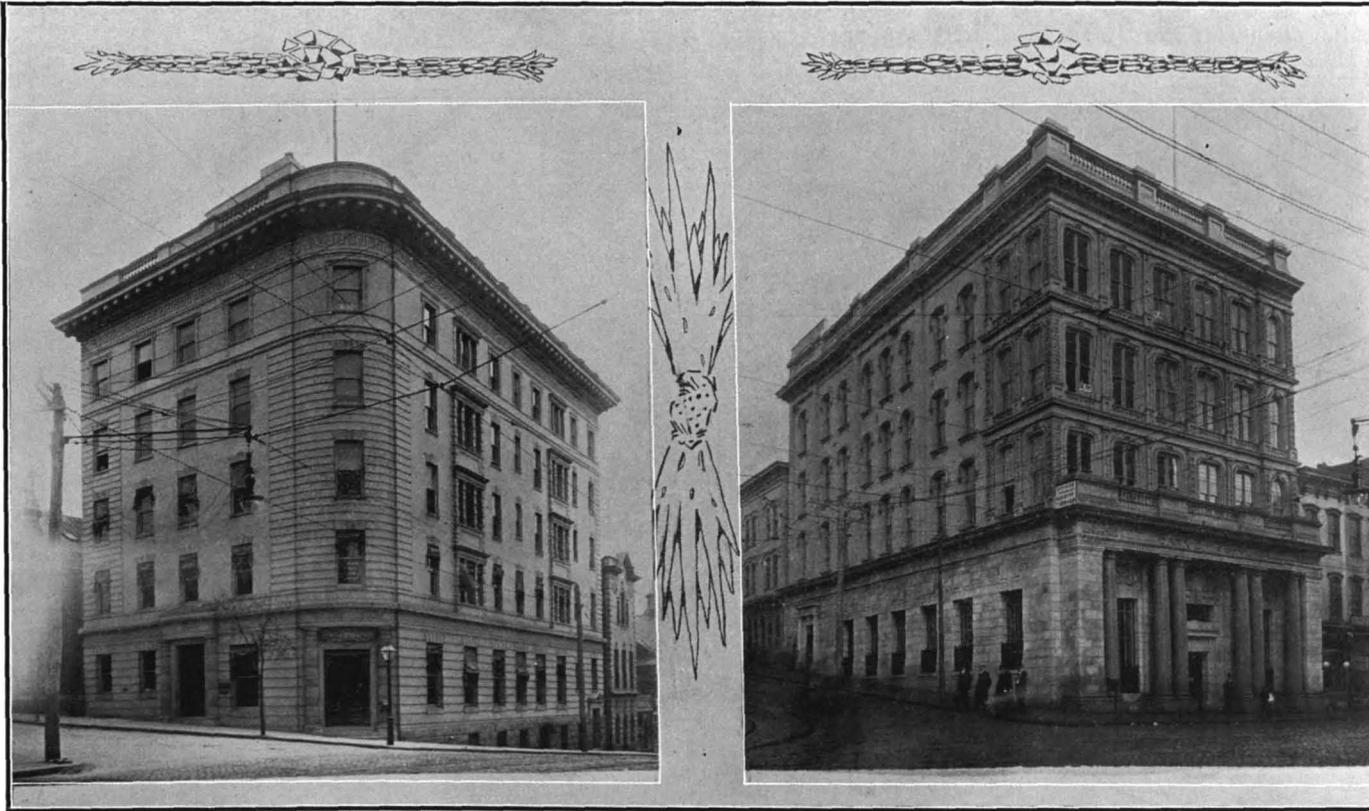
BANKING FACILITIES.

Commercial and industrial development is greatly aided by the excellent banking facilities which Richmond enjoys. The stability of the city's financial institutions is not only a matter of justifiable pride, but is an important element of strength to all business interests. No business is so dependent upon the confidence of the people at large as bank-

ing, and relatively no trust is more sacred than that of a banker. The prosperity and happiness of their customers is dependent upon the correctness of their business methods. While conservative, they have to be liberal in advancing money to undertakings worthy of support, and many successful enterprises are due to the hearty and liberal assistance given by local banks. The banks are actively identified with the city's progress and the encouragement which they have given to trade and industry deserves and receives recognition. They are ably managed along conservative, yet progressive lines, extending every legitimate accommodation to worthy enterprise, while affording the strongest security to the funds in their custody. Their stability and sound management helps to attract capital to Richmond and all inquiries from investors addressed to Richmond banks receive prompt and careful attention. That the people of the city are enjoying an era of unusual prosperity is evidenced by the condition of the banks and other financial institutions. Never before have the deposits been so large as now. Every avenue of commerce seems to be netting handsome profits, which are temporarily entrusted to the care and safe-keeping of the bankers, and through them are used for the further development of prosperity. The savings bank feature is an important development of late years, as, in addition to those which are especially savings banks, practically all of them have a savings department, showing large and growing deposits of that character. The year 1909 showed a large increase in the amount of deposits and the aggregate business done and the first month of 1910 shows a still further increase. On January 31, 1910, the eighteen principal banks of the city had a total capital of \$6,355,025; surplus and profits, \$6,033,721.37; total deposits of \$39,485,638.22, and total assets of \$55,413,202.48.

POST OFFICE BUSINESS.

A good indication of the progress and prosperity of any city is the volume of Post Office business. Judged by this standard Richmond measures high. The grand total of receipts at the Richmond Office in 1909 amounted to \$631,205.83, against \$545,328.65 in 1908, an increase of 22 per cent. Besides handling the postal business of the city, it is the depository for the surplus postal funds of all other post-offices in the State of Virginia. From that source the Richmond office received in 1909 \$689,068.23. From here is also handled the pay-roll of the rural free delivery carriers all over the State. This amounted for 1909 to \$810,200, as against \$801,000 in 1908, an increase of \$9,200. The new



*Virginia State Insurance Co.'s Building.
Equipped with Otis Elevators.*

*Bank of Richmond Building.
Equipped with Otis Elevators.*

Post-Office Building, to cost \$1,500,000, work on which has just been started, is a fitting recognition of the importance of Richmond as a postal center.

REAL ESTATE, INSURANCE AND BUILDING INTERESTS.

The tremendous strides of Richmond in its commercial and industrial supremacy, its wonderful growth in population and unprecedented



Hotel Jefferson.

Equipped with Otis Elevators.
(See Article and Illustrations on Pages 66 and 67)



Murphy's Hotel.

Equipped with Otis Elevators.
(See Article and Illustration on Page 86)

general prosperity are all reflected in the greatly enhanced values of real estate in every portion of the city, and the rapid development of the beautiful suburbs which offer such attractive home sites within convenient distance of the city and reached by electric cars which afford rapid transit that is reliable and cheap. The real estate situation is probably the most interesting and most talked of of any phase of condition here. There is tremendous activity in operations in this field the advance in values being of such proportions as to attract investors and of a character to show the stability of the city's growth and progress, being entirely free from the "boom" quality of some other cities, although it has taken on a very largely increased vigor in recent years, especially within the last decade. The millions invested in skyscraper office buildings, in great department stores, in residences, in hotels, in factories and warehouses, in fact in all kinds of construction show the confidence of capital, and best of all in the growth of substantial value is the steady increase in the individual ownership of homes. The real



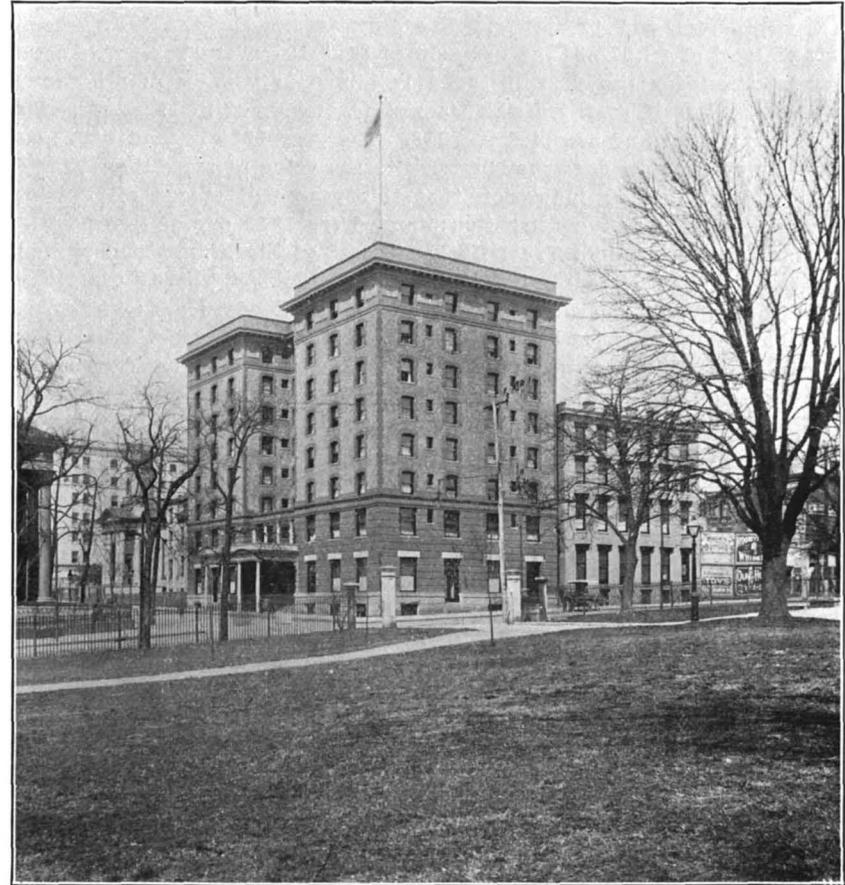
Lexington Hotel.

Equipped with Otis Elevators.

(See Article and Illustration on Page 122)

estate business has grown to vast proportions and is steadily increasing in importance. Besides the activity in the local field of city and suburban realty, Richmond is the headquarters for extensive operations in the development of the natural resources of the South in farms, mineral and timber lands, to which a great deal of outside capital is now being directed through Richmond influence, and this influence is especially active in the development of the rich resources of Virginia. Of great advantage to the city's prestige as a real estate center is the enterprise and reliability of Richmond real estate men who are not only of good repute in their home city but command the confidence of outside investors and have brought to the development of Richmond a great deal of foreign capital. As an insurance center Richmond is one of the leading cities in the South and its importance in this field is also increasing steadily. The life and fire insurance companies owned in Richmond and with their home offices in this city have a splendid record of sound and conservative management and reliability in all their dealings. The income of these

Richmond companies aggregate over \$4,000,000 a year, the largest of any Southern companies, exceeding the incomes of similar companies of the states of North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi and Arkansas combined; and also exceeding the income of similar companies, located in the states of Louisiana, Kentucky, Arkansas, Texas and West Virginia combined. In the business done by its own home companies Richmond leads all cities in the South. While this



Hotel Richmond.

Equipped with Otis Elevators.

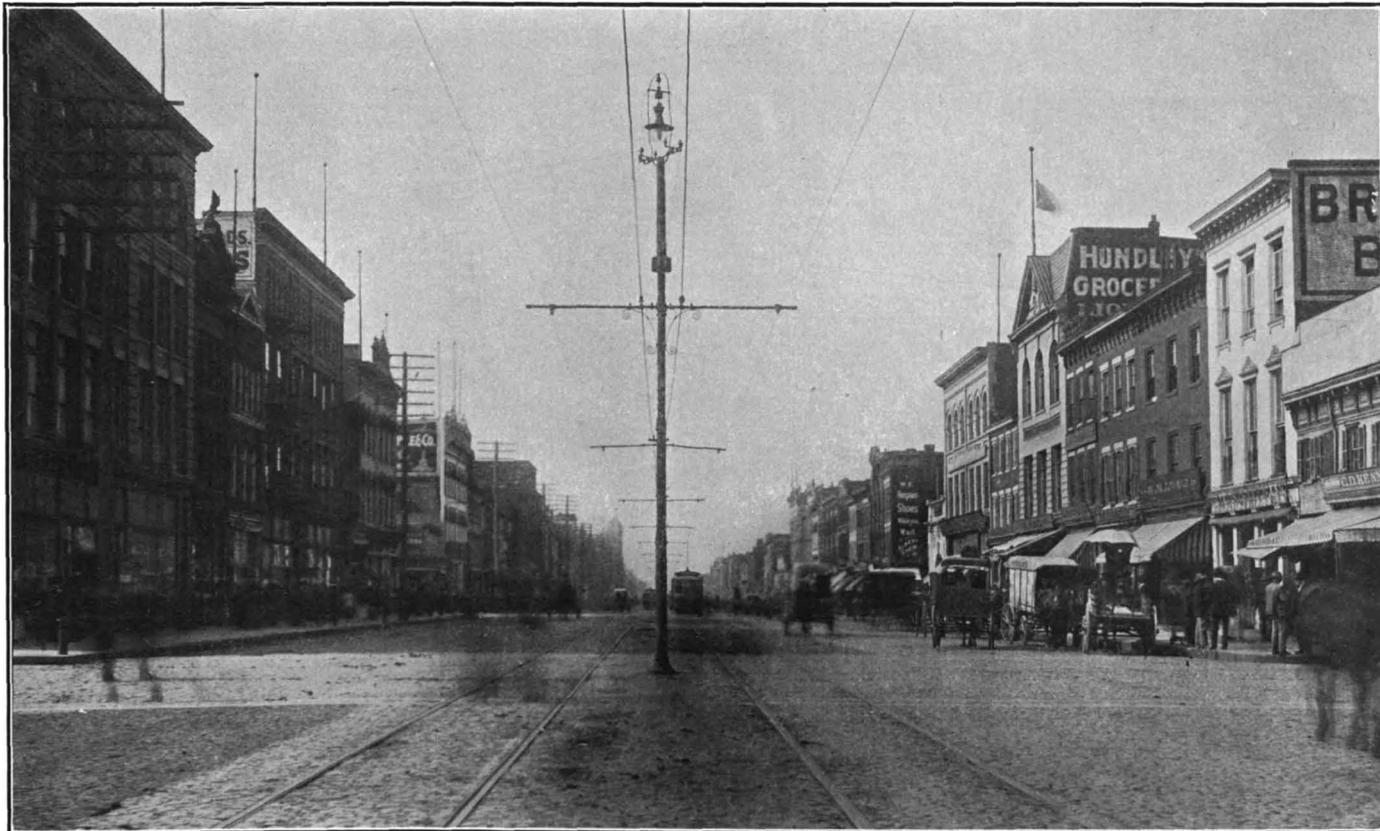
(See Article and Illustrations on Pages 72 and 73)

large patronage of Richmond companies shows an appreciation of home enterprise and loyalty to home interests, a very large business is also done by foreign insurance companies and the leading companies in all branches of insurance have general offices in Richmond. The income of foreign life and fire insurance companies received through their general offices located in Richmond is approximately \$7,000,000, about two-sevenths of which is paid by Richmond people. The growth of building operations in Richmond is of special interest as an indication of the city's progress and prosperity. The permits issued in 1909 reached a grand total of \$3,574,812, a net gain of \$405,381 over 1908. The actual construction for the year included buildings aggregating more than a million dollars in cost, for which permits were issued in 1908 and which were completed and occupied in 1909. The year 1910 opened with plans under way for new construction work to the value of more than \$2,000,000 and with every indication that this year will exceed all previous records. Of the new construction planned for 1910 one of the most important is the Virginia Trust Building, east of the First National Bank at Eleventh and Main streets. This new skyscraper will be the biggest office building in the city and will have every modern convenience. It will be fourteen stories high, with a front of 52 feet, and will have over 260 offices. Three new office buildings and two new bank buildings, were included in the permits issued in 1909. The magnificent Mutual Building is raised higher in the skyscraper class by the addition of three stories, making it now thirteen stories, and the fine ten-story American National Bank Building is enlarged to double its former ground area and has three stories added. The additional stories to the Mutual Building cost \$216,000 and the annex to the American National Bank Building \$200,000. Other buildings credited to 1909 is the new home of the Young Men's Christian Association, which cost \$300,000, the new armory of the Richmond Blues, covering a full block and the magnificent new High School, the finest in the South. The railroads contributed to the building operations of 1909 three new freight terminals. The two new fireproof buildings of the Chesapeake & Ohio Railroad, each covering an entire city block, cost \$57,000. The addition to the Ninth street freight sheds of the same road cost \$15,000. The new freight depot of the Seaboard Air Line cost \$36,000. A further increase in the freight facilities is given in the new Virginia Bonded Warehouse, a \$50,000 fireproof building. The year 1909 was notable for the activity in residence construction. Permits were issued for 296 brick dwellings, to

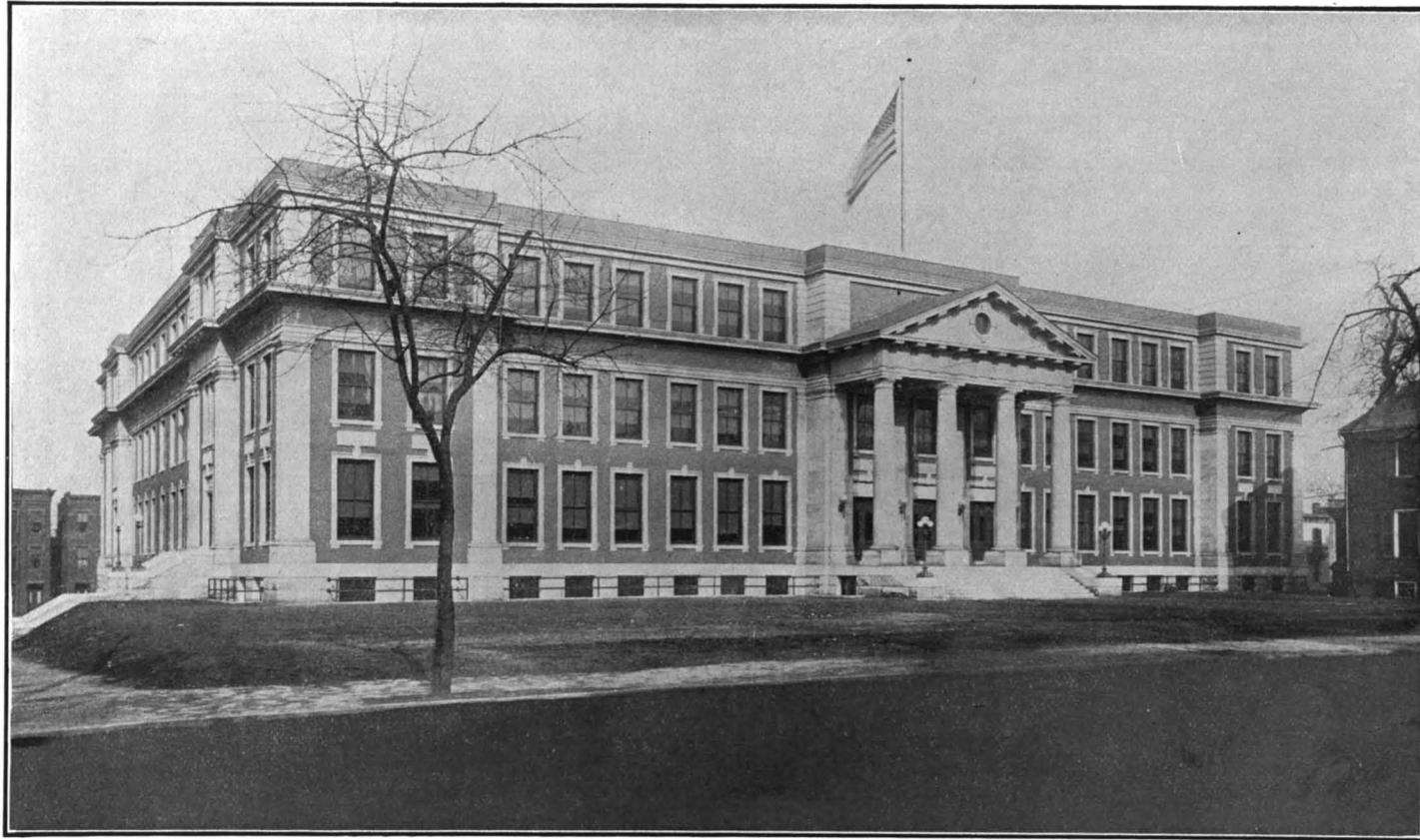
cost \$1,113,886, and for 296 frame dwellings, to cost \$365,732. One new residence just completed on Franklin street for Mr. Fred W. Scott cost over \$100,000. The permits for warehouses and factories in 1909 were twenty-two in number and the cost of construction, \$260,065. Fifty brick stables and garages were erected, costing \$45,593. Sheds and small frame buildings of minor importance came to \$12,102. There were eighty-eight permits for new stores to cost \$359,425, and eighty-eight permits for store alterations costing \$65,298. An unusual co-incident in these statistics is the fact that the number of permits for brick and for frame dwellings is exactly the same, 296, and there is like identity in the number of permits for new stores and for store alterations, each eighty-eight. This co-incident is of no special significance in itself, but it directs attention to the well-balanced condition of the building operations as a whole, covering every phase of modern construction and showing the substantial growth of the city.

PUBLIC UTILITIES.

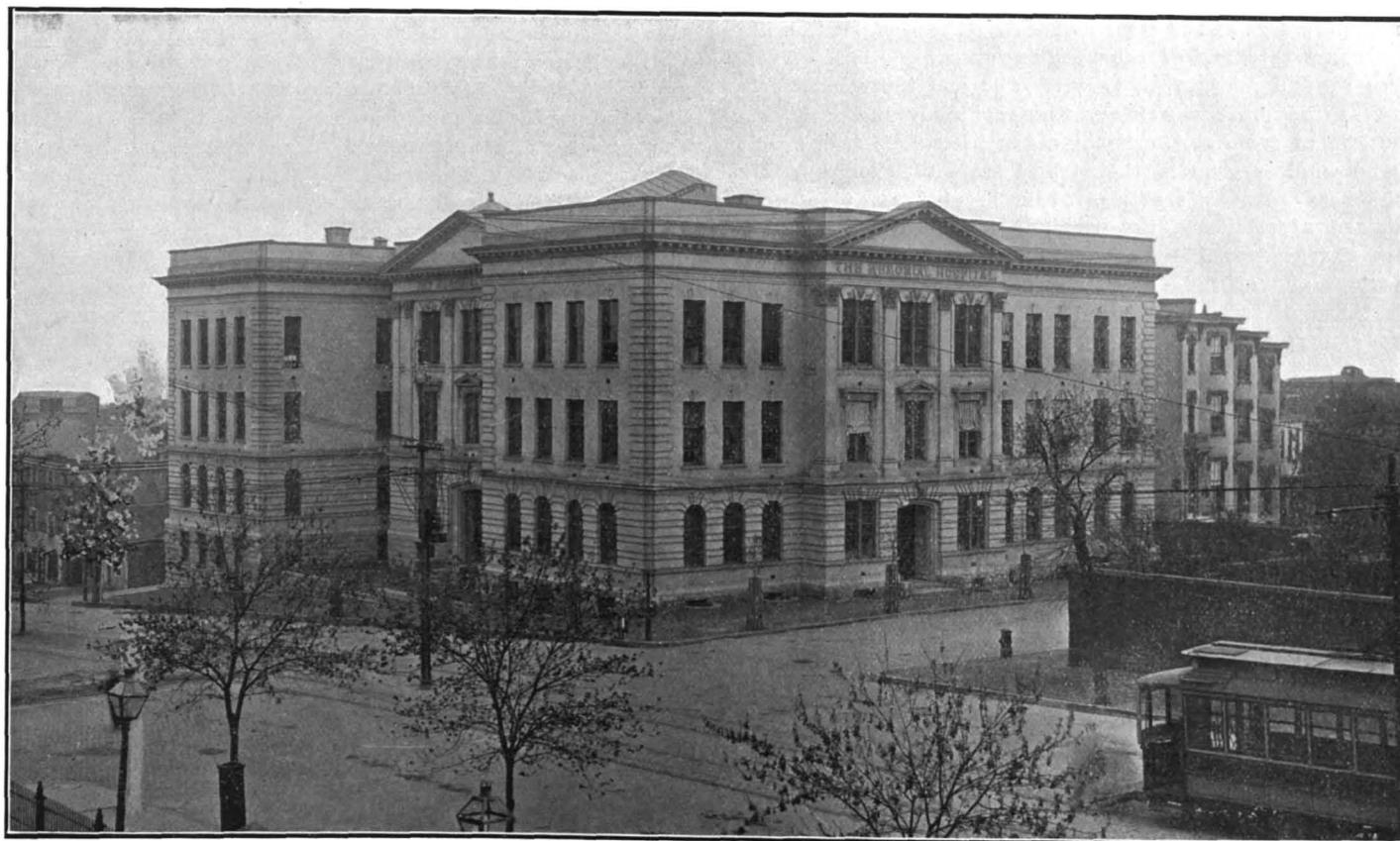
The complete, comprehensive and modern up-to-date character of the public utilities of Richmond are the pride of residents of the city and the admiration of visitors. No other city of the United States can boast so complete and so well-managed an electric railway system. The first successful trolley line in America was operated in Richmond and today the Virginia Railway and Power Company, which operates the street railway system and furnishes electric lights and also electric power for many industrial plants, gives a trolley service which many cities of larger size cannot equal. With a most up-to-date equipment, the excellence of the service is rigidly maintained and it is a feature of public utility in which the people of Richmond take just pride. Business, residential and suburban sections and parks are bound together by a network of electric lines, by which quick and convenient transit is given between home and business and all parts of the city, and points of interest are easily reached. The shopping district is reached by trolley from all directions. Visitors to the city find the historic places accessible by trolley. Residents of city or suburbs are conveniently taken to and from business, the theatre or a visit to friends. Since the establishment and consolidation of the interests of this company, Richmond has grown in prosperity and importance as the commercial center of the South, and this growth has completely revolutionized the conditions governing the operations of the system, which has always kept well abreast of all



View of Broad Street.



New High School Building.

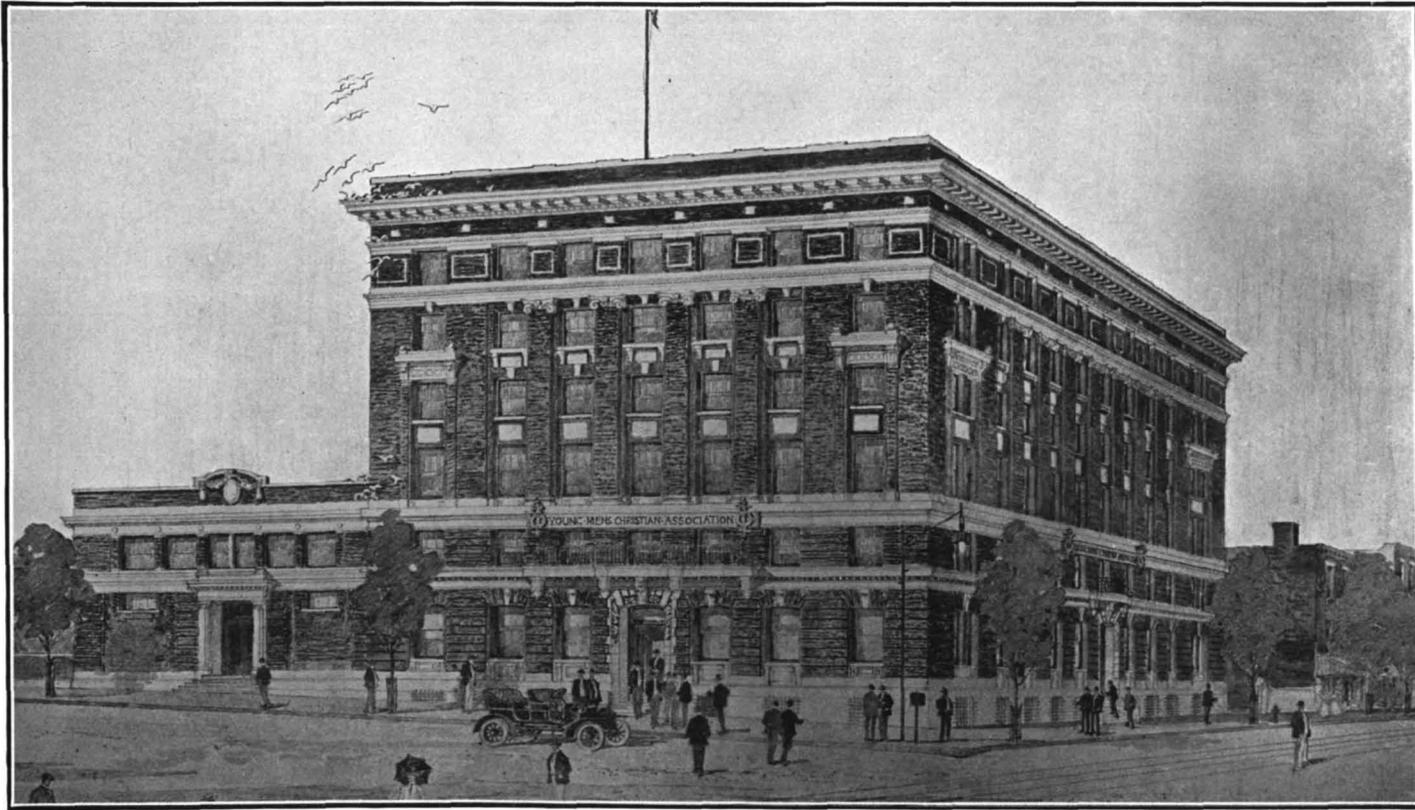


Memorial Hospital.

demands for its services. The company operates 118 miles of track, uses 150 cars at the present time, and employs 1,300 men in all departments. It has two power houses in Richmond, which furnish 14,000 horse-power, and two in Petersburg, which supply 3,100 horse-power. Commodious cars of up-to-date design have replaced the cars originally in use and many more cars of the most modern type of construction have been ordered. These cars are of the "pay-as-you-enter" plan. Tracks have been taken up and relaid with heavier rails and the company has plans perfected at the present writing, whereby many more miles of track are to be laid at once, and everything has been done and is being done to keep the whole system in the highest state of efficiency. Notwithstanding the heavy expenditure involved in keeping the plant at an up-to-date standard of efficiency, the company has followed the policy of reducing its charges for light and power whenever circumstances justify such action, and at the present time its charges will compare favorably with those of any other city in the South. In the lighting department the company furnishes the current for the cities of Richmond, Manchester and Petersburg, while hundreds of industrial plants are operated by the current supplied by its power department. The many enterprises operated by electric power from this company range from large manufacturing plants, including the American Locomotive Works, down to sewing machines, coffee grinders, etc., and electric power is being developed for domestic purposes and is daily gaining in popularity in its use in homes. The trolley system carries more than 40,000,000 passengers a year and the annual pay-roll of the Virginia Railway and Power Company is close to \$1,000,000. The Richmond Water-Works and the Gas-Works, owned and operated by the city for over forty years, are an example of successful municipal ownership. The two plants are valued at about \$7,300,000. Gas is furnished at 90 cents per 1,000 feet and water at 6 cents per 1,000 gallons. The reservoir capacity, with the settling basin, provides for a twenty-day water supply. A superabundant quantity of this indispensable element is thus insured for decades to come, while its potableness, a paramount consideration, is unsurpassed—its purity, softness and lightness, in fact, making it one of the best waters for all domestic purposes to be had by any community. The municipal government of Richmond is clean-handed and efficient. The administration of its affairs has been most successful from a business standpoint, and the attitude of the Council towards all progressive movements has been broad-minded and constructive.

EDUCATIONAL, RELIGIOUS AND SOCIAL ADVANTAGES.

The educational and social facilities afforded by this city are, in the widest sense of the word, unsurpassed, and there is no advantage of a high-class, intellectual nature that the citizens of Richmond may not enjoy at home, in their greatest perfection and highest plane. Theatres and amusement places of a high-grade are maintained, and managers of the best forensic ability and operative talent place this city on their tours. Socially, Richmond offers all the advantages that a city of its size and traditions might be expected to possess. Educational facilities are exceptionally noteworthy. Here are located the Medical College of Virginia and the University College of Medicine, attended by students from practically every State. Richmond College, founded in 1832, has graduates in every State in the Union. Its standards are high, and diplomas from either its Academic or Law Department are everywhere regarded as guarantees of excellence. It is conducted by the Baptist denomination, but is non-sectarian. The excellence of the Woman's College has brought to it so great a patronage from the Southern States that new and larger buildings will have to be erected. The Union Theological Seminary, the leading theological seminary of the Southern Presbyterian Church, is located in this city. The Virginia Mechanics Institute, founded in 1854, is rendering assistance of inestimable value to ambitious young men, and adding potent elements to the industrial and artistic forces of the community. The public-school system is admirably conducted and liberally supported. There are separate schools for white and colored. There are included in the system kindergartens, night schools, elementary and secondary schools, in which are taught, besides the ordinary school branches, manual training, drawing, music and domestic science. The standard of scholarship is high. An entire block in the central part of the city is occupied by a magnificent, thoroughly equipped, up-to-date new High School. Besides those connected with the public-school system for the education of the colored race, there are two institutions specifically designed for their higher education, the Virginia Union University, under the auspices of the American Home Missionary Society, and the Hartshorn Memorial College. In addition to the public schools there are a large number of most excellent private pay schools. In Richmond are about one hundred churches, with a membership of over 47,000. St. John's where Patrick Henry uttered the first clarion call for American liberty; St. Paul's, and one or two more, are historic. Others are noted for their beauty. The great Roman Catholic



Young Men's Christian Association.



Monument Avenue.



A Typical Richmond Residence Street.

Cathedral which cost approximately three hundred thousand dollars, is the finest church edifice in the entire South. There are eight hospitals in the city, all of the best type, and at least one or two claiming superiority over any others in the South. In addition to the Memorial Hospital, the Virginia Hospital, the Eye, Nose, Ear and Throat Infirmary, the Retreat for the Sick, the Sheltering Arms, the City Almshouse and Hospital, there are a number of excellent private hospitals and some twenty-odd eleemosynary institutions actively at work in the city. Several clubs are identified with the city's social life. The principal ones are the Commonwealth, Deep Run Hunt Club, Jefferson, Lakeside, Virginia, Westmoreland and Woman's Club, all of which have handsome new buildings. Secret and fraternal orders are well represented. Richmond had the first Masonic Temple in the United States, the cornerstone of which was laid in 1785. As the capital as well as the metropolis of the State, Richmond is an important center of social life, and as the home of many old families, dating back to Colonial days, it has an aristocracy of birth and breeding unrivalled in America. Although a manufacturing city, it is more thoroughly American in its population than any other city of its size in the land. The foreign element in its residents is small, and of the ample supply of skilled and unskilled labor 95 per cent. are natives, or long since adopted citizens, insuring peace and prosperity against strife and agitation. As a convention city, Richmond attracts many large gatherings. The Virginia State Fair, now a permanent institution in Richmond, attracts many thousands from all over the Old Dominion and from adjoining States and is destined to prove a factor of paramount importance in the advancement of many interests, and go far towards establishing Virginia's rank among the States of the Union, which her natural resources and advantages entitle her to occupy. Richmond is well prepared for the entertainment of large gatherings. Hotel accommodations have been more than doubled in the last few years and the city can now boast of possessing some of the finest hostleries in the country. The service is excellent and charges are reasonable for the accommodations afforded, and guests can confidently rely upon receiving courteous and fair treatment.

PARKS AND POINTS OF INTEREST.

Richmond, like Rome, sits on seven hills, and the elevation of the city ranges from 172 to 249 feet. Shockoe Hill, in the center of the city, is the highest, and on its summit is Capitol Square, the civic center

of Richmond, a park of twelve acres. In all, Richmond has eighteen parks, with an aggregate area of 377 acres. The scenery is everywhere beautiful abounding in fine views of the river winding along below. Monuments, fountains, lakes, carefully kept flower beds, tame squirrels, add to the attractiveness of a number of the parks. Several parks are located on the outskirts of the city, where a summer's afternoon or evening finds thousands of people out for a day's end of enjoyment in the shade and quiet. On one side of Capitol Square, and giving to it the name, stands the historic State Capitol, designed in France in 1785, while Thomas Jefferson was Minister to that country, and erected under his supervision, and very recently enlarged and improved; also in the Capitol Square are the Washington group, Houdon's Washington and statues of Clay, Jackson and Governor William Smith. On Monument avenue are the monuments of President Davis and Generals Robert E. Lee and J. E. B. Stuart, the last two being equestrian statues, besides which there are other monuments to soldiers and statesmen elsewhere in and around the city; the White House of the Confederacy; the home of John Marshall, the great Chief Justice of the United States; Hollywood, that beautiful "City of the Dead," known throughout the land, where lie buried the remains of the Confederacy's President Jefferson Davis, President Tyler and Monroe and other eminent statesmen and soldiers, along with countless thousands of lesser note. The City Hall, occupying an entire block on Broad street adjoining the Capitol Square, forms one of a group of buildings which never fails to call for delighted comment from the visitor. The building is constructed of dressed and quarry-faced Richmond granite, of four stories, with a high tower, and cost about \$1,500,000. From the tower of the City Hall a complete view of the city may be had, including Manchester, the highlands, Hollywood Cemetery, the falls of the James, the islands, the numerous bridges spanning the river, which threads its way eastward until lost to sight behind the battle-crowned heights of Fair Oaks (Seven Pines), Mechanicsville, etc. If the visitor be of antiquarian taste, he can stand on the spot where rose the lodge of Powhatan, father of Pocahontas. He may saunter into the old church which rang with Patrick Henry's appeal for "liberty or death," and recall one of the most animating scenes in American history. He may walk the streets and roads beaten by the feet of Benedict Arnold's troops, when they devastated the country and burned Richmond, in 1781; while of Confederate memories and associations every street has its share.



No. 1. Westmoreland Club. No. 2. Commonwealth Club. No. 3. Jefferson Club.

CHAMBER OF COMMERCE AND BUSINESS MEN'S CLUB.

Model publicity organizations have wielded a wonderful influence in advertising the advantages of this City and State, the superb climate, the immense natural resources and in numerous ways have contributed incalculably to the growth in population and prosperity and have influenced as well the establishment here of many industrial enterprises. The Chamber of Commerce, which comprises in its membership the leading business men of the community, is one of the largest organizations of its kind in the South and was primarily established in order to give systematic form to the commercial and industrial development of the city. Its influence is not confined entirely to Richmond however for its activities are unselfishly devoted to anything that makes for the glory and progress of the Old Dominion. One of the main features of its program is the supplying of data and information to the people of many parts of the country who are continually seeking enlightenment upon the actual prospects of the South. The publicity department distributes pamphlets and literature throughout the country and in this respect it has taken a most important place in advertising the city. It does not confine its efforts to publicity work, but takes an active interest in everything pertaining to the welfare of Richmond. Through its efforts important industries have located here and it is especially active in directing attention to the manufacturing opportunities which this city offers. The Chamber of Commerce occupies its own handsome building. The Business Men's Club, is, as its name suggests, an organization of the business men of the city, and its efforts are directed to encouraging a liberal spirit of co-operation, which means more than can be computed in mere dollars and cents. The Club will soon move to handsomely appointed quarters, specially arranged for it, on the top floor of the American National Bank Building. Other organizations which have joined hands to secure improvements and advantages for the city are the Civic Improvement League and the Travelers' Protective Association.

RICHMOND NEWSPAPERS.

Another important factor in the city's progress is the press, to which it is indebted in an unmeasurable degree for the dissemination of knowledge concerning questions of far-reaching import to the community, and the direction of public opinion on vital questions of public policy; for praise of the worthy enterprise and consideration of the undesirable elements that creep into the life of every community, but for which, thanks to the vigilance of the press, Richmond is remark-

ably free. Richmond newspapers are a credit to the city. They not only keep the public here well-informed on the matters of world-wide interest as well as local affairs, but they have a wide influence in extending the reputation of Richmond as an enterprising, progressive and prosperous city. Their advertising columns show the liberal spirit of Richmond merchants in the use of newspaper publicity to keep their stores in close touch with the people of this section, and the volume and character of the foreign advertising shows the appreciation in which the largest advertisers hold the purchasing power of this community. The daily newspapers in Richmond are four in number—Times-Dispatch, morning; News-Leader, Journal, and Virginian, evening.

AS A PLACE OF RESIDENCE.

If there is one thing more than another in which Richmond can honestly be said to enjoy the greatest fame it is as a place of residence, and this fame extends to the uttermost parts of the earth.

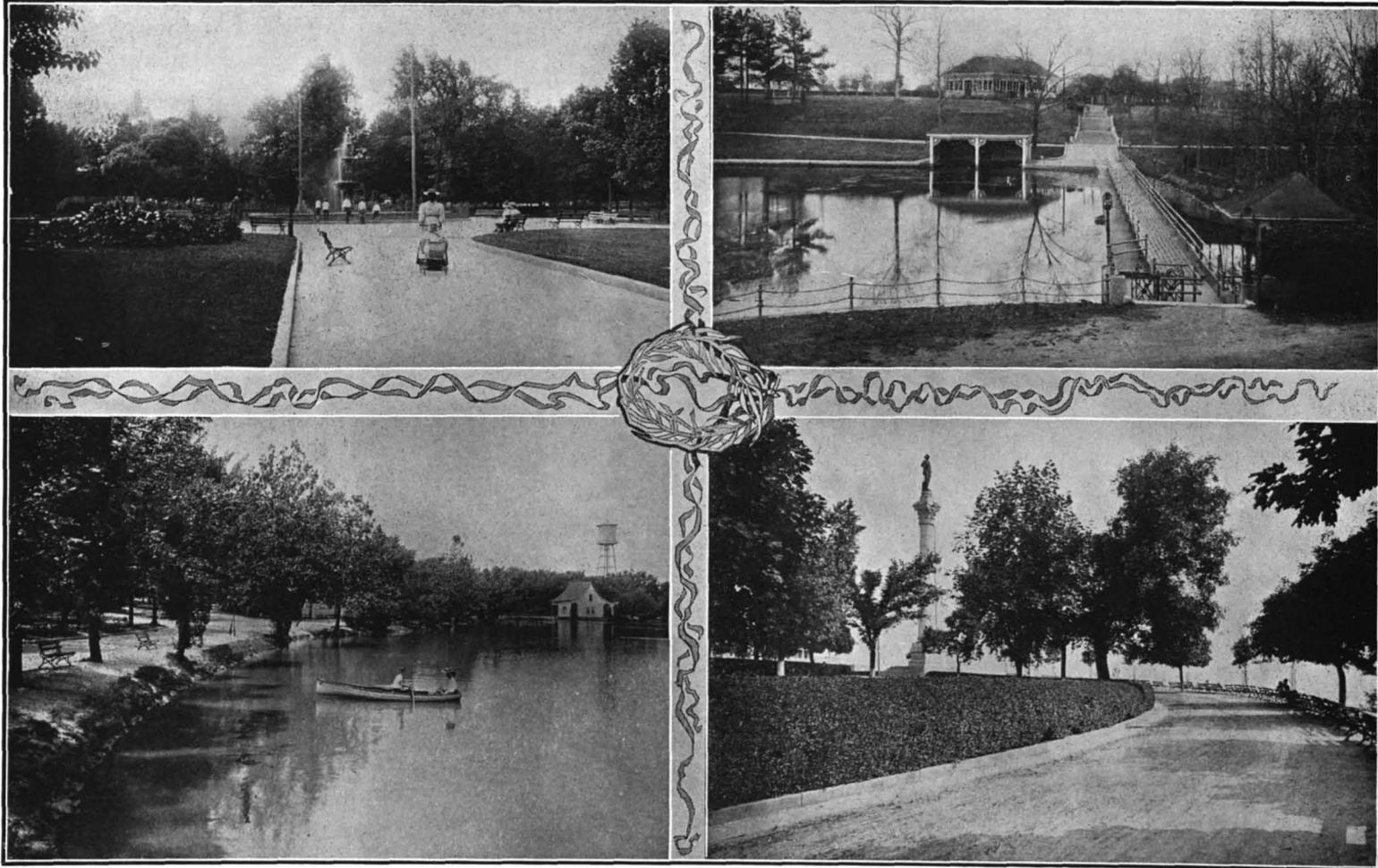
Visitors to Richmond are at once impressed with the beauty of the city as a whole, and more particularly with the residential sections. The streets are broad and well-paved, and so abundantly shaded with great trees that form the top of a high building the city has the appearance of a vast park. The spacious and impressive Monument Avenue is destined to become one of the most noted Boulevards in America. Founded in colonial time, it presents in its combination of colonial and modern architecture a stateliness and variety not to be discovered in the newly-built cities of the country.

The residential sections are well divided from the manufacturing districts, a condition which insures cleanliness and health, and freedom from smoke, dust and noise. Many of the old colonial mansions have historic interest and the modern construction includes costly houses furnished in palatial style, while the number of comfortable, cozy and artistic houses owned by wage earners and others of moderate means is steadily increasing. Modern comfort in city residence is well exemplified in the magnificent Chesterfield and Shenandoah apartments, and the new Gresham Court, and the Hanover and Wise apartments. The topography of the city creates a natural drainage which insures perfect cleanliness. Its length is very much greater than its width, thus giving all parts of the city ready access to the fresh air and open fields of the adjacent country. Climate conditions are ideal, that is—abundant sunshine, temperature of moderate values, and an ample and well-dis-



*Colonel John S. Harwood's Residence
E. L. Bemiss' Residence*

*R. H. Harwood's Residence.
L. L. Lewis' Residence*



Scenes in Richmond's Parks.

tributed rainfall, with, also, comparative freedom from frequent or severe storms. These conditions apply to Virginia at large, and their existence is distinctly recognized in an official and unbiased statement by the United States Weather Bureau Service. This statement credits Rich-

mond with an unusually high percentage of bright, sunny days throughout the year. From every point of view Richmond has attractions and advantages that are not surpassed by any city in the land and in the vigor of its progressive spirit it is excelled by none.

Having briefly sketched the facilities and advantages of Richmond and her remarkable resources, we direct the attention of our readers to those institutions, corporations, firms and individuals who are potent factors in building up the city to its present pre-eminent position.

LIFE INSURANCE COMPANY OF VIRGINIA.

Filled with historic interest, Richmond, one of the oldest and most beautiful cities of the Union, is the most progressive city in the South, and at no time in its history has there been greater and more substantial progress than is in evidence to-day. The name of the city stands for enterprise and business energy, and in all branches of activity there is manifest a vigorous growth and development indicative of the stability of the foundation on which the prosperity of the city rests. Life insurance is, and has been, a potent factor in this development, and the city is the home of the leading Life Insurance companies in the South. Of late years Southern people have learned the advantage of insuring in Southern companies, and this accounts largely for the phenomenal success of the Life Insurance Company of Virginia. This Company, which has its home office in Richmond, was incorporated as a stock company in 1871, and is the oldest, largest and strongest Southern life insurance company. It is a Richmond concern in its inception, organization and management, and is a leading exponent of the progressive spirit which is characteristic of Richmond enterprise. It issues the most liberal forms of life and endowment policies from \$1,000.00 to \$25,000.00, with premiums payable annually, semi-annually or quarterly. It also issues the most liberal and improved forms of industrial policies with premiums payable weekly. All policies are non-participating, and as a stock company, the busi-

ness is managed on a sound and conservative basis. To-day, there is no stronger financial institution in Virginia or the South, and as the assets of the company are chiefly invested in gilt-edge Southern securities, it is a potent factor in the development of this section. Since its organization this company has paid to policy-holders the immense total of \$9,820,412.49, and the insurance in force January 1, 1910, amounted to \$68,337,613.00. The volume of business done compares favorably with the showing of any life insurance company, and is by far the largest of any Southern company. In fact, the increased appreciation in the South of the value of life insurance is in a great measure due to the efforts and influence of this company, and the fact that such a very large proportion of the life insurance now written in the South is placed with the Life Insurance Company of Virginia, shows an appreciation of its strength and of its liberal forms of policies. Since 1887, when the company began its energetic canvass for business through the South, the growth of the business has been phenomenal. The premium income, which amounted to \$99,566.00 in 1887, has shown a substantial increase with each year since that date, and in 1909 reached the immense total of \$2,588,934.04. The statement of operations in 1909 makes the best showing of business in the history of the company and the figures are of special interest as showing the vigorous progress in life insurance made under the able management of this Richmond organization.

Statement of Operations During 1909.

Premium Income.....	\$ 2,588,934 04
Increase in Premium Income..	130,773 97
Gross Income.....	2,831,630 07
Increase in Gross Income.....	181,618 61
Increase in Assets.....	927,980 37
Insurance in Force.....	68,337,613 00
Increase in Insurance in Force.	5,028,411 00
Total Number of Policies in Force.	519,334
Increase in Number of Policies in Force	27,143
Death Claims, etc., Paid to Policy-holders.	894,229 58

The statement of the financial condition of the company on December 31, 1909, shows assets of \$5,372,691.99, with capital stock of \$250,000.00 and surplus of \$810,286.67, making a surplus of assets over liabilities of \$1,060,286.67.

The Assets of the Company Comprise:

Bonds and Mortgage Loans on Real Estate.....	\$ 3,763,307 14
Railroad and Street Railway Bonds. (Market Value.)....	370,510 00
State Bonds. (Market Value.)..	150,845 00
Municipal Bonds. (Market Value.)	201,735 81
Miscellaneous Bonds. (Market Value).	100,250 00
Real Estate. (Market Value)..	142,222 00

Bank Stocks. (Market Value)...	47,400	00
Loans on Collateral	68,873	69
Loans on Company's policies....	132,080	98
Cash in Banks on Interest.....	227,580	75
Cash in Offices and in Banks, not on Interest.....	17,771	46
Interest and Rents Due and ac- crued.	66,232	58
Net Uncollected and Deferred Premiums and Premium Notes and all Other Assets.....	83,882	58

Total Admitted Assets...\$5,372,691 99

Starting the year 1910 with this splendid showing of work done, this old and reliable life insurance company is continuing the development of new business with new energy, and the hold which it has on the confidence of the people of the South is stronger than ever.

The officers who have made this company an institution of which Richmond is justly proud, are: John G. Walker, president; T. Wm. Pemberton, first vice-president; W. L. T. Rogerson, second vice-president; E. D. Harris, secretary; John Sidney Davenport, Jr., actuary; A. S. Hurt, auditor; Reginald Gilham, treasurer; H. Cabell Tabb, medical director; Coke & Pickrell, general counsel; while the board of directors consists of: John G. Walker, T. Wm. Pemberton, W. L. T. Rogerson, John G. Hayes, A. S. Hurt, Fairlie P. Cooke and Landon C. Rose.

The names of these gentlemen, who are directing the affairs of the company, invite confidence. All are prominent and influential in Richmond, are well and favorably known in the city's business and social life, and are accounted gentlemen of broad gauge, liberal and progressive in their ideas and methods and imbued with a just pride and public spirit in all that pertains to the development of Richmond, or the extension of its commercial influence and prosperity.

UNDERWOOD TYPEWRITER CO.

Richmond is a distributing center for the leading houses in the country developing Southern trade, and the business done by the Rich-

mond branch of the Underwood Typewriter Co. is a conspicuous example of vigorous growth. This branch was established in 1903, in modest quarters, the territory embracing Virginia and



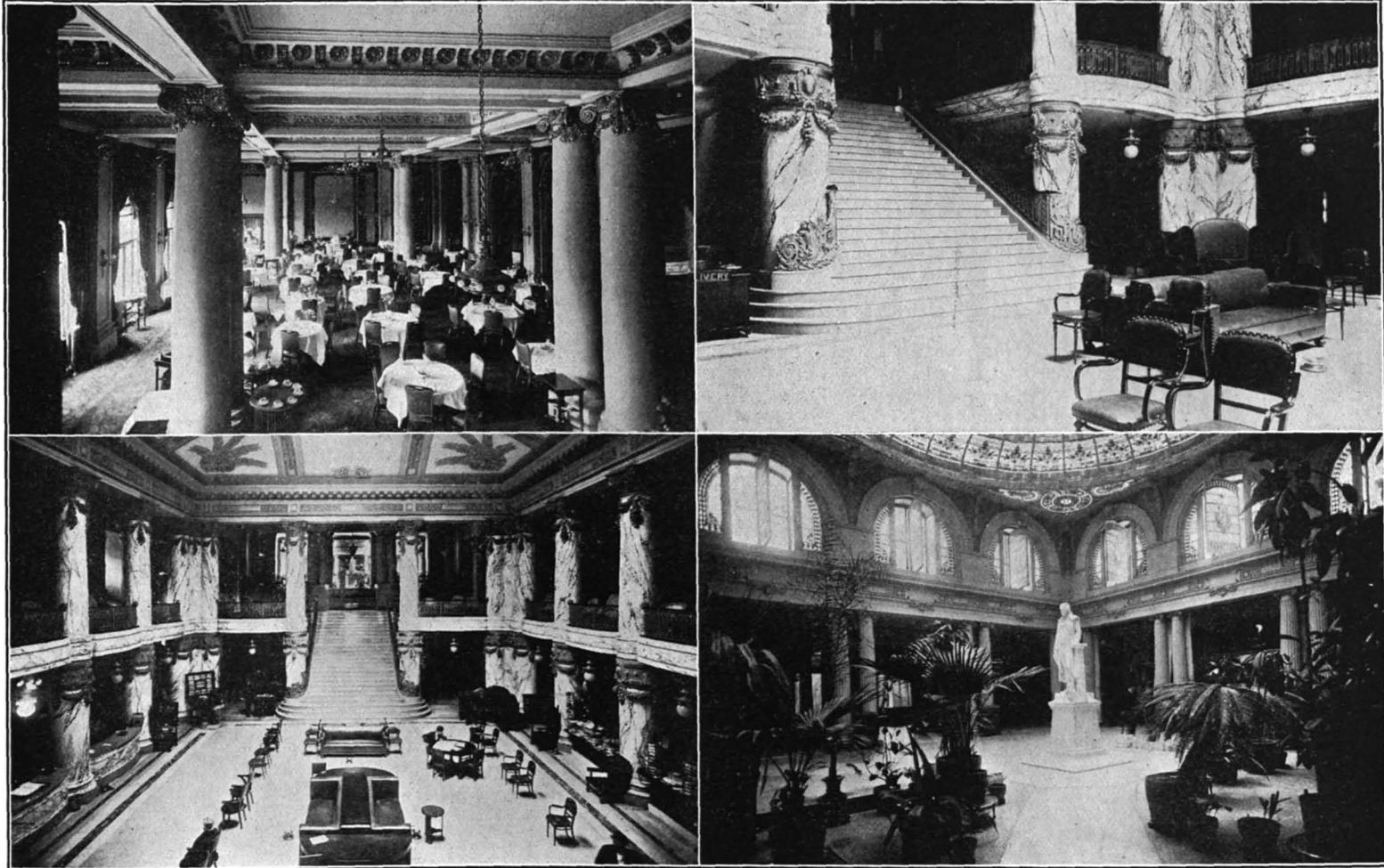
Richmond Branch, Underwood Typewriter Co.

North Carolina. The growth of the business made larger quarters necessary, and in 1908, the company leased the building at 1212 East Main street, where they now occupy three floors, 30x80 feet. The third floor is the repair

department, and the second floor is devoted to the employment bureau, where expert operators are trained and certified to employers. The Underwood received the gold medal at the Jamestown Exposition in 1907, and this recognition brought it prominently before the business men of the South and of Richmond, especially. It has also received highest awards at Paris, Buffalo, Rome, Limoges, St. Petersburg, St. Louis, Liege, Portland, Milan, Barcelona, in fact at all the great world expositions since 1900. Its highest recognition, however, is its adoption by the largest commercial and industrial concerns. Last year the Richmond branch closed the largest contract for writing machines ever placed in the South. This is an exclusive contract with the Norfolk & Western Railroad for over 300 machines. The office force at the Richmond Branch numbers fourteen, and there are eleven salesmen from this branch covering Virginia and North Carolina. There are sub-offices in Norfolk and in Roanoke, Virginia. E. H. Clowes, manager in charge of the company's affairs here, is the pioneer representative of the visible typewriter, and is the oldest representative of typewriters in the South, having been in the business eighteen years. I. C. Knowles is assistant manager, and ably assists in directing the company's affairs at this branch.

THE JEFFERSON HOTEL.

Contributing in no small degree to Richmond's reputation as a thoroughly up-to-date metropolis are the splendid hotel accommodations which exist, and we find here the most magnificent hotel in the South, one unsurpassed by any in the North; in fact one of America's Noted Hotels—The Jefferson, the building of which and furnishing of same cost two million of dollars. It occupies nearly one whole block, is eight stories in height, is constructed of onyx, granite, iron and steel and is one of the most beautiful and commanding structures in the South. While it impresses with its beautiful appearance as an ornate and stately embellishment to the city as an elegant example of architecture, its greatest attractions are to be found in its beautiful interior apartments and furnishings, in which respect there is no hotel



Lobby, Stairway, Dining Room and Palm Room, Hotel Jefferson.

(Illustration of Exterior of Hotel appears on Page 50)

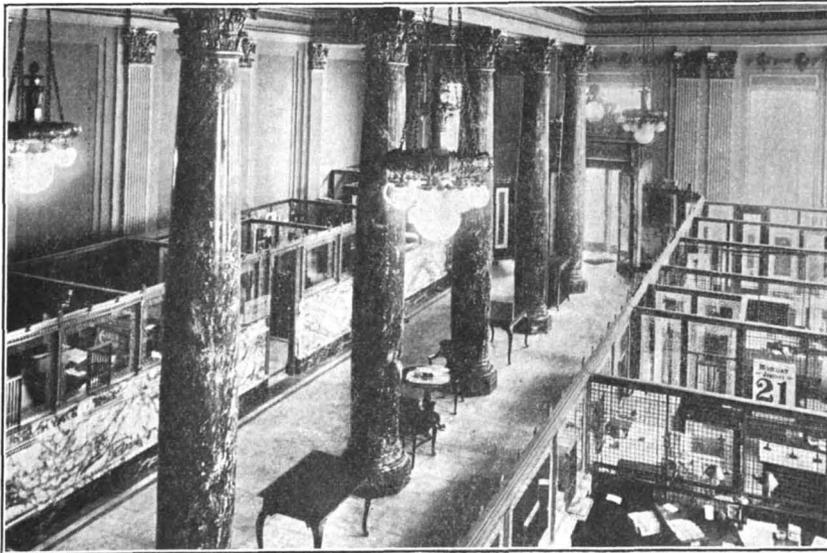
in the country more magnificently and luxuriously fitted and appointed, the regal fittings being apparent by the arrangement of the lobby and the magnificent court, which is one of the finest to be found anywhere, all the various, general and private apartments being in keeping with its magnificent architecture. The house is heated throughout with steam, is lighted by electricity and the service and sanitary conditions are unexcelled in any hotel on earth. The guest chambers of the house are in advance of the age in brightness, sanitary regulations, elegant furnishings and all the attributes which makes hotel life truly enjoyable. There are sumptuously furnished parlors and reception rooms for the use of guests, private reception rooms, broad, richly carpeted and thoroughly lighted halls, rapidly moving elevators and every other element of comfort, convenience and elegance which superior taste could suggest and ample capital secure. The

house is conducted upon the European plan, the main dining-room run in connection therewith, besides being commodious, is in its appointment, a thing of beauty, wooing the appetite and imparting a sense of luxury rarely found beyond the palatial homes of millionaires, and this is supplemented by a number of private dining rooms designed for private teas and opera parties. There are four hundred guest-rooms, many of which are arranged en suite, and two hundred have private baths attached.

PLANTERS NATIONAL BANK.

Richmond is the center of growing wealth, there is a constant multiplication and expansion of its business interests, and like all other great commercial and industrial centers, has much use for the conveniences extended by banking and fiduciary institutions. The Planters National Bank is a well established outgrowth of the city's requirements in this re-

spect, and no institution here more accurately shows the growth of the city's business interests and the extent of its business growth. It is a bank of issue and deposit; it discounts approved commercial paper, makes loans and collections on all available points in the United States, buys and sells exchange direct on all parts of Europe and issues letters of credit available anywhere in the civilized world, and engages in all transactions that come legitimately under the head of banking. The statement issued at the close of business, January 31, 1910, shows resources of approximately \$7,500,000. Its capital stock paid in is \$300,000, and it has a surplus fund and undivided profits of \$1,241,701.55, while its deposits total \$5,577,125.83, and its loans and discounts exceed six millions. James N. Boyd is president; J. J. Montague, vice president; Richard H. Smith, cashier; Latimer Gordon and Conway H. Gordon, assistant cashiers.



View of Banking Room, Bank of Richmond.



View of Banking Room, The Merchants National Bank.



Foster's Studio, 112 North Ninth Street.

W. W. FOSTER.

In all branches of business in the city there is a general demand for the best and in photography this demand is well supplied by the studio of W. W. Foster, at 112 North Ninth street. The reputation of Foster's Studio for high grade photographs is firmly established and an extensive and increasing patronage comes from near and far. The studio equipment is up-to-date in every particular, with the best in cameras and all appurtenances. Every provision is also made for the convenience of patrons and a visit to the studio is always a pleasure. In portrait work Mr. Foster is unexcelled and his photographs are finished in the highest style of the art. He has the patronage of the best families in Richmond and the leading people in the state, visiting Richmond have photographs made by Foster. He also does commercial work, takes out-door views, interiors, flash light photographs, group pictures, and is expert in all branches of the art, keep-

ing always in line with the most advanced progress in photography.

GUY M. CHERRY.

Richmond's prosperity is strikingly shown in the liberal provision in the local business facilities for serving high class trade. A conspicuous example of this is the business conducted by Guy M. Cherry, at Seventh and Broad streets, the city's handsomest confectionary and ice cream parlors. Cherry's fancy ice cream and ices are the deserts of quality, always delicious in flavor, and the high grade candies and soda waters are unsurpassed. He also manufactures a general line of fine candies and is agent for the celebrated Maillard's candies. The business was established in March, 1908, and prospered from the start. The premises are elegantly fitted up and are bright and attractive, presenting a most inviting appearance. The ground floor is devoted to the store, soda fountain and ice cream parlor. The upper floor



Cherry's Confectionery and Ice Cream Parlor.

is handsomely decorated, with a rustic garden effect. A specialty is made of light lunches. It is a favorite resort of after theatre parties and is one of the fashionable places in the city. The regular patronage is of the very best class. Mr. Cherry is a member of the Chamber of Commerce and is one of the city's representative business men.

THE MERCHANTS NATIONAL BANK.

The prosperity of Richmond is known far and wide and its progressiveness is shown in many ways, but by nothing more than by the number and richness of its banks and fiduciary institutions, and the acknowledged leader is the Merchants National Bank. It is the center of the financial interest of the South, being the largest depository for banks between Baltimore and New Orleans, standing first among the National Banks of Virginia and sixteenth in the United States.



W. C. Blanton,
Blanton & Company, No. 1110 East Main Street.

of farm lands, and list scores of properties which are bargains, located in the best climate and with the best railway facilities, and above all, with a ready market within a short distance to take all the farmer can raise at good prices. In the loan department they are particularly well equipped to render good service, their financial connection being such that they can supply any sum needed on good real estate security, or they will finance any project of the building plan that is genuinely promising, while in the rental department, equally as good service is given customers as in other branches of the business, their books listing much of the most desirable rental property in the city. Every facility that experience, ample capital, wide financial connection and an expert and exact knowledge of property values can conjointly provide is at the command of these brokers' customers, and the extent to which their exceptional and complete facilities are utilized, not only by property owners of Richmond, but by outside investors and corporate and trust landlords attest the reputation of these brokers, and their competent management. Both are natives of Virginia, and are accounted among Richmond's foremost business



W. E. Purcell, Jr.,
W. E. Purcell, Jr., Co., No. 100 N. Eighth Street.

By the character of no one class of men can the true scope and stability of a city be gauged more exactly than by the real estate, loan and investment brokers, and in this respect Richmond, and the state of Virginia have been well served, indeed, as the standing of this profession here plainly indicates, among the leading operators being W. C. Blanton and W. E. Purcell, Jr., who until recently have been associated as co-partners, under the firm name of Blanton & Purcell. Every department of realty transaction is included in the service these brokers and fiscal agents offer their extensive clientele, they undertaking to buy, sell, exchange, and manage property, making a specialty of the investment of money in the realty of this section and the care and management of property of estates and non-resident owners. They also maintain a department devoted to the handling

As we go to press we learn that the firm of

BLANTON & PURCELL

will be dissolved.

BLANTON & COMPANY.

will be located at 1110 East Main Street,

and

W. E. PURCELL, JR., CO.

will be located at 100 North Eighth Street.

men. Both hold membership in the Chamber of Commerce.

HOTEL RICHMOND.

Located at the corner of Grace and Ninth streets, the Richmond Hotel is ideally located on one of the highest points of the city, and overlooks the beautiful Capitol Park, the range of view including the State Capitol, Governor's Mansion, State Library, monuments of Washington, Jackson, Clay and other celebrated men, as well as the old Bell Tower. The building is strictly fire-proof; the equipment is unusually good; the Dutch room with its massive furniture rivaling the spacious dining room, with its gilded chairs and dainty appointments, and both are points of special interest where one may enjoy all the delicacies the market affords. The hotel contains one hundred and forty rooms,



Lobby, Dining Room and Dutch Room, Hotel Richmond.

(Illustration of Exterior of Hotel appears on Page 51)

and is run on both the American and European plans. The bed rooms are luxuriously furnished, are arranged singly and en suite, with private bath and all have running hot and cold water supplied from an artesian well, and are electric lighted and steam heated by private plants belonging to the hotel. Mrs. A. D. Atkinson is the proprietress of this splendid hostelry. Mrs. Atkinson has had years of experience in conducting modern hostelries. The management of the hotel is in the hands of her son, Mr. S. T. Atkinson, who is a native of Virginia. In addition to being a member of the Virginia Hotel Men's Association, Mr. Atkinson is a member of the Chamber of Commerce and belongs to the Arab Patrol of the Shriners.

WILTSHIRE'S INCORPORATED.

This store was opened one year ago and is thoroughly up-to-date in its stock, equipment and service. Located in the heart of the city's best retail district, at 704 East Main street, it makes a most attractive appearance. Its fixtures and fittings are of the best modern type and the stock is effectively displayed. This stock includes the best in shoes and furnishings and the latest styles are on display as soon as they are put on the market. The store windows are handsomely dressed and the same attention to attractive display of goods is given inside the store. The business is incorporated with ample capital and the officers of the corporation are D. M. Wiltshire, president; C. B. Salmon, secretary; L. A. Wiltshire, treasurer. D. M. Wiltshire, the head of the business, was formerly in the credit department of the W. H. Miles Shoe Company, and has a large business and personal acquaintance.

JAMES H. CRENSHAW.

Mr. Crenshaw has been established in business here twenty years and with this long experience he has gained a reputation second to none as an expert in Richmond realty. He has the management of a great deal of property, which he keeps in condition to produce the best returns, and as auctioneer he has conducted



James H. Crenshaw,

A. Beirne Blair,

T. Garnett Tabb,

J. T. Ramsey,

General Agents, Travelers' Insurance Co.

many important sales and has made an exceedingly good record in the prices obtained. Inquiries addressed to his office 1009 East Main street receive prompt and careful attention and all commissions are faithfully executed. He is a native of Virginia and is a member of one of the oldest and best-known families in the Old Dominion.

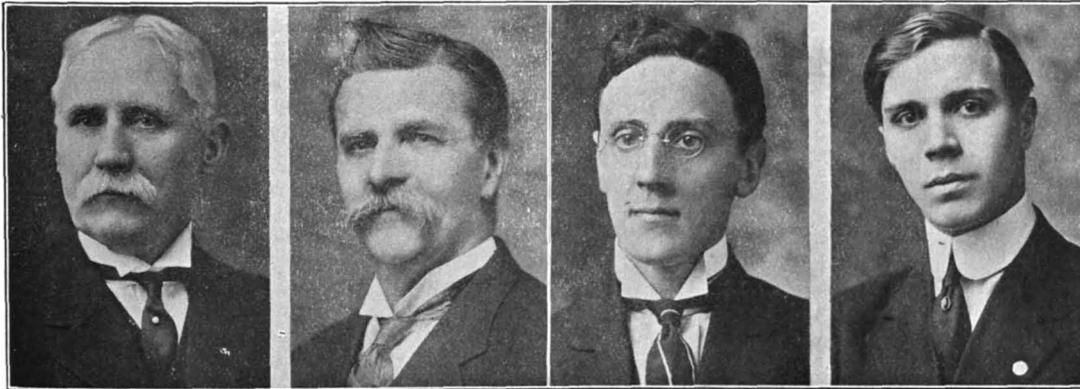
TRAVELERS INSURANCE CO.

Names of eminence are many in the various departments of Richmond's financial connection with the world at large, but few of them are more notable than the Travelers Insurance Company of Hartford, Conn., the leading insurance company of the world, under-writing life, employers' liability, health and accident insurance, whose offices here are on the first floor of the Mutual Building. This company's affairs in this city and throughout the state, West Virginia and North Carolina, are in the hands of Blair & Tabb, who have been in charge here for the past ten years as general agents. The "Travelers" is one of the most popular insurance companies represented here, and it is not surprising that the people of this section should have explicit faith in this company, which with \$70,000,000.00 of assets and capital and surplus fund of \$9,599,752.00 to protect policy-

holders, has never contested a just claim of the \$94,000,000.00 it has paid to policy-holders since it was established forty-six years ago. A. Beirne Blair and T. Garnett Tabb constitute the individual members of the firm representing the company here, both of whom are natives of Richmond. Mr. Blair is a member of the Commonwealth Club, while Mr. Tabb holds a membership in the Westmoreland Club, and both are members of the Chamber of Commerce and Business Men's Club.

J. T. RAMSEY & COMPANY.

This firm deals extensively in real estate for outside investors, buying and selling Richmond city property, besides which they do a considerable insurance and all else that relates to the care of property and keeping it on a paying and salable basis. In addition to their practice as realty brokers, they also effect the placing of money in mortgage loans and the purchase of investment securities of the better class and are at all times prepared to enter into correspondence with investors seeking a safe opening for their funds, or property owners desiring reliable management of their holdings here. Their offices are at 9 North Eleventh street.



Samuel H. Bowman

Dr. Henry Froehling,

Dr. Andrew Robertson,

Bayard H. Storm

Firm, Froehling & Robertson.

THE BOWMAN TRANSFER AND STORAGE WAREHOUSE COMPANY.

The warehouse of this company at 1017, 1019 and 1021 Canal street is a large five-story brick building, with a floor space of nearly 100,000 square feet and a capacity of about one thousand cars. This is the only general warehouse in the city. The company are also distributing and forwarding agents. Their distributing department is appreciated by manufacturers and large shippers for the reason that it brings them in close touch with the jobbers and retail merchants, thereby reducing the distance between factory and consumer to a minimum. Since its incorporation in 1907 the company has exercised a potent influence in the development of Richmond commerce. Mr. Samuel H. Bowman, president and general manager of the company, has had an experience of thirty-eight years in the transportation business. He was twelve years general agent of the United States Express Company at Richmond and at Washington, D. C., and eight years general manager of the Richmond Transfer Co. The office is at 708 East Main street, where Mr. Bowman also conducts a general steamship and tourist agency. He is passenger agent for all Atlantic Coast, Trans-

Atlantic, Pacific and Oriental Steamship Lines and is prepared to book passengers and furnish tickets to and from all important points in the world. He sells travelers' checks and has everything for the traveler, including accident insurance, and his services are appreciated by a large and increasing list of clients. In the social as well as in the business life of the city Mr. Bowman is active and prominent. He is prominent in the Masonic Order, is a member of Temple Lodge, No. 9, A. F. & A. M., Royal Arch Chapter 43, the Commandery Knights Templar, and Acca Temple Mystic Shrine. He is also a member of the business Men's Club, McCarthy Council, 468, Royal Arcanum, and is treasurer of the Richmond Howitzer Association.

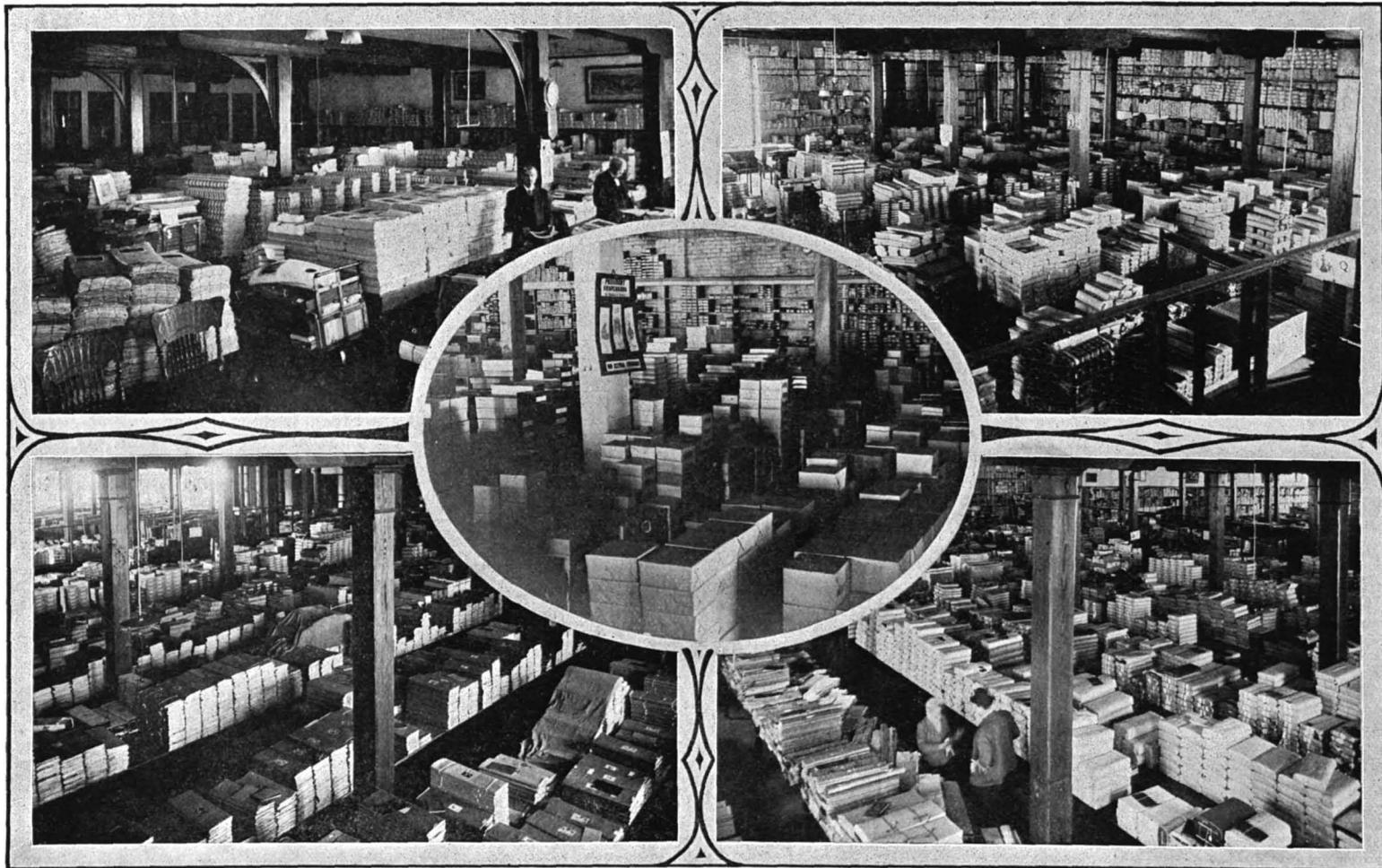
FROEHLING & ROBERTSON.

These gentlemen are analytical and consulting chemists, chemical engineers and economic geologists. They commenced business in Baltimore in 1870, and moved to Richmond in 1881. They make chemical and bacteriological examinations of waters, analyses of foods, fertilizers, etc., standard cement testing, examinations and reports of mineral properties. Their laboratory at 2 North Ninth street is fully

equipped with the latest and best apparatus and all facilities for making the most exhaustive tests. Their reports on mining properties are most reliable, and the value of their expert service commands a wide appreciation. Dr. Henry Froehling is a native of Germany and his partner, Dr. Andrew Robertson, is a native of Scotland.

WESTBROOK ELEVATOR COMPANY.

This company is distinctively a Southern enterprise, all the stock being subscribed by Virginia business men, and the factory is at Danville, Virginia, where the company has an extensive plant, with the most modern equipment in every department. They have a competent corps of engineers, who are efficient in their special branch. In the electrical department are engineers from the Westinghouse and General Electric Companies, while the mechanical department is composed of men from the Otis, Warsaw, and Standard Elevator Companies. The energy and talent of this branch of the works is placing the company's products on a plan that are second to none for durability and economical running. The business has been established twenty-five years, and the company now has salesmen on the road from Philadelphia to New Orleans. They have had many import contracts and their elevators are giving satisfaction in every particular, the efficiency of the service given bringing an increasing volume of new business. The Richmond branch, at 21 North Twelfth street, was established in September, 1909, where they carry in stock cables and elevator supplies and accessories for their machines, besides which they maintain a repair shop, and are in a position to repair and adjust any elevator trouble or break down. This branch is under the management of Bayard H. Storm, who has been with the company six years. He has charge of the sales and installation for Eastern Virginia and the District of Columbia, and has under him expert elevator mechanics, who are competent to do all classes of work, and is in a position to give his elevators prompt attention, and also solicit the trade of the business men of Richmond as to repairing their machines or installing new equipments,



Interior views of Drewry-Hughes Co.'s Wholesale Dry-Goods House, 1412-14-16 East Cary Street.

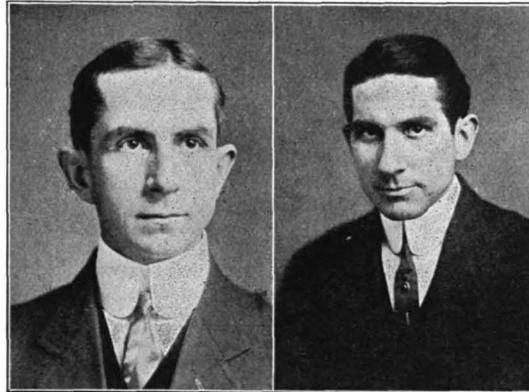
DREWRY-HUGHES COMPANY.

As the gateway for the commerce of the South, Richmond has an important influence. The wholesale trade of the city alone amounts to more than \$80,000,000.00 a year, and the largest wholesale houses in the South are located here. One of the oldest and largest in the wholesale dry goods line is Drewry-Hughes Company, at 1412 to 1416 East Cary street. This house was founded in 1840 and incorporated in 1897, and has been in the hands of the present management since 1884. In their great warehouse on East Cary street, each floor has an area of nearly half an acre and is perfectly lighted and ventilated, and the immense stock carried is well arranged for convenient inspection in every department. On the first floor are shown all heavy domestics, such as plaids, chevots, hickorys, tickings, drillings, denims, bleach and brown cotton and sheetings, blankets, comforts, sheets, pillow cases, etc. On the second floor the staple and dress gingham, prints, percales, flanneletts, outings, linings and satines, pants goods, flannels, table damask, crash, dress goods (foreign and domestic), white goods, linens, silks, counterpanes, towels, curtains and samples of floor coverings. A department is devoted to wash goods, such as lawns, from the cheapest to the finest grades, all the latest novelties in serpentine and wrinkle effects, poplins, silk finished waist goods and cotton and silk mixtures from the lowest grades up to the most select. They have expert purchasing agents in foreign markets in advance of the season to obtain all of the latest productions of French, German, Chinese and Japanese manufacturers in satin stripes, satin cords, satin cloth, crystalline, silks, etc. The notion department is the largest and most complete in the South, and the goods carried in open stock covers more than half an acre of floor space, and the sample sales room of this department contains samples of all articles in the stock room, storage departments and at the mills, which condensed exhibit is of great convenience to buyers. This is one of the largest and most influential wholesale houses in the city, in fact, in the entire South, and in the development of their extensive business they have added to the prestige of Richmond as a com-

mercial center, and the prominent wholesale center it now is. Clay Drewry, president, and Jno. C. Freeman, vice-president and treasurer of the company, are active and influential in the city's business circles.

MORGAN BROTHERS.

As the gateway for the commerce of the South and Southwest, Richmond has an important prestige as a distributing center, and this prestige is increased by the business handled



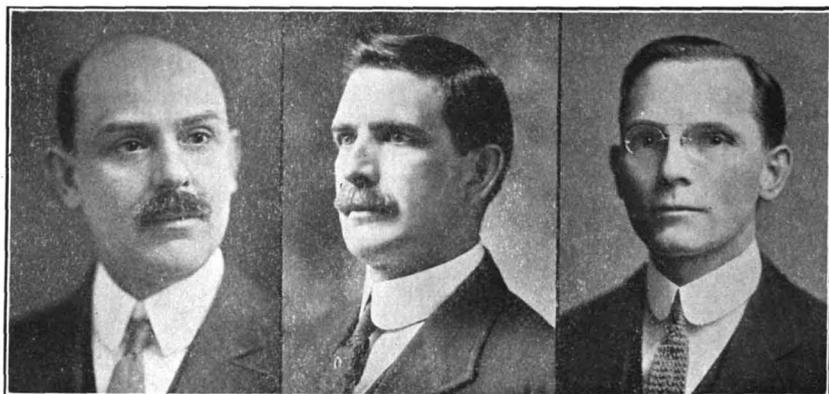
*Branch B. Morgan, George D. Morgan,
Firm, Morgan Brothers.*

by Morgan Brothers, with headquarters at 6 South Twelfth street, who operate as import agents and brokers, doing an extensive business in fertilizer material, (foreign and domestic), heavy chemicals, burlap bags, cordage, burlaps, cotton seed meal, etc., etc. They do an especially large business in burlaps from the La Platta district of the Argentine Republic, which are imported via England. They have traveling salesmen on the road through Virginia, North Carolina and South Carolina, and the rest of the South is covered by their mail order system, the business being efficiently organized and administered in every detail. Since they established five years ago, Morgan Brothers have brought to the

credit of Richmond a very large and important business which is actively concerned with the development of the South. Branch B. and George D. Morgan, who compose the firm, are natives of Richmond. They are members of the Chamber of Commerce, Credit Men's Association, Richmond Brokers' Association, Richmond Grain Exchange and the Business Men's Club.

NATIONAL BANK OF VIRGINIA.

Richmond, like all other progressive centers, has much use for banking and financial institutions and one which enjoys a high standard and has in a large degree the confidence and esteem of the people in all walks of life, is the National Bank of Virginia; a pioneer in financial affairs in the city, having been established in 1865. This bank does a strictly commercial business, and it has ever been one of the strongest and most immediate aids to mercantile life and the industrial development of the city. While liberal in its acts to worthy causes, it is noted for its consistent denial to enterprises of a questionable or speculative character, and the wise and undeviating business policy of its executive and directory has permitted the bank to pass through periods of depression without a question being raised as to its solidity. The capital stock of the bank is \$500,000, its surplus and undivided profits, \$365,000, its deposits, January 31st, 1910, exceeded \$3,000,000, while its resources totaled approximately \$5,000,000, and it has out on loans and discounts \$3,816,328.34. It is a depository of the city of Richmond and the state of Virginia and the United States Government and accounts of banks, bankers, corporations, firms and individuals are solicited, letters of credit and travelers checks are issued and all other transactions which come under the head of sound and prudent banking methods. W. M. Habliston is president of the bank. He is a native of Virginia and a member of the Chamber of Commerce and the Commonwealth Club; W. M. Addison, cashier, is also a native of Virginia and a member of the Chamber of Commerce and the Westmoreland Club, while the board of directors consist of many of the leading business men and capitalists in the city.



J. C. Blasingame,
President.

W. H. Warren,
Chair. Exec. Com.
International Machine Corporation.

W. H. Hoofnagle,
Sec'y and Treas.



John S. Harwood,

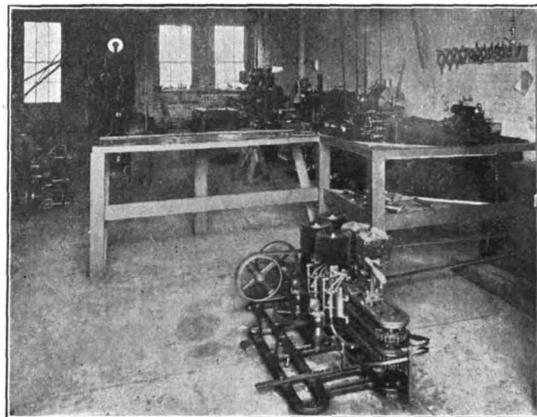
R. H. Harwood,
Firm, Harwood Brothers.

W. T. Shepherd,

INTERNATIONAL MACHINE CORPORATION.

Of special interest as an example of Richmond enterprise and of the inventive talent native in the Old Dominion, is the International Machine Corporation, with principal office at 604 Mutual Building. This company was organized in 1908, and incorporated under the laws of Virginia, with a capital stock of \$500,000. They own and control the International Automatic Nickel-in-the-Slot shoe shining machine and all the patent rights to same. This machine cleans and polishes perfectly the shoes of any person—man, woman or child—in less than one minute. It is one of the marvels of Twentieth Century genius. In Richmond and in near-by cities in Virginia, machines are to be operated directly by the company from its principal office in the Mutual Building. The machines elsewhere will be operated by subsidiary companies, leasing territorial rights. The machines are made at the shops of the corporation on South Eighth street, where they have a large and well equipped plant and employ a force of expert machinists. Mr. W. H. McConnell, the superintendent, comes from Covington, Va., and is one of the best machinists in

the state. To the manufacture and development of this machine he has brought his skill and experience and the plant was laid out under his direction. James C. Blasingame, president of the corporation, and N. D. Sills, vice president, are prominent in the insurance business in the South. W. H. Hoofnagle is secre-



View of Machine Shop, International Machine Corp.

tary and treasurer and is in charge at the office in the Mutual Building. W. H. Warren is chairman of its Executive Committee.

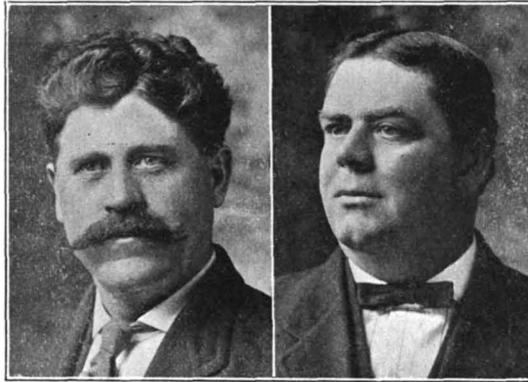
HARWOOD BROTHERS.

This house was established in 1881, and is the oldest and largest house in the line in this part of the country. They have three traveling salesmen on the road, covering Virginia, West Virginia, North Carolina and South Carolina. The operations of the firm consists of a dealing in lubricants, oil and grease, and they sell principally to manufacturing and electric plants. Besides this they make a specialty of automobile lubricating supplies, and carry a large stock in this department. They are also southern agents for the Monogram gas engine oils. They have warehouses at 1027-1029 and 1101-1103 East Cary street. Each building has four floors. The partners in the firm are John S. Harwood, R. H. Harwood and W. T. Shepherd. They are members of the Chamber of Commerce and the Credit Men's Association. Col. John S. Harwood has been a director of the Business Men's Club since its inception. He is a member of the State Legislature, representing the city of Richmond, and is a director of the Bank of

Commerce and Trusts. Col. Harwood has twice served in the Legislature and also twice as Colonel of Cavalry and Chief of Staff to Governors of Virginia. R. H. Harwood is a director of the American National Bank, and Bank of Commerce and Trusts. Mr. Shepherd, formerly traveled for the firm and was admitted to a partnership in 1906. He is secretary-treasurer and managing director of Walthall Printing Company, and holds high office in the United Commercial Traveler's Association, being Grand Counselor for the Order in Virginia, West Virginia, Maryland and District of Columbia, in addition to which he represents the Virginia Division in the Supreme Council of the Order.

J. H. MORRIS AND COMPANY.

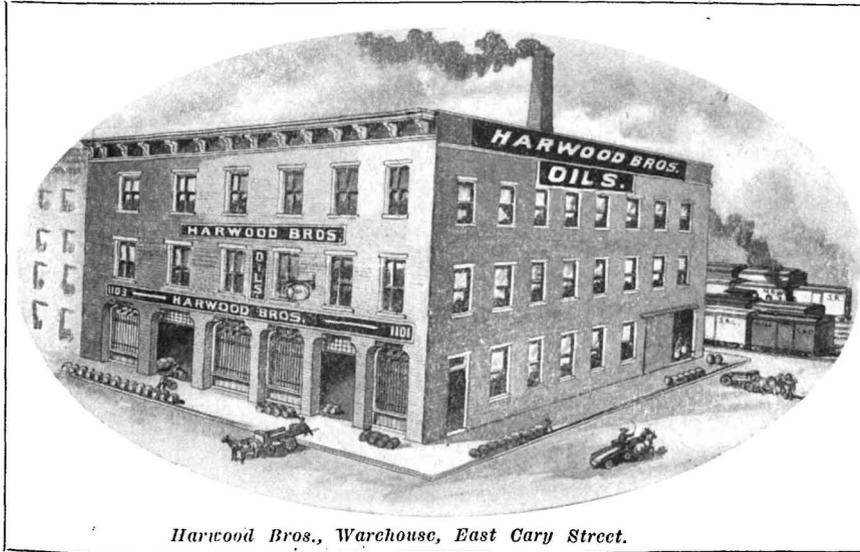
The vigorous growth and development which are manifest in all departments of Richmond's activity are conspicuous in connection with all branches of the building trades, and is especially so in the painting business of J. H. Morris & Co., one of the largest in its line in the State of Virginia. The personnel of this firm



J. H. Morris, S. J. Rhodes,
Firm, J. H. Morris & Co.

includes J. H. Morris and S. J. Rhodes, and the business has been established twelve years. The premises at 417 West Broad street occupy a two-story building wherein an immense stock

of paints is carried. This stock is always complete so that orders can always be filled with unflinching promptness and accuracy. They are contractors for general painting and their facilities are adequate to the demands of the largest contracts as is attested by the fact that they painted the City Hall, Post Office, High School and the Mutual Building, as well as many other large buildings in this city, and at the present time are engaged on a contract for the painting of the Dan River Cotton Mill, at Danville, Va. This is the largest contract for painting ever let in the South, and requires a full car load of paint to execute same. The floor space of these mills total seven and a half acres. They furnish estimates for painting anywhere in the State, and in the many contracts which they have executed they have steadily added to their prestige and all their work is done in the most thorough manner, using only the best materials and employing a competent force of skilled men under expert supervision.



Harwood Bros., Warehouse, East Cary Street.



High School Building, Painted by J. H. Morris & Co.

B. F. COSBY.

Mr. Cosby has been prominent in building and contracting for twenty years, and his long experience and thorough workmanship has built up for him in this time a most prosperous and lucrative business. At his office at 109 North Eighth street, he is constantly booking orders for some of the handsomest buildings and most artistic dwellings for which Richmond is renowned. At Seventeenth and Eighteenth and Broad streets, Mr. Cosby has built five handsome stores, which are fine specimens of the high grade work done by this contractor. Mr. Cosby is a native of Virginia and is a member of the Fraternal Mystic Circle and Woodmen of the World.

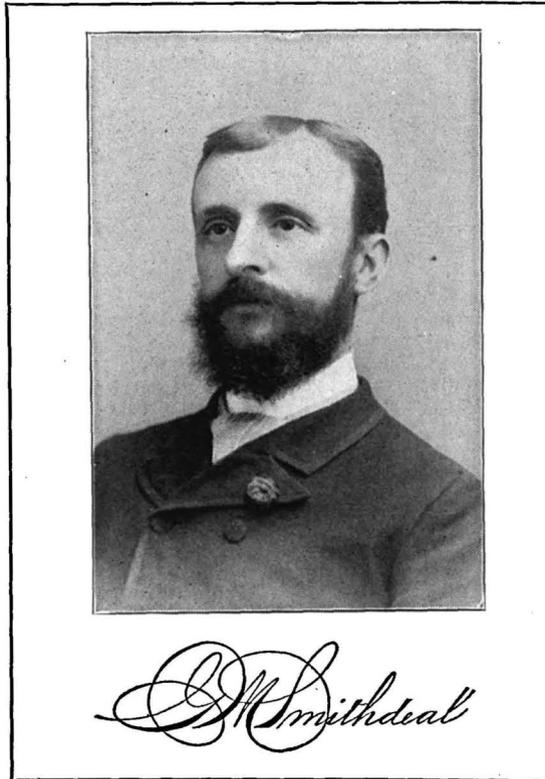
W. E. HARRIS.

Richmond is the center of a far-reaching activity in commercial and industrial development and a prominent part in this development is taken by W. E. Harris, who from his offices at 911 East Main street, directs extensive operations in coal, timber and farm lands and handles a large and important business throughout Virginia, West Virginia and Kentucky. Mr. Harris has been actively engaged in the development of the coal fields in Southwestern Virginia during the past twenty-five years and is without a doubt the best informed man in the State regarding the coal and timber resources of that section as also of Eastern Kentucky. He always has a list of desirable investment properties and all inquiries addressed to his office receive prompt and careful attention. Commissions for the purchase, sale or exchange are executed faithfully and the interests of clients are carefully protected. He is a native of Virginia and is a member of the Commonwealth Club.

SMITHDEAL BUSINESS COLLEGE.

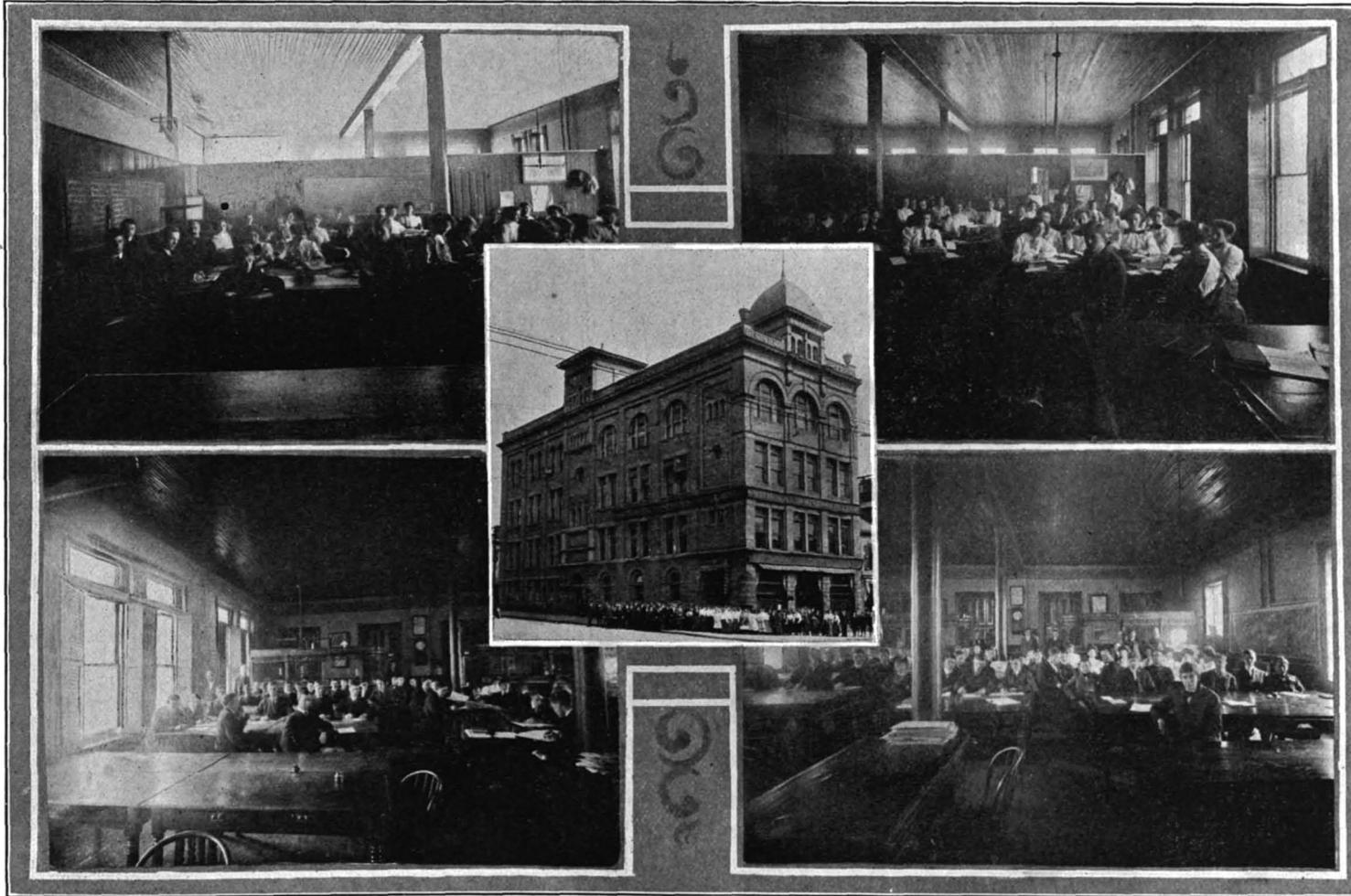
Business methods in Richmond are modeled on the most progressive lines and in this connection Smithdeal Business College is a potent influence. It was established in Greensboro, N. C., January 1, 1883, by G. M. Smithdeal. On the first of November, 1886, it was moved

to Richmond, taking quarters at 1113 East Main street. On December 3, 1889, Mr. Smithdeal bought and united with his own the Old Dominion Business College, which had been es-

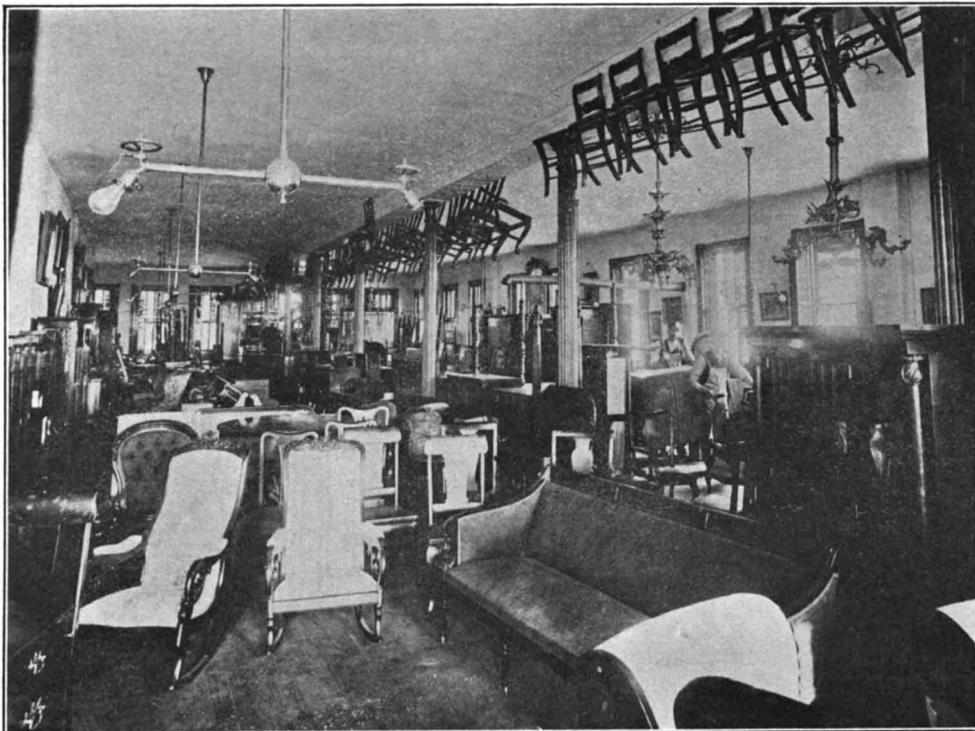


established in Richmond April 24, 1867, and incorporated November 27, 1868. On May 19, 1890, the Richmond Shorthand and Type-writing College was bought and united with the Smithdeal College. From its original quarters on East Main street, the college was moved to 1002 East Broad street on November 1, 1893. As these quarters were soon outgrown, Mr. Smithdeal decided to build a permanent and

suitable home for his school. He purchased a lot at the northeast corner of Broad and Ninth streets and erected one of the finest buildings in Richmond, a handsome four-story brick structure to which the college was removed on September 1, 1898, and is now located. This building is splendidly situated. Designed especially for Smithdeal College, it has good light and ventilation and special care is taken to insure perfect hygienic conditions. Ample provision is also made to accommodate the steady growth of the college, the success of which is directly due to Mr. G. M. Smithdeal, who is president, and general manager. Practical business education has been his life work. He was selected from a company of five hundred class-mates as teacher in the college where he was securing his business training, before he had finished more than two-thirds of his course. He is the author of Smithdeal's first and second books on book-keeping; also Smithdeal's practical and progressive writing-books, which have been adopted for use in the public schools of several states. He is assisted by an able and efficient staff. Four of the teachers are authors of valuable books, and all are not only experienced and practical in their work, but take a deep interest in their students. Mrs. G. M. Smithdeal, vice-president of the college and superintendent of English, is the author of "Smithdeal's grammar, speller and letter writer." The principal of the commercial department is Richard B. Ingham, of Lewisham College and London University, late professor of mathematics and physics at Crosley College, Halifax, England. He has had seven years experience in preparing young men for Oxford, Cambridge and London Universities, four years experience in the public schools of Virginia and seven years experience as instructor of business branches. He is the author of Smithdeal's bookkeeping at home, (six sets), single and double entry. The fame of Smithdeal's Business College is widespread and it has had patronage from Virginia, North Carolina, South Carolina, Georgia, Mississippi, Tennessee, Texas, Maryland, West Virginia, Louisiana, New York, Illinois, Minnesota, Florida, Massachusetts, Montana, Iowa, Utah, Mexico and Porto Rico.



Exterior and Interior Views, Smithdeal Business College, Corner Broad and Ninth Streets.



Sales and Display Rooms, Biggs Antique Co., 521 East Main Street.

BIGGS ANTIQUE COMPANY.

The commercial influence of Richmond is far reaching, and all branches of trade are well represented in its activities and a business of special interest is conducted by the Biggs Antique Company, Incorporated, at 521 East Main street, opposite the old Young Men's Christian Association. The company deals in antiques of every description, and their business covers an extensive field, their reputation for rare pieces of genuine old furniture bringing a large number of orders from distant points, while many who are interested in antique furniture come great distances to personally inspect the stock carried. The business now conducted by this company was established in 1899, by J. F. Biggs, and was incorporated two years ago, with a capital of \$100,000. With this ample capital and efficient organization the company makes a specialty of securing the very best examples of antique furniture which remain from Colonial days in the South, and they carry a very large stock of original antiques, including many very rare pieces. The active demand from all over the country for artistic antique furniture brings an extensive business to the company, which has a well established reputation for reliable dealing, and the extent of their sales for the past year is an indication of the prevalence of prosperous conditions, which warrant attention to the beautiful and artistic in home furnishing. The officers of the company are J. F. Biggs, president; Stafford Parker, vice president, and W. L. Elkins, secretary and treasurer. Mr. Biggs has had a long experience in this line and is an expert authority on same.

W. S. TANNER PAINT CO.

The reputation of Richmond for the production of first class goods is enhanced by the W. S. Tanner Paint Co., which began business on January 1st, 1910, with office and salesroom at 1303 East Main street, and factory at 7 South Thirteenth street. They manufacture all kinds of paints and their line is of the very best quality. Their leader is the Blue Ribbon brand, which represent the perfection of paint making. The business is well organized in all



W. S. Tanner Paint Co., 1303 East Main Street.

departments and is conducted along the most progressive lines. W. S. Tanner, the proprietor, is well and favorably known in the trade and the company has started with a large and flourishing patronage, the trade extending all over the South.

ELECTRIC SUPPLY COMPANY, INC.

The activities of this company include residence, store and factory lighting, and the installation of power plants, motors, fans, fixtures and all supplies. They put in new installations and overhaul and repair old work, putting the same in perfect order. Expert inspection is a special feature of the business. The headquarters of the company is at 602 East Main street. It was incorporated in October, 1909, and has started out with a first class equipment and all facilities for doing electric work in the most thorough manner. Estimates are furnished and repair work receives prompt attention. In the many orders already executed the company has given satisfaction in every particular and its reputation for reliable work at reasonable figures is increasing with the growth of the business. The increasing use of electrical equipment in Richmond is in keeping with the city's prestige for a progressive spirit in the adoption of the best modern methods and appliances, and the company has an important field for the development of its activities. F. J. Whybrew, the manager, is a capable business man as well as an expert electrician. He is a member of the Royal Arcanum.

ROBERT A. LANCASTER, JR.

The intelligent interest shown in the development of Virginia is a most important factor in Richmond's prosperity, and among those whose influence in this connection commands special recognition is Robert A. Lancaster, Jr. Mr. Lancaster has been established in business since 1893, and makes a specialty of loans on real estate in Richmond, and on Virginia farm land, and with his financial connection, is in a position to supply any sum needed if the security meets his approval. He is the Richmond representative of the United States Mortgage & Trust Company, and the Mortgage Bond Com-

pany, both of New York, and is the financial representative for Virginia, of the Union Central Life Insurance Company of Cincinnati, Ohio. He has a very unusual knowledge of Virginia and an intimate acquaintance with its people, which qualifies him to an unusual degree to advise regarding the purchase or sale of Virginia lands and estates. Holding the confidence of all with whom he has business dealings, he is also held in the highest personal regard. He is a native of Virginia and comes of an old Virginia family. He is a member of the Chamber of Commerce, the Business Men's Club, the Country Club of Virginia, and is secretary of the Westmoreland Club, and treasurer of the Virginia Historical Society, and is a member of the Executive Committee of the Association for the preservation of Virginia Antiques. His office is in the Chamber of Commerce Building.

MUTUAL BENEFIT LIFE INSURANCE CO.

This company was incorporated in 1845, as a company purely mutual in organization, practice and methods of business, and since its formation it has received up to January 1st, 1910, \$337,448,595.34 in premium receipts and of this sum it has paid to policy holders in

policy claims, over 158 millions, and for surrendered policies more than 42 millions, and in dividends, a sum exceeding 73 millions, leaving still in the company's possession nearly 70 millions, to which has been added from the company's investments, more than 58 millions, thus placing in its hands for the fulfillment of its contracts, the magnificent total of \$128,986,850.28, which represents its total assets January 1st, 1910. Up to the present time the company has returned and credited to policy holders every cent of premiums received and over 57 millions in addition, which proves its mutuality in principle as well as name. J. C. Drewry and W. S. Drewry, both natives of Virginia, comprise the personnel of the general agency here, with offices on the fifth floor of the Mutual Building, with North and South Carolina under their management. Messrs. Drewry assumed charge of this office in 1899, but they had been representing the company in North Carolina for the last quarter of a century. Both are members of the Chamber of Commerce, the Business Men's Club, and Westmoreland Club.

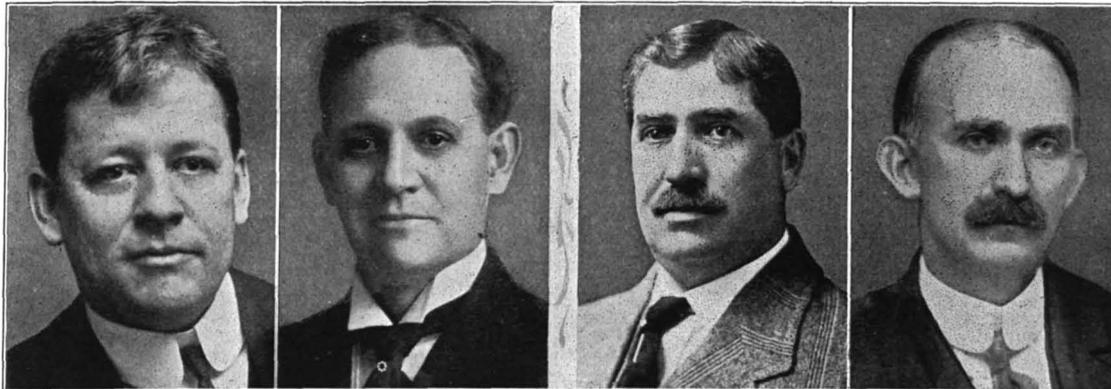
VIRGINIA-CAROLINA STAVE & LUMBER CO.

Richmond stands for enterprise and business energy, and its prestige as a commercial, indus-



Office, Virginia-Carolina Stave and Lumber Co.

trial and financial center is sustained by the vigorous growth and development now manifest in every department of activity. The lumber industry has an important representation in The Virginia-Carolina Stave & Lumber Co., (Inc.), which has its main office in the Commonwealth Bank Building. They are manufacturers and dealers in lumber and railroad ties, of which they make a specialty, and are one of the largest and leading concerns in the line in the South. They have a stave factory in Prince Edward county, near Green Bay, Va., and lumber mills in Amelia, Chesterfield and Powhatan counties. They also handle the entire output of four other mills located in Virginia, employing in all a force of over two hundred men. They ship principally to Pennsylvania and other points. The company was incorporated May 29, 1903, and their business has been energetically developed along progressive lines. To this end they have equipped their plants with the latest and best facilities and have developed an efficient business organization in every department. The officers of the company are R. H. Bruce, president and treasurer; J. W. Jefferies, vice president and secretary, and D. Gregory, general manager of the works. All are natives of Virginia.



W. S. Drewry,
General Agents, Mutual Benefit Life Insurance Co.

J. C. Drewry,
General Agents, Mutual Benefit Life Insurance Co.

R. H. Bruce,
Pres. and Treas.,
Virginia-Carolina Stave and Lumber Co.

J. W. Jefferies,
Vice Pres. and Sec.,
Virginia-Carolina Stave and Lumber Co.



N. R. Savage & Son, 1215 East Cary Street.

N. R. SAVAGE & SON.

This firm operating as wholesale seed and feed, hay and grain merchants, has a trade which covers Virginia, West Virginia, North Carolina and South Carolina. Their business premises at 1215 East Cary street comprise an entire building of four stories, 50x100 feet. They are members of the Richmond Grain Exchange and the Chamber of Commerce, and enjoy a high commercial standing and are steadily developing their business along progressive lines. The firm was established about ten years ago; the individual partners, Norton R. Savage and his son, E. Harvey Savage, are natives and lifelong residents of Richmond.

MIDDLE-ATLANTIC IMMIGRATION CO.

Richmond is the headquarters of a large and important business in real estate, not only in the city and its suburbs, but in the development of the rich resources of the soil in the South. The Middle-Atlantic Immigration Company, which opened offices in Richmond January 1, 1910, is one of the leading concerns in the development of Southern land. It is incorporated with an authorized capital of \$50,000 with main office in Richmond, and branch offi-

ces at Cartersville and Roanoke, Virginia besides which it has agencies in several states, James H. Fraser, of New York is president of the company, A. T. Brown, late of Ohio, is vice-president, and Marvin S. Knight, cashier of the Cartersville Bank, is secretary and treasurer. George S. Dickey, of Illinois, is farm sale manager. The Richmond office is in the Commonwealth Bank Building. The company is organized to do a general real estate and insurance business and its specialty is the development of Virginia farm lands. The immediate territory of the Richmond office extends from Richmond to Lynchburg and up the James River. In this district are some of the finest farm lands in the South, giving rich returns under proper cultivation and with convenient access to markets for all their produce. With its ample capital and efficient organization, this company is now putting these lands on the market and has begun a campaign to show the advantage of Virginia farms as an investment.

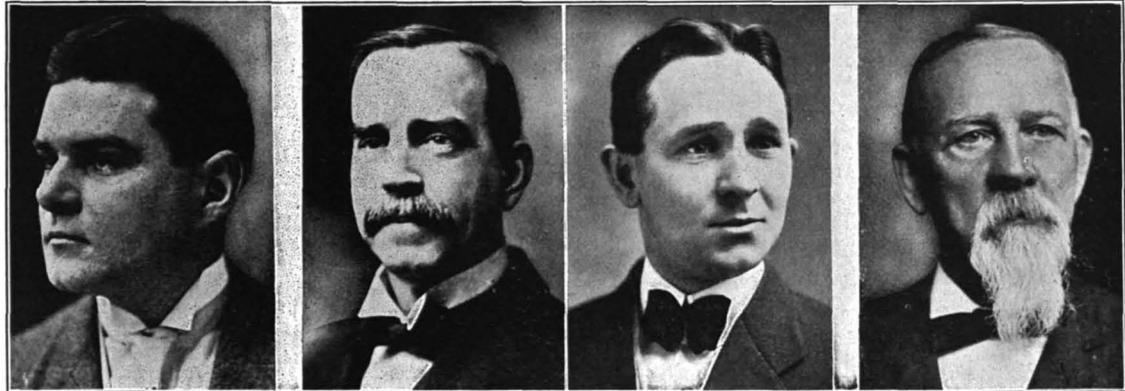
PAINE & CORLING.

The basic strength of Richmond's prosperity is shown in the real estate activity in which Paine & Corling, whose offices are at 1015 Bank street, have a leading part. They do bus-

ness in city and country property, buying, selling and exchanging, and giving careful attention to the interests of their clients and customers. They have an extensive business in loans, and in this department of their activities they have aided in bringing a large amount of capital to use in the development of the city and the advancement of its progress. R. A. Paine and C. M. Corling, who compose the firm, are natives of Virginia.

THE C. G. BLAKE COAL & COKE CO.

The advantageous location of Richmond as a distributing center has attracted many large enterprises operating in staple commodities, such, for example, as The C. G. Blake Coal & Coke Company, who does an immense business as miners and distributors of New River Smokeless and Kanawha Coal and Coke, who have their eastern branch at Richmond, with offices at 710 Mutual building. The mines are at Thurmond and Fire Creek, West Virginia, and the main office of the company is at Cincinnati, where the executive officers are C. G. Blake, president; Richard Ellison, vice-president; R. A. Colter, secretary and treasurer, and Frank Ellison, general manager, all of them Ohio men, who have shown their perspicacity



James H. Fraser, Pres., Middle-Atlantic Immigration Co. R. A. Paine, Firm, Paine & Corling. C. M. Corling,

N. R. Savage

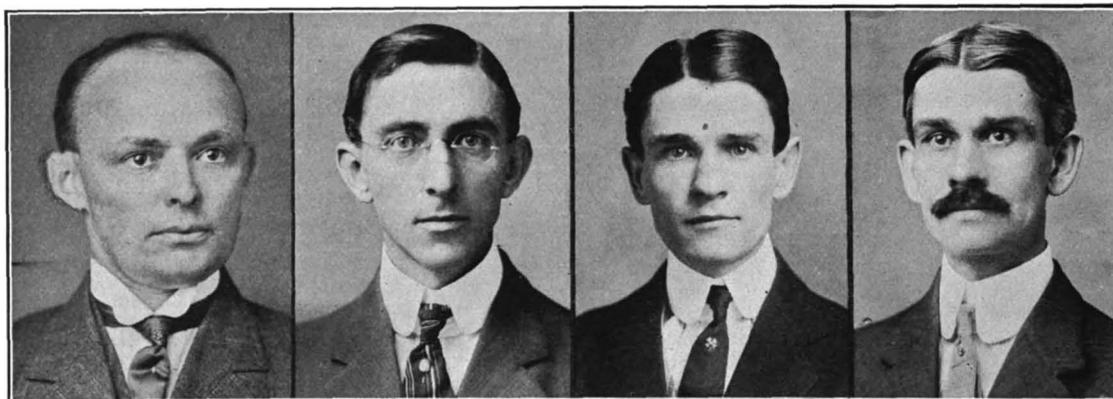
in the selection of Richmond as the headquarters of their Eastern branch and in the appointment of E. S. Cullen as manager of this important district, the territory covering Virginia, North Carolina, South Carolina and Georgia. The Richmond office was established three years ago, and since Mr. Cullen took charge in June, 1909, he has made an important extension of the business through his territory.

DOUGLAS E. TAYLOR.

In all departments of Richmond's activity there is manifest a vigorous growth and development and this is particularly the case in the real estate business, which is such an accurate measure of prosperity. Mr. Douglas E. Taylor, who handles an extensive business as seller and renter of real estate, has offices No. 14 North Eighth street. A good share of the largest and most important transactions in city realty are handled through his office. He has a very large rent list and the management of a great real of residence and business property is in his hands, his ability in this line and his reputation for keeping the properties in his charge in the best state of productiveness commanding a wide appreciation. As an expert in city realty, Mr. Taylor enjoys a very high prestige and he is noted for his success in finding purchasers for property listed with him for sale. Besides selling and renting, his activities include the making of loans on city realty and the extensive business which he does in this line, is directly concerned with the growth and prosperous development of the city.

UNION CENTRAL LIFE INSURANCE CO.

This company established forty-two years ago, is one of the oldest insurance companies doing business in the United States. It is also one of the strongest, and in many particulars, the best. Its Richmond branch is in the Chamber of Commerce Building, R. S. Tuck being general agent in charge of its affairs throughout this section. It is the character and not the volume of business that is prized by this company, and those are regarded its best agents, who send in not the most business, but the best business. Everywhere it employs men of the highest standard, and General Agent Tuck is



T. B. Pearman, Pres.

A. S. Gresham, Vice Pres.

M. V. Butler, Vice Pres.

F. L. Butler, Sec'y. Treas.

Montgomery & Co., Incorporated.

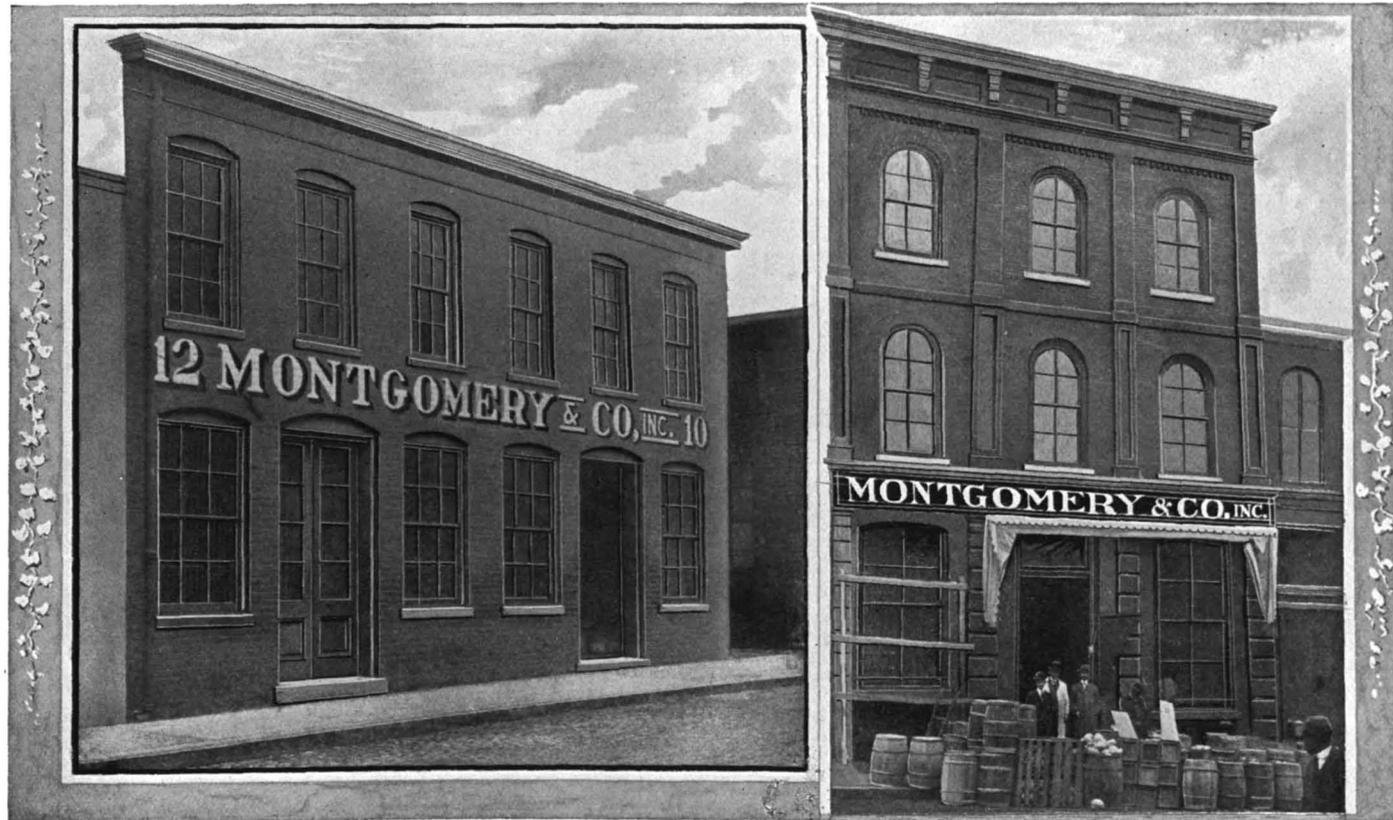
no exception to this rule. He has been with the company for many years and has held the position of general agent here for the past dozen years. He is a native of Virginia, is a member of the Chamber of Commerce and the Business Men's League.

P. H. BRUNER.

The operations of this gentleman include a wholesale and retail dealing in lumber and is actively identified with the city's growth. It was established in 1875. His lumber yards at 2, 4 and 6 East Marshall street are 90x160 feet in area and he has a storage yard, 80x150 at the west end. He carries a large and comprehensive stock of lumber, laths, shingles cedar posts, etc., and special bills are cut to order at short notice. Doing an extensive business at wholesale and retail, he is prepared to fill orders of any size and to make deliveries as agreed. His reliability in this respect commands a wide appreciation from builders and contractors and he has furnished the lumber for a great many important structures. Since its inception the business has been conducted along the most progressive lines and Mr. Bruner has made a well earned reputation as one of the most energetic and enterprising merchants in the lumber trade.

MONTGOMERY & COMPANY.

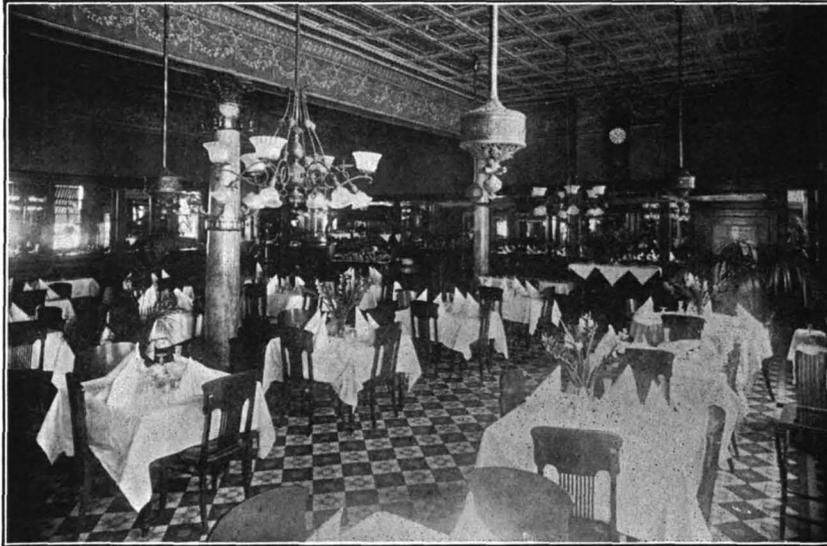
As the natural gateway of the commerce of the South and Southeast. Richmond has an important prestige as a commercial center, and the wholesale trade of the city alone amounts to more than eighty million dollars a year. The wholesale produce commission trade is of immense volume and Montgomery & Company, Incorporated, is the largest commission house South of Baltimore. This house was established in 1893 and incorporated in 1901. They are commission merchants in fish, oysters, produce, fruit, butter, poultry, eggs, game, etc., and their business covers practically the whole United States. They receive consignments on commission making prompt returns on all shipments, and their reputation for reliable dealing is firmly established. Their facilities and connection and the magnitude of the business handled make the house one of the most influential in the trade, and their advice is of special value to shippers. They invite correspondence and all inquiries receive prompt and careful attention. Their main building, at 10 and 12 South Fifteenth street, is two stories, 50x60 feet. They also have a branch at 1302 East Cary street. They have a staff of ten employes and a most efficient business organization. The company has ample capital for the handling of the ex-



Nos. 10 and 12 South Fifteenth Street.

Montgomery & Co., Incorporated, Wholesale Produce Commission Merchants

No. 1302 East Cary Street.



Main Dining Room, Murphy's Hotel.

(Illustration of Exterior of Hotel appears on Page 50)



Spark's Café, 712 East Broad Street.

tensive business, which is operated along the most progressive lines. T. B. Pearman is president of the company and manager of the branch on East Cary street. F. L. Butler is secretary and treasurer, and manager of the main house. A. S. Gresham and M. V. Butler are vice presidents. They are natives of Virginia, and are members of the Chamber of Commerce and the Business Men's Club and the National Fruit Growers Association.

MURPHY'S HOTEL.

All conveniences and facilities of a metropolitan city are to be found in Richmond, and no city anywhere can point with more pride to her hotels. A favorite resort of the better class of tourists and traveling public is Murphy's Hotel, the largest, most modern and best located house in the city. It is also one of the most commanding structures and consists of

three large and separate buildings, two of which are connected across Eighth street by a massive sun bridge facing Broad street, while the third is a new and absolutely fire-proof annex at the corner of Grace and Eighth streets. There are 375 rooms which may be engaged singly or en-suite. 200 have private baths attached with hot and cold running water, supplied from an artesian well 1,000 feet in depth, and there are electric lights and telephones in every room. There are three elevators for reaching the upper floors, which have every comfort, convenience and elegance that can be found in any hotel. In the new fire-proof Grace street annex, they have installed the hydrotherapeutic baths, in which is used the celebrated radium water, an excellent treatment for weak and convalescent patients. They are under the supervision of one of the most competent specialists. The house is conducted on the European plan, but

one large main dining room, and two cafes provide the best of food at moderate prices. The hotel interests are incorporated, John Murphy being president; John Murphy, Jr., vice president; Robert E. Murphy, secretary, and James T. Disney, treasurer.

SPARK'S CAFE.

This is one of the most popular and high-class resorts in the city and increasing patronage, which is an evidence of appreciation, shows the success of the proprietor in catering to critical taste. It is located at 712 East Broad street, and is noted for the excellence of the food served and for the efficiency of the service. The menu has a liberal variety of appetizing dishes, satisfying in quantity and quality, and the best of everything in season here awaits the selection of guests. With the best of foods, patrons have the choice of

everything that is good to drink, the best wines, liquors, cordials, beers, table-waters, all that aids digestion and pleases the palate. Quick service is a specialty and business men, to whom time is precious, are liberal patrons. The cafe is handsomely fitted up, and special pains have been taken to make it high-class in all that the name implies.

W. R. FRANCIS & BROTHERS.

The office of this firm is at 1422 West Cary street; the business comprises a dealing in lumber and coal. Their coal yard has a front of 90 feet and is 150 feet deep. The lumber yard is 150x210 feet in dimensions. They make a specialty of bill lumber cut to order, and have all facilities for the convenient conduct of their large and growing business. They receive coal principally from West Virginia and Pennsylvania. Besides their extensive business in Richmond and vicinity the trade extends through Virginia. W. R. Francis, J. H. Francis and J.

S. Francis who compose the firm, are natives of Virginia.

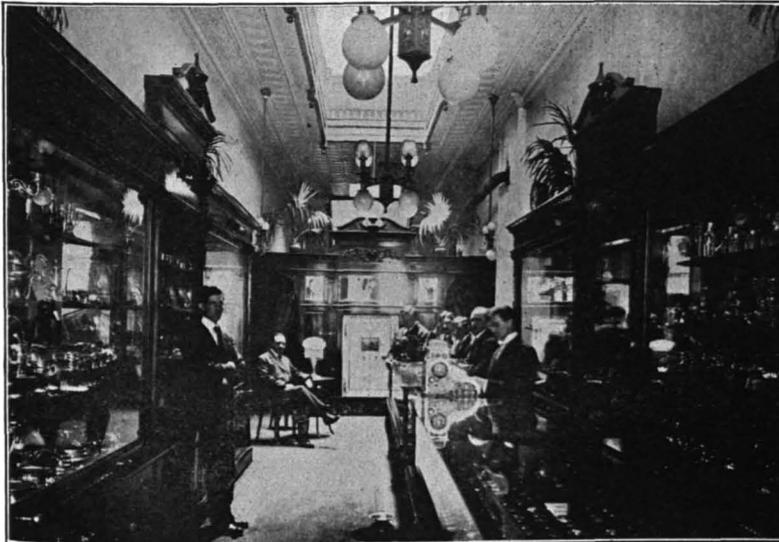
SMITH & WEBSTER.

The stability of the foundation on which the prosperity of Richmond rests, is indicated in the liberal patronage that comes to the stores which cater to the best class of trade. Conspicuous under this head is the jewelry store of Smith & Webster, Incorporated, at 612 East Main street. This is one of the leading jewelry stores in Richmond, up-to-date in stock and equipment, and conducted along the most progressive lines. The large and comprehensive stock includes everything desirable in jewelry, watches, clocks, diamonds and other precious stones, silverware, cut glass, bric-a-brac and articles of virtu, from which it is always possible to select an appropriate gift or other purchase. The latest novelties in fashionable jewelry are always on sale at this store, and the company manufacture a number of jewelry

specialties. They are headquarters for fine watches and are time inspectors for the R. F. & P. R. R., and for the Virginia Railway & Power Co. Their repair department is noted for prompt and expert work. Conducted as a copartnership for many years, the business is now incorporated. The officers are R. St. P. Smith, president; J. A. Lundin, vice president; A. J. Webster, secretary, and W. G. Quarles, treasurer.

T. W. DUKE.

The industries of Richmond cover a wide range and in the specialization which is such a prominent feature of modern progress Mr. T. W. Duke holds a leading place as a heating contractor. As a heating expert, Mr. Duke enjoys a prestige second to none. He has been in this business for the past fifteen years, and has been established on his own account for the past two years, and his experience has given him a thorough knowledge of the various systems which enable him to give satisfaction



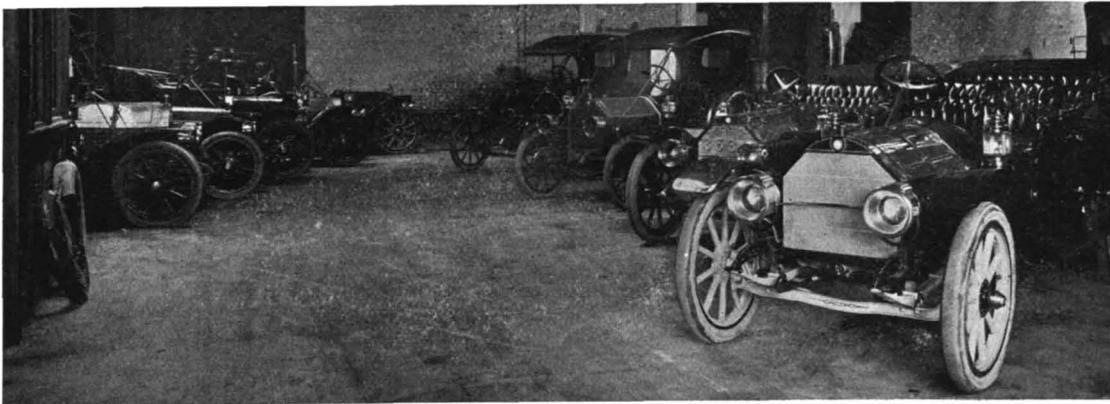
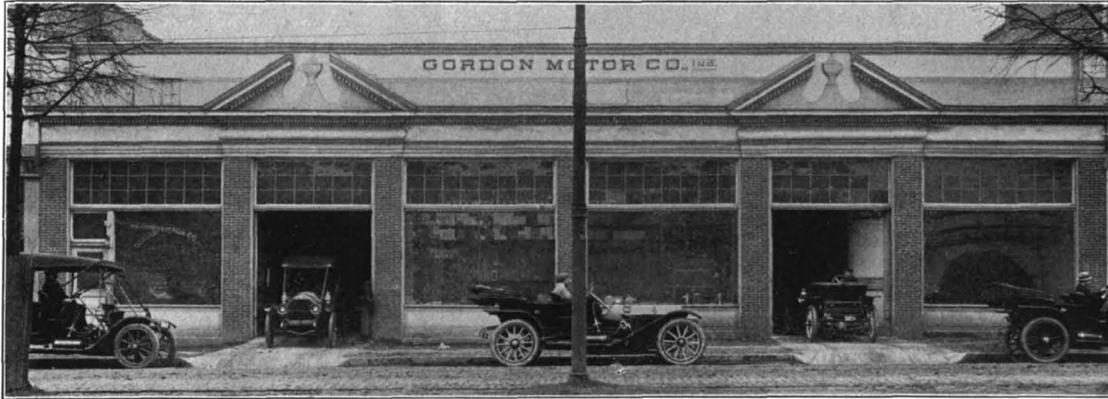
Sales Room, Smith & Webster, 612 East Main Street.



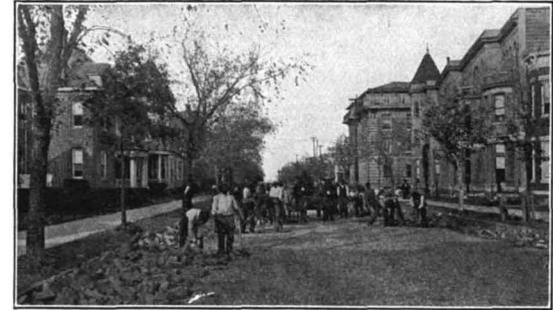
Office and Shop, T. W. Duke, 12 West Main Street.

under all conditions. He does an extensive business as a general heating contractor and his activities include city and suburban work. Vapor steam and hot water heating are his leading specialties and he also instals gas machines and pneumatic water supply systems for country and suburban homes. From his many large contracts we select for special mention the Manchester High School and the Journal

Building. He has had the heating contracts for many stores and business buildings and for hundreds of residences. In all his installations he has made a reputation for efficient and economical heating service which brings an ever increasing demand for his estimates. His business premises at 12 West Main street have a floor area of 1,000 square feet and an up-to-date equipment.



Interior and Exterior, Gordon Motor Co.'s Garage, 1631-35 West Broad Street.



*Street before being Paved by Atlantic Bitulithic Co.
(See Cut top page 89)*

GORDON MOTOR COMPANY.

In Richmond, as elsewhere, with the automobile growing in daily use, there has arisen a necessity for establishments for their care and keeping and from which the general public can be supplied with cars. One of the most important houses in the city, engaged in this line, is the Gordon Motor Company, Incorporated, of which J. G. Hayes is president; W. F. Gordon, vice president; E. D. Hotchkiss, Jr., secretary and treasurer, and L. A. Folger, manager. The company occupies a fire-proof garage, 100x150 feet in dimensions, at 1631-1635 West Broad street, and as the business grows, is preparing to take care of it by enlargement of the present premises. The company has the agency in Virginia for the Chalmers-Detroit cars, manufactured by the Chalmers-Detroit Motor Company, of Detroit, Mich.; the Hudson "Twenty," manufactured by the Hudson Motor Car Company of the same city, and the Stevens-Duryea cars, manufactured by The Stevens-Duryea Co., at Chicopee Falls, Mass., and carry in stock a full line of models of these various cars. The garage has a storage capacity for fifty cars, in addition to which, a repair department is maintained, wherein skilled workmen adjust to a nicety every defect in cars, and keep them in the highest state of order, besides which supplies and sundries are carried in stock.



*Street after being Paved by Atlantic Bitulithic Co.
(See Cut top Page 88)*

ATLANTIC BITULITHIC COMPANY.

This company contracts for laying bitulithic pavement and from their offices in the Mutual Building, they have acquired and directed many important paving contracts, in the execution of which they have demonstrated their reliability as contractors and the superior qualities of the pavement with which they are identified. This pavement combines the qualities most sought for by those identified with municipal improvement and traffic conditions. It is a durable pavement, with a surface that gives a good traction hold, offers effective resistance to the wear and tear of traffic and the action of the elements, is easily cleaned and adds to the beauty of the street. Its cost, in comparison with the service given, makes it most economical and practical demonstration of its superior advantages is given wherever it has been introduced. Geo. O. Tenney, president of the company, is a native of Massachusetts; J. L. Poole, auditor, is a native of South Carolina.

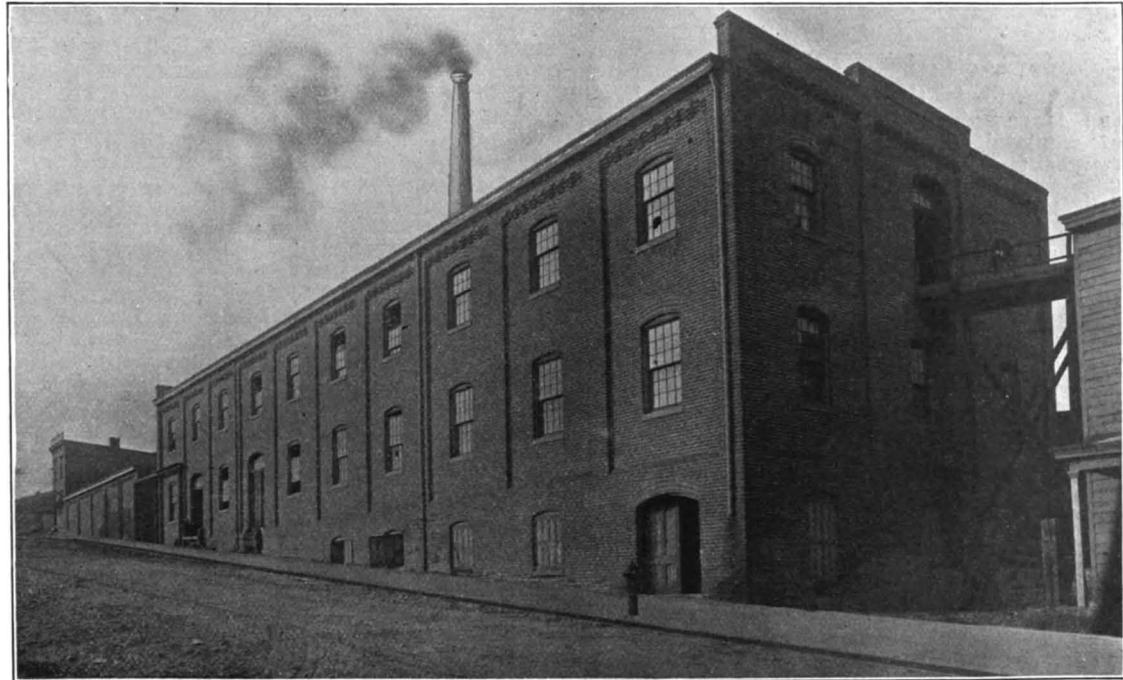
WILES LAND COMPANY.

This company offers a large and select list of old Colonial homesteads, poultry, fruit, dairy, grain, stock, truck, and tobacco farms, water front properties, oyster shores, timber lands, and large tracts for colonization purposes, and a descriptive list will be mailed on request to the office of the company, 1114 East Main street this city. These lands are offered at prices which make them bargains in every sense of

the word and the substantial aid which the State of Virginia is now giving the progress of the farming interests of the state by providing better roads, good schools, and other practical improvements in the conditions surrounding agriculture, horticulture, truck farming, dairying, live stock raising, and also in the development of natural resources, is adding steadily to the value of these lands. During 1909 this company attracted here a great deal of capital for investment and a large number of colonists for settlement. The results to each are certain to encourage far more extensive interest in 1910. George C. Wiles, the manager, has had an experience of twenty years in the Dakotas, which has made him an expert in land development.

ARMITAGE MANUFACTURING COMPANY.

The vigorous growth and development which are now manifest in all departments of Richmond's activity are indicative of the stable foundations on which the prosperity of the city rests and are most conspicuous in connection with those enterprises related to the building interests, one of the most important being the Armitage Manufacturing Company. The activities of this company include slag, granite and gravel roofing. They sell paying and roofing materials and take contracts for roofing and paving. In these two most important branches they are among the recognized leaders, and they are always prepared to furnish estimates. They had the roofing contracts on many of the



Armitage Manufacturing Co.'s Plant, 3200-16 Williamsburg Avenue.

largest and finest of the modern buildings in Richmond, including office buildings, hotels, apartments and factories. They put the roofs on the American National Bank Building, Mutual Assurance Building, Jefferson Hotel, New Richmond Hotel, Chesterfield Flats, American Tobacco Company, American Can Company, American Locomotive Works, Richmond Cedar Works, Gallego Mills and many others. The plant of the company, at 3200-3216 Williamsburg avenue, has a ground area of 200x300 feet, and all facilities are provided for the convenient handling of the extensive business. The regular force employed numbers fifty. Mr. Charles F. Armitage, the proprietor of this flourishing business, is a native of Virginia. He is a member of the Chamber of Commerce and the Business Men's League.

J. D. McINTIRE & CO.

Richmond is the metropolis of the South and is conspicuous in the increasing volume of wholesale business handled by Richmond merchants, as for example, J. D. McIntire & Co., who are general commission merchants, with headquarters at 1320 East Cary street. Besides taking in the entire State of Virginia, it covers North Carolina, South Carolina, Florida, Alabama and Georgia, and in all this territory the reputation of the house for reliable dealing and prompt returns on consignments is firmly established. They are members of the Grain and Produce Exchange of Richmond, and of the National League of the United States.

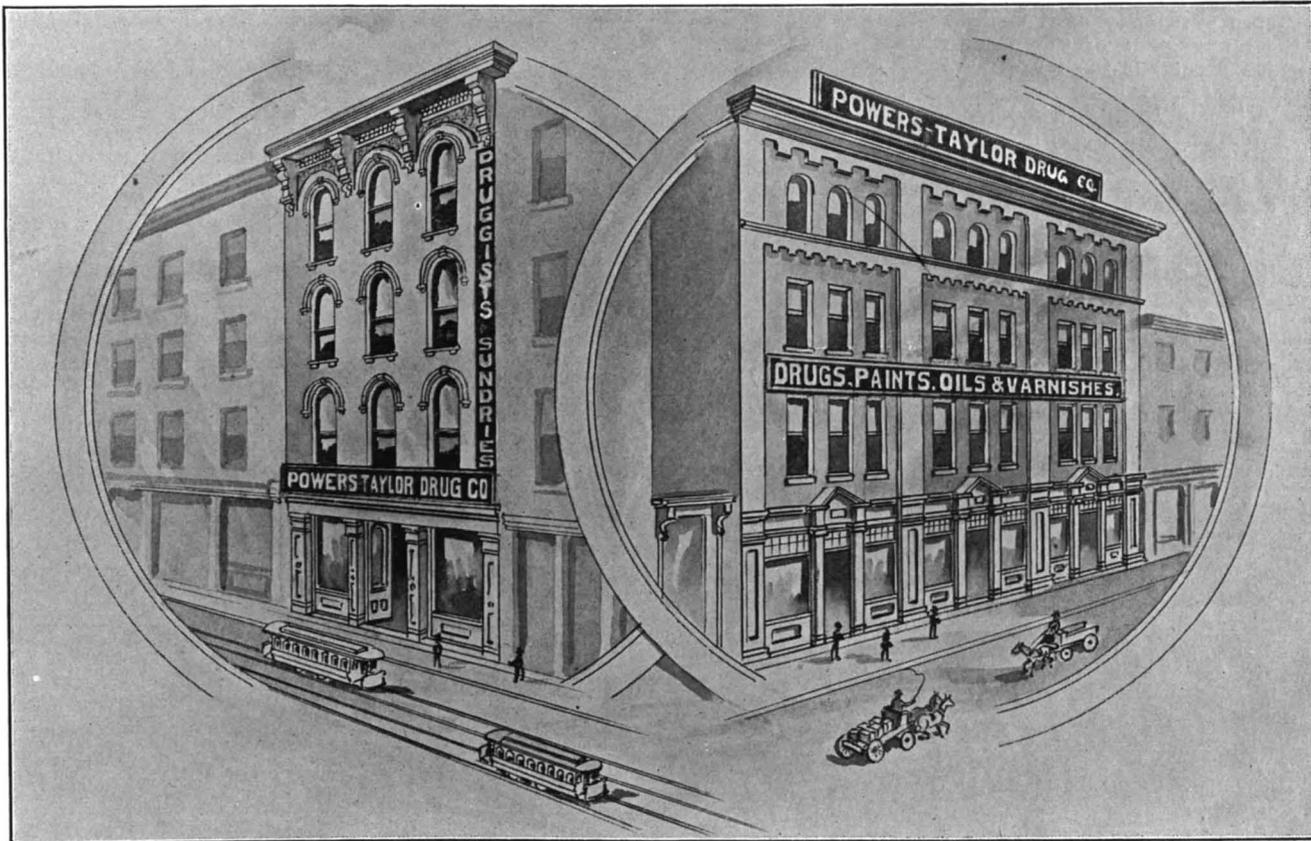
POWERS-TAYLOR DRUG COMPANY.

In the record of the commercial progress of Richmond, the history of the Powers-Taylor Drug Co. has a prominent part. The business was established in 1860, and has been identified with the city's growth and development for a full half century. On January 1st, 1910, the fiftieth anniversary was celebrated by the purchase of the stock, good will and records of the still older house of Purcell, Ladd & Co., which had been in existence seventy years, and the history of the two houses is now merged in a story of surpassing in-

terest. The history of Purcell, Ladd & Co. dates from 1840, when John Purcell, father of Col. John B. Purcell, president of the First National Bank, with his brother, James P. Purcell, and B. F. Ladd, formed a partnership in the wholesale drug business, under the above firm style, and opened at the corner of Fourteenth and Main streets, where they continued for nineteen years and built up an extensive business all over Virginia and the Carolinas. In 1859 they moved to the corner of Thirteenth and Main streets, where, in 1856, the big building of the firm was burned to the ground and the stock entirely consumed. This was a crushing blow, but the firm had the Richmond spirit, which has made this city a commercial metropolis, and within a year they had resumed business with renewed vigor.

In 1868, Col. John B. Purcell, son of the senior partner, was admitted to the firm. The first break in the partnership came in 1881, with the death of James P. Purcell. This was followed in 1887 by the death of Mr. Ladd, and in 1894, John Purcell, the founder of the business and the sole survivor of the original partnership, passed away. Col. John B. Purcell inherited the business and the firm style. His son, Thomas W. Purcell, became a partner in 1897, and since 1904, when Col. Purcell retired, he has had the sole management of the business. Since the beginning, in 1840, the firm style remained Purcell, Ladd & Co., and there is probably no business house in the South which has retained the same firm style so long as seventy years. The Powers-Taylor Drug Company, which has now taken over the business of this older house, with its good will and records, has a history even more interesting, because it continues. It was founded in 1860, by the late R. W. Powers, who had been a clerk with Purcell, Ladd & Co., for many years. He bought out the old firm of Gaynor & Wood and opened at the corner of Fifteenth and Main street. In a little more than a year the war came, and despite the great difficulties with which business was conducted, Mr. Powers continued. In the evacuation, conflagration on April 3d, 1865, when nearly all of the wholesale and retail drug stores in Richmond were burned to the ground, the building of Mr. Powers escaped the flames.

Two days later Mr. Powers re-opened his store under permit from the Federal authorities and from then on the business continued without interruption. In 1865 Edgar D. Taylor entered the employ of Mr. Powers and seven years later, in 1872, he was admitted to partnership, the firm style being R. W. Powers & Co. In 1890 the business was incorporated under the present style—Powers-Taylor Drug Company. Mr. Powers was president, Mr. Taylor vice president, and Robert Lee Powers secretary and treasurer. On the death of the founder in 1907, Mr. Taylor became president of the company, Robert Lee Powers, vice president, and P. H. Powers, secretary and treasurer, this organization being still retained. The original premises at Fifteenth and Main streets were retained seven years. Then, with the large increase of business, which came with the revival of trade after the war, larger quarters were necessary, and in August, 1867, the store was removed to the quarters now occupied at 1305 East Main street, which extends through to Nos. 9, 11 and 13 South Thirteenth street. In this immense four-story building, the company has as much floor room as any wholesale drug store in the South, and its facilities are ample for the convenient handling of the extensive business. With its acquisition of the business and good will of Purcell, Ladd & Co., the company becomes one of the oldest, largest and strongest wholesale drug houses in the South, and its influence in the trade, already great, has been largely extended. They do a general wholesale drug business, are importers and jobbers of druggists' sundries and fancy goods, and are agents for Buffalo Lithia Springs Water and other mineral and Virginia springs water, Marx & Rawolles' glycerine, Hernan Cortez cigars and Walrus soda fountains. They carry an immense stock and have a large and competent force to fill all orders promptly. The business has always been conducted along progressive lines and now, after half a century of existence, the house is young and vigorous in its methods and imbued with the twentieth century spirit. It offers to the drug trade all over the South, the services of a most efficiently organized wholesale drug house, with facilities adequate to all demands.



Powers-Taylor Drug Co., No. 1305 East Main Street, and Nos. 9-11-13 South Thirteenth Street.

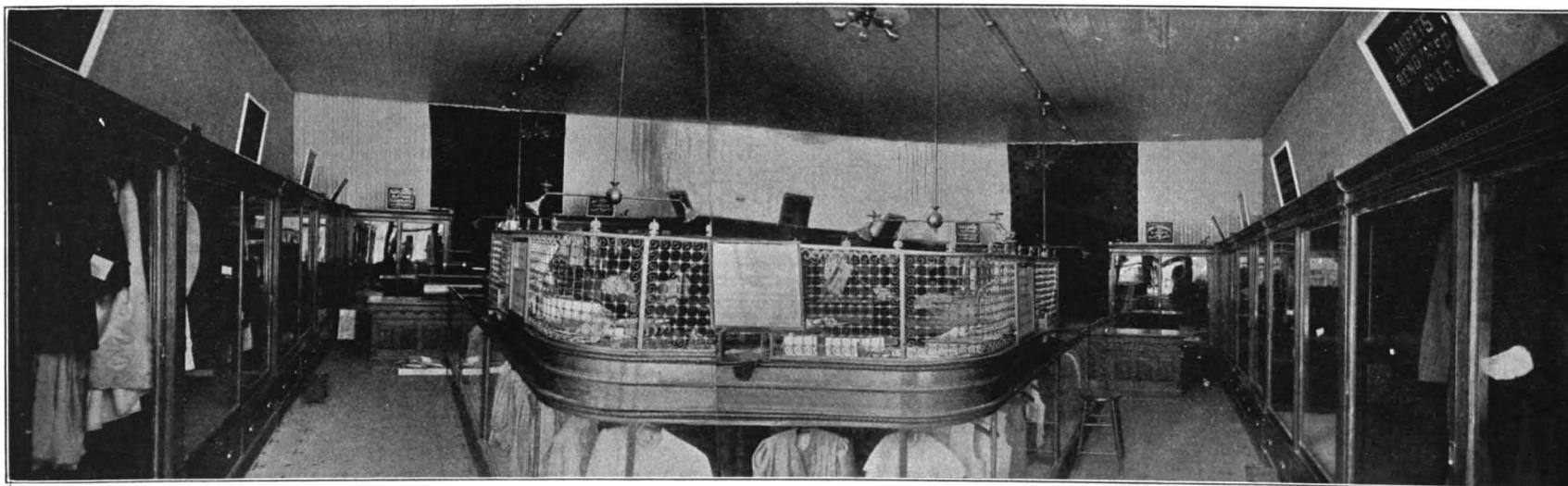
RICHMOND STEAM DYEING, SCOURING AND CARPET CLEANING WORKS.

Mrs. A. J. Pyle, Proprietress.

In all departments of activity in Richmond there is now manifest a vigorous growth and development, indicative of the stability of the foundation on which the prosperity of the city rests, and among the many signs of the prosperous conditions which prevail is the large increase of business of Mrs. A. J. Pyle, Proprietress of the Richmond Steam Dyeing, Scouring and Carpet Cleaning Works, at 315-317 North Fifth street. This enterprise was established thirty years ago, and has added year after year the best machinery and methods until now it is the largest and best equipped establishment in the South. The plant occupies a modern three-story brick building, covering a ground area of 45 by 125 feet. The growth of this establishment has been due to the exceedingly high-class work they give their customers. Some of the many methods of cleaning they use are the dry, fancy steam and scouring process, making a specialty of the French process, which does not effect the color or in any way in-



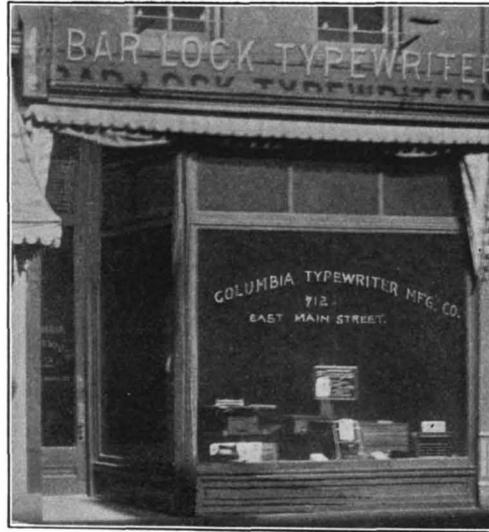
jure the most delicate fabrics. The methods of dyeing are by the wet, dry, warm and cold dyeing process. Among the articles they clean or dye are ladies' and gentlemen's clothing of every description, lace, chenille, silk, brocatelle, damask and other curtains, blankets and floor crash. They also have four different methods for renovating carpets, and make a specialty of dyeing carpets and rugs where a patron wishes to use the color scheme with the old furnishing. One of their interesting departments is that of taking old carpets and re-weaving them into reversible rugs and druggets. Their Plaiting department is equal to the best that can be found, and they accoridian, knife, side, box and sun plait all materials. They also do pinking and cover buttons. The corset shop, at 317 North Fifth street, is a business which is rapidly gaining favor with the fashionable public. Mrs. Pyle handles only the best make of both fashionable and health corsets. Among her most popular makes are Madame Therese Hynds' and Dr. Glenard's Health Belts and Corsets, which are recommended by most all physicians.



Exterior and Interior Views, Richmond Steam Dyeing, Scouring and Carpet Cleaning Works, 315-317 North Fifth Street.

B. A. BLENNER.

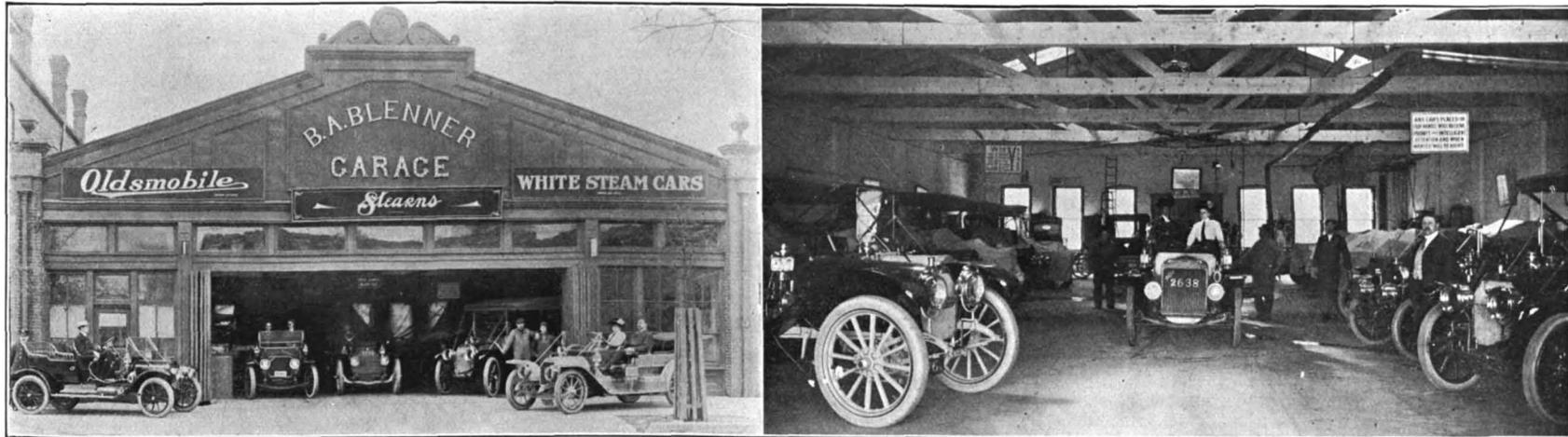
It has been said and truly so, that Richmond is the largest automobile center in the South, and this condition has brought about the establishment of a number of enterprises to supply cars of various makes. The enterprise conducted by B. A. Blenner, at 1609-1611 West Broad street, is one of the foremost in this line here. Mr. Blenner is Southern agent for the Oldsmobile, manufactured by the Olds Motor Works at Lansing, Mich.; the Oakland Automobile, manufactured by the Oakland Motor Car Company, at Pontiac, Mich., and the Peerless White Steamer, manufactured by the White Co., at Cleveland, Ohio, a trio of cars which are mechanical master pieces of automobile construction. Mr. Blenner occupies a garage, 60x120 feet in dimensions, and also has a garage at Norfolk. He commenced business here in 1900, and is the oldest established automobile dealer in the city, and in connection with his selling agency, maintains an up-to-date repair department, and also carries automobile sundries and supplies. He is a native of Virginia, belongs to the Richmond Chamber of Commerce, Business Men's Club, and the Automobile Club.

**COLUMBIA TYPEWRITER MANUFACTURING COMPANY.**

The typewriter is an indispensable adjunct of modern business, and this company makes the two leading types of writing machines, the Columbia and the Bar-Lock, both of which are type-bar machines, with visible writing as their main feature. Their printing mechanism, with wide bearings, insures the greatest durability and perfect alignment, with either style of keyboard, single or double. Both machines are of the highest grade, built to stand the hardest usage, and they stand in the forerank of the most successful writing machines on the market. The sales of the Richmond office at 712 East Main street, command special attention and have increased very largely since Lucien W. Ryland took charge as manager two years ago. He has the principal agency for the company in the south, with headquarters in Richmond, covering North Carolina and Virginia.

JOHN FRASER.

Mr. Fraser's reputation as an expert horse shoer has been acquired through many years of



Exterior and Interior Views, B. A. Blenner's Garage, 1609-11 West Broad Street.

experience. He has been established in business in Richmond for the last twenty-three years and in that time has become well-known to horsemen and especially to owners of blooded stock and has gained a large and steadily increasing patronage. His shop is at 511 West Broad street, and his work is done on the most scientific principles and with careful attention to the individual needs of each animal. Those with defective gait receive special treatment which relieves the cause of the trouble.

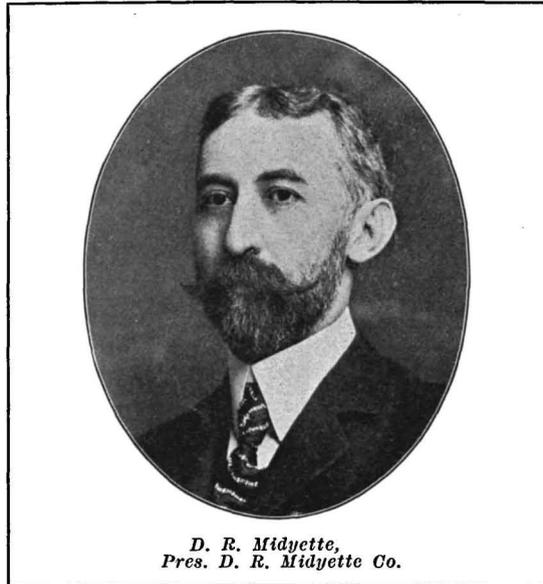
E. A. CATLIN.

One of the best examples of the growth and activity which have made the name of Richmond stand for enterprise and business activity is found in the business of which Mr. E. A. Catlin is a leading exponent. His offices are at 6 North Eleventh street, where he conducts a general real estate and insurance business. Mr. Catlin has been established twenty years, dealing in city and country real estate, as agent and broker, and with his experience and connection is one of the most influential men in the business. An important specialty of his office is the negotiation of real estate loans. As an expert in realty values he has a wide reputation, which brings him many commissions from capitalists, who put their money into this most desirable form of investment and from owners of real estate who seek loans on the most favorable terms. Through his operations in the purchase and sale of real estate, and in the placing of loans, he has had a large and influential part in the development of real estate in the city and vicinity and his operations have been extensive all over the State. He has an important insurance connection, and is the Richmond representative of the Dixie Insurance Company, of Greensboro, N. C., and of the Equitable Fire Insurance Company of Charleston, S. C.

NORTHWESTERN CONSOLIDATED MILLING CO.

This company operates one of the largest flour mills in the world. Its "Ceresota Flour" is "the flour of quality" and from it is made beautifully white and nourishing bread and the most delicious pastry. The company has a world-wide trade and sales offices in most of

the larger cities. The office in Richmond is in the Mutual Building, in charge of Aubrey Hawkins. This branch covers Virginia and North Carolina, with travelling salesmen selling in car lots only, and under the management of Mr. Hawkins, has developed a large business. Mr. Hawkins is a native of Spottsylvania county, this State, and has been a resident of Richmond for the last ten years.



D. R. Midyette,
Pres. D. R. Midyette Co.

THE D. R. MIDYETTE CO.

Richmond stands for enterprise and business energy and the prestige of the city as a commercial, industrial and financial center is firmly established and the vigorous growth and development manifest in every department of its activity is conspicuous in the growth of the insurance business handled through Richmond offices. The D. R. Midyette Co., a corporation with offices at 1009 East Main street, are Southern Managers of the the Fidelity Mutual Life Insurance Company of Philadelphia. This company was organized in 1878 and represents the best modern methods in life in-

surance. Organized along conservative lines, this company has always been conducted on a sound basis and its record for thirty-two years of business, is not excelled in the entire field of life insurance. Its record for the past year is especially good, and the business in the South has very largely increased. The D. R. Midyette Co., have a particularly efficient organization and their influence in the extension of the life insurance business centered in Richmond is of special importance. Besides their main office in Richmond, they have branches in Washington, D. C., Norfolk, Va., Charlotte, N. C., Greensboro, N. C., and Columbia, S. C. This agency is incorporated with ample capital and the executive officers are D. R. Midyette, president; C. H. Jones, vice president; C. G. Wallace, secretary, and J. L. Elam, treasurer. Mr. Midyette has been with the company twenty-eight years and opened the Richmond office twenty-five years ago. He is a native of North Carolina and has a wide acquaintance through the South. To his energy and executive ability the extensive business of the company in the Southern field is largely due. He is president of the Life Underwriters Association of Virginia, is a director of the United States Trust Co., and United States Savings Bank of Washington, D. C., and is a Knight Templar and a member of the Business Mens Club and takes a prominent part in the Laymen's Missionary Movement.

GEO. M. McMINN & CO.

This firm has been established since 1886, and is one of the oldest and largest concerns in the produce commission business. They receive consignments of all kinds of fruit and produce in season from all over the United States and their facilities enable them to dispose of same to the best advantage of shippers and to make prompt returns. The headquarters of the company is at 1308 East Cary street, and they have a firmly established reputation for reliability in all their dealings and refer to the Planters National Bank of Richmond, the Snyder & Blankford Co., of Baltimore, and Bradstreet's Mercantile Agency. Mr. McMinn, the founder and proprietor of the house, is a member of the Chamber of Commerce and of the Richmond Produce Exchange.



Offices, The D. R. Midyette Co., Incorporated, No. 1009 East Main Street.

HIGHLAND PARK REALTY CORPORATION.

With the growth of Richmond, the development of the beautiful suburbs commands special attention, and one of the most interesting of these is Battery Court, which is being developed by the Highland Park Realty Corporation, with offices at 403 American Bank Building. Battery Court is a beautiful residential suburb, eight minutes from First and Broad streets. It is carefully restricted as a residence suburb and the improvements include sewerage, sidewalks, shade trees, wide avenues and good water. It is attractively situated on elevated ground, with grand surroundings. The houses already built and planned are of a most attractive type, this being required by the restrictions. Battery Court is the latest addition developed by this corporation, which has been so successful in developing Highland Park, famous as one of the most attractive suburban properties in America, and the improvements in Battery Court are being carried out on the same liberal scale. The corporation was organized in 1905, and its operations have been conducted on a liberal scale and with a most progressive spirit. The officers of the corporation are E. B. Sydnor, president; Dr. T. Merrick, vice president; Julien Gunn, secretary; Jno. W. McComb, treasurer and general manager. Mr. McComb is a native of Virginia and has resided in Richmond for the last six years. He is a member of the Chamber of Commerce and of the Country Club of Virginia.

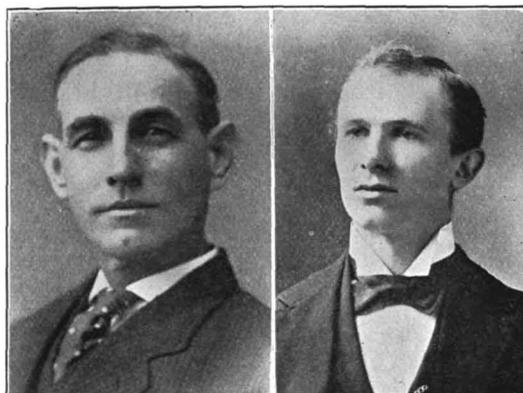
MANKIN CONSTRUCTION COMPANY.

This company was established and incorporated under Virginia laws in 1905. C. S. Manlin is president and general manager. In their facilities and organization they are one of the leading construction companies in the South, owning their own brick yards and having unexcelled equipment for economical and efficient operation, which gives them a very important advantage in estimating on contracts. They have executed important contracts for the United States Government, the American Tobacco Company and other large corporations. They built the Continental Warehouse, Church of the Covenant, First Unitarian Church in Richmond; South Hill Bank, at South Hill,

Virginia; "Hillcrest," the residence of M. C. Patterson; Handley Library, at Winchester, Virginia, and rebuilt the old Jamestown Church, on Jamestown Island. They make a specialty of large contracts and employ at times as many as 200 men. The offices of the company are at 812 East Main street, where all inquiries receive prompt attention.

CHAS. H. COSBY & CO.

Modern plumbing has evolved from a trade into a science, and this firm are fully in line with all the latest scientific and mechanical improvements. They handle all departments of



C. H. Cosby

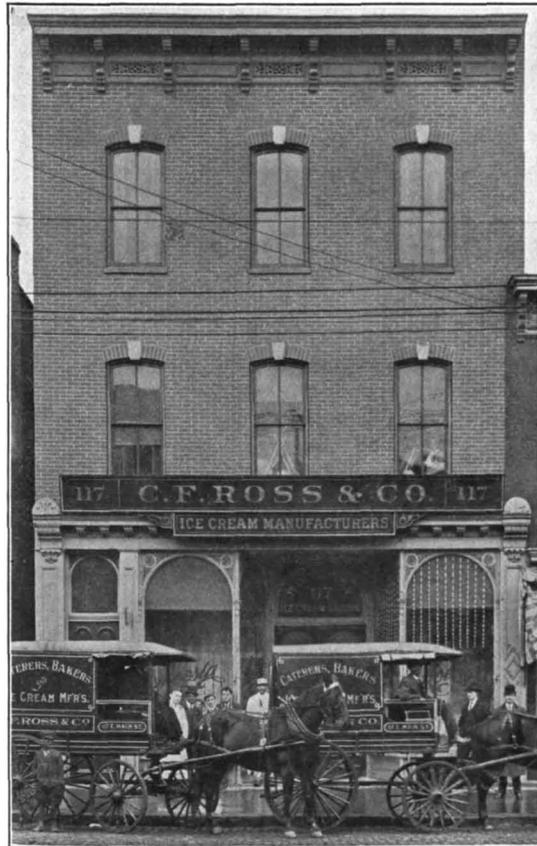
C. F. Ross

the plumbing and gas fitting business intelligently and promptly and their splendid equipment enables them to undertake the largest contracts. They occupy commodious premises at 423 West Broad street, where they carry a full line of stoves, ranges and heaters. They are experts in heating installation and repair and put up ranges, furnaces and latrobes. A full line of parts is carried in stock. They are agents for the Real Apollo Range and are manufacturers and pateners of the C. H. Cosby air tight baker and heater, which was invented and perfected and patented by Mr. Cosby in 1899, since which time over 5,000 have been sold.

C. F. ROSS & COMPANY.

The vigorous growth and development manifest in every department of Richmond's activity have a leading exponent in C. F. Ross & Co., Richmond's leading caterers, bakers, confectioners and ice cream manufacturers, located at No. 117 East Main street. This enterprise had its inception in 1873, being established in that year by H. W. Moesta, who was succeeded in October, 1909, by C. F. Ross & Co. In taking over the business, Mr. Ross retained in his employ several of the employees of the old concern, chief among whom are Miss Mamie LaGrande, who is an able manager, and in whom Mr. Ross has implicit confidence. She is second to none in her line, and not only enjoys the confidence of her employer, but is held in the highest regard by a large circle of personal and business acquaintances. Another old and tried employee is Richard Harris, who has been connected with the business for the past twenty-five years, as superintendent of the ice cream manufacturing department. In all these years Mr. Harris has not missed a day from business for any cause whatsoever. From its establishment the business has catered successfully to the very best class of patronage, and has steadily increased each year, and it has now taken on new importance under the direction of Mr. Ross. The store itself is one of the most attractive in the city, being fitted up with exceeding good taste, in keeping with the high quality of the goods for which the store is famous. Orders are delivered anywhere in the city and the extensive home trade is well served by the careful attention given to telephone orders. The efficiency of this service to patrons commands a wide appreciation. There is also a well organized mail order department. The company is to-day the largest shipper of ice cream in Richmond and their out-of-town ice cream business is growing rapidly, their customers being located in all parts of Virginia and North Carolina, and with their quick, prompt service, the business is extending in all directions. Their bread is justly famous and has a delicious flavor. It is made from a special and exclusive recipe and the uniformity of every loaf is absolute. The best flour, shortening and

yeast is used in exact proportions, and the bakery is a model, unsurpassed from a sanitary



C. F. Ross & Co., 117 East Main Street.

standpoint, and with the best mechanical equipment, including new machinery of the most approved type. The cake and pastry department is not surpassed anywhere, and it turns out specialties which are unrivalled. For the ice

cream, the very choicest of pure cream is received fresh every day through special dairy arrangements. The uniformity of delicious quality in each and every individual product, brings the best and most select patronage and the growth of the business continues with increasing vigor. As a caterer, Mr. Ross has

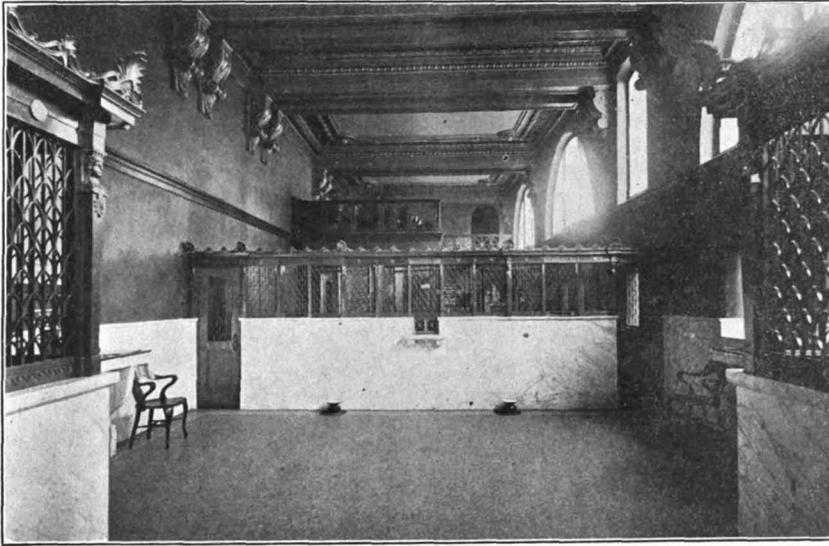
Kinley, Roosevelt, Taft, J. P. Morgan, Rockefeller, the Goulds, Vanderbilts and many other prominent men. He is now engaged as caterer for the most important functions in Richmond and his services are in demand from other cities. In this department he has a trained staff of assistants for weddings, parties, din-



Confectionery and Ice Cream Parlors, C. F. Ross & Co.

reached the top of his profession, by hard study and practice, and his thorough knowledge of detail and close attention to the same is the keynote of his success. He was for twelve years with the Jefferson Hotel, Richmond, several years with the Monticello, Norfolk, and also had experience in various high class hotels from New York to Tampa. He has served with satisfaction the most eminent connoisseurs, diplomats and other distinguished visitors, and a host of distinguished Americans, including Mc-

ners, luncheons, etc. Personally, Mr. Ross is held in high esteem. He is a member of Schiller Lodge 139; the I. O. O. F., and of Myrtle Lodge No. 25, K. of P. He is also a member of the American Merchants Protective Association, and is notably prominent in Odd Fellowship and was the youngest Noble Grand of his lodge and Chief Patriarch of the Encampment in Virginia, being elected to these high offices when he was but twenty-two years of age.



Banking Room, American National Bank.

AMERICAN NATIONAL BANK.

This is an especially strong financial institution, and has a capital, surplus and shareholders' liability of over \$1,000,000. The report issued at the close of business, December 30th, 1909, shows resources of \$5,243,644.55, divided as follows: Loans and discounts, \$3,070,770.09; other bonds and securities, \$612,056.50; banking house and lot, \$338,316.63; cash due from banks and United States Treasurer, \$1,222,501.33. With a capital of \$400,000, the bank has a surplus and profits of \$246,605.40; circulation, \$345,000; bond account, \$253,700; set aside for taxes, etc., \$13,327.01; and its deposits on December 30th, 1909, amounted to \$3,985,012.14. The American National Bank Building is one of the finest of the handsome modern office buildings in Richmond, and its offices are occupied by some of the leading concerns in the South. The executive officers are Oliver J. Sands, president; Chas. E. Wingo and

Wm. C. Camp, vice presidents; O. Baylor Hill, cashier; Waller Holladay and D. W. Durrett, assistant cashiers. The board of directors consist of Wm. C. Camp, M. C. Patterson, Oliver J. Sands, Emmett Seaton, Chas. E. Wingo, H. W. Rountree, James R. Gordon, Edgar G. Gunn, R. H. Harwood, Jackson Guy and Chas. E. Whitlock.

C. LUMSDEN & SON.

Of recent years there has been much development in the retail trade of Richmond, and C. Lumsden & Son, a corporation succeeding to the business established by Mr. C. Lumsden, in 1835, is an establishment which bears out our statement. The sales and display rooms of this company are at 731 East Main street, occupying the ground floor, and are handsomely fitted up in mahogany fixtures, while the stock carried covers every item that can be classified as belonging to that of an up-to-date jewelry establishment, and consists of watches, clocks,



Sales Room, C. Lumsden & Son, 731 East Main Street.

cut glass, silverware, precious stones, fancy goods and ornaments in jewelry, bric-a-brac as applied to the jewelry line and a comprehensive assortment of articles entirely too numerous to mention, and arranged in a manner which makes the store rooms one of the show places of the city. Affiliated with the business there is operated the Lumsden Optical Company, whose stock embraces everything to be found in an up-to-date optical house, a specialty being made of glasses for everyone, and guaranteed to fit, because none but graduate opticians are employed. The mail order department of the firm issues an illustrated catalogue, which should be in the hands of every purchaser of jewelry in all parts of the South, as it lists hundreds of beautiful articles which cannot be secured in the smaller cities, and at prices which effect a large saving to buyers. D. E. Lumsden is president of the company; A. L. Lumsden, vice president; O. D. Pitts, treasurer and W. M. Meyers, secretary.

R. L. CHRISTIAN & CO.

Richmond's development is of special interest in connection with those business houses whose operations have contributed directly to the importance of the city as a trade centre and one of the most important of these is R. L. Christian & Co., the leading high class grocery house in the city, and whose wares further include liquors and cigars and staples and luxuries found in a high class grocery house, besides which they are curers of the Gordon Smithfield brand of ham and bacon. The business has been established since 1866 and now enjoys a prestige gained by forty-five years of reliable dealing and consistent catering to the best class of trade. The premises occupied at 814, 816 and 818 East Main street, comprise an entire building of four floors, 80x150 feet, completely filled with the staples and luxuries upon which the house has built its reputation. They do a metropolitan business, making prompt

deliveries to all parts of the city and operating efficient suburban deliveries. They also do an extensive business in out of town orders, making no charge for packing, drayage, etc., and on assorted orders of \$5.00 or over, allow freight charges to any railroad station in the states of Virginia, West Virginia, North and South Carolina. Gordon Wallace, president of the company, which retains the old firm style, is a native of Virginia and is a member of the Chamber of Commerce.

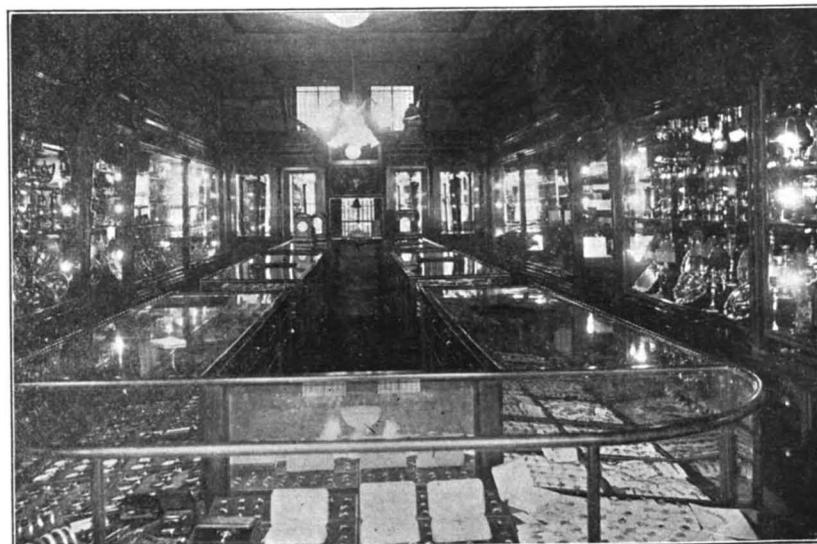
THE NOWLAN COMPANY.

Few, if any of the cities of the South, can boast a more thoroughly up-to-date jewelry store than Richmond, and in the well-equipped and attractively arranged store of The Nowlan Co, at 921 East Main street, one can purchase anything desired in the jewelry line, from an inexpensive stick-pin, to the latest in solitaire rings; or from an ordinary silver brooch,

costing perhaps, one dollar, to the finest jewels that can be found on the market to-day. This business has been established more than forty years, and was incorporated ten years ago, and since that time, has made rapid progress, due to the able management of R. E. Macomber, its president, and his colleague, R. L. Winston, secretary and treasurer. Both these gentlemen thoroughly understand the jewelry business from A to Z, in all its various branches, and are members of the Chamber of Commerce, Retail Merchants Association, Business Men's Club and are thoroughly identified with the business interests of this city. In conclusion, we certainly cannot say that this is the "coming store" of Richmond, as they came, and came to stay forty years ago; but we can say this, that they have never fallen below the standard set at that time, and every effort has been made to make this a first class store in every particular. The motto is to "satisfy their customers," and to treat them courteously at all times, and this, to-



Sales Room, R. L. Christian & Co., 814-818 East Main Street.



Sales Room, The Nowlan Co., 921 East Main Street.

gether with skillful management undoubtedly accounts for their large and rapidly increasing business.

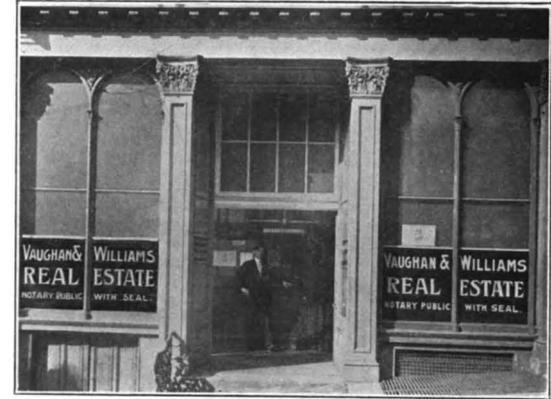
WOODLAND HEIGHTS.

One of the most beautiful and convenient of Richmond's suburbs is Woodland Heights, which is now being developed on a comprehensive scale by The Southside Company, Incorporated, with office at 921 Mutual Building. Woodland Heights is situated in Chesterfield county, in a high class section, and is in every way attractive for suburban residence all the year round, and to its convenient accessibility there are added natural advantages of location and surroundings, which make it an ideal suburb. It is unrivalled in the beauty of its views of the river and of Richmond. On the bluffs there is a rapidly developing community of gentlemen's homes and the development of Woodland Heights is in keeping with the high character of the surroundings, which attract people of culture and refinement. The famous Chesterfield water is piped to every house and free sewerage service is offered to home builders. The property is well laid out with wide streets and granolithic sidewalks. Lots are sold under

wise restrictions, which insure permanent desirability as a residential suburb. Maps and full particulars of the property can be had at the offices of the Southside Company in the Mutual Building. A. M. Gover is the sales manager.

VAUGHAN & WILLIAMS.

Richmond stands for enterprise and business energy, and the vigorous growth and development which are manifest in every department of the city's activity have a conspicuous example in the real estate business of Vaughan & Williams, which has so quickly grown to extensive proportions as the result of progressive methods and reliable dealing. Vaughan & Williams established in business, July 1st, 1908, in modest quarters at 1110 East Main street, and their business grew so rapidly that larger quarters were required, so they moved in July, 1909, to the present commodious quarters at Tenth and Bank streets, where they have one of the largest and best equipped real estate offices in the city. The business is divided into three departments—city, suburban and farm, each with an expert specialist in charge, and since removal to their new quarters, their business has



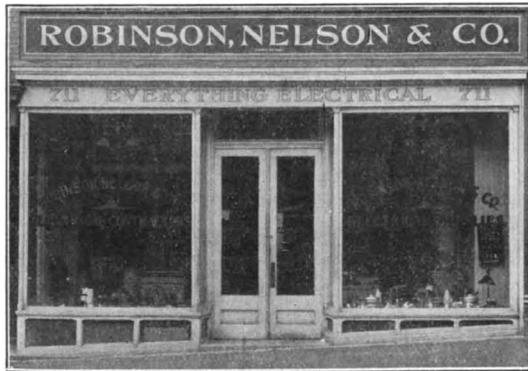
Offices, Vaughan & Williams, Corner Tenth and Bank Streets.

increased beyond all expectations, and although established less than two years, now ranks among the foremost here. They have a well organized office and outside staff, with five of the most expert salesmen in the business in Richmond and the suburbs. They do a general real estate business and the efficiency of their organization is so well appreciated that whenever a real estate speculator has a piece of property that he wants sold quickly, he consults Vaughan & Williams. They are devoting particular attention to Harrowgate, about ten miles from Richmond. This property is laid out in five, ten and fifteen-acre tracts, and is being rapidly improved. They have already made a good many sales on this property, which is located on the electric line between Richmond and Petersburg. The individual partners in this enterprising firm comprise L. M. Vaughan, J. W. Williams, and Geo. M. Cease, all natives of Richmond. Mr. Vaughan has been in the real estate business for the past three years. Mr. Williams has spent twenty-three years of his life as traveling salesman from Richmond, while Mr. Cease, who has but recently been admitted to the firm, is well and favorably known in the real estate business here.



"Dundee," Residence of Preston Carson, adjoining Woodland Heights.

Residence of J. L. DeTreville in Woodland Heights.



Robinson, Nelson & Co., 711 East Main Street.

ROBINSON, NELSON & COMPANY.

This firm, operating as electrical contractors and manufacturer's agents, handle electrical machinery, supplies and specialties. Their office and store rooms are at 711 East Main street, where the visitor will find a large and varied stock of supplies, consisting of motors, dynamos, insulators, arc and incandescent lamps, batteries, wires, cables and supplies of every kind used either in the light, sound or power transmission department of the trade. The company are agents for and handle the electrical machinery, supplies and specialties manufactured by the Western Electric Company. Its trade extends throughout Virginia, West Virginia and North and South Carolina. In the construction department it is reputed to be the best equipped house in the city and they have the contracts for the electrical work in the new Y. M. C. A. building and the Gresham Apartments. The business was established, March 1, 1909; C. V. Robinson is treasurer of the company, and R. E. Nelson, manager.

WINSTON & COMPANY.

This firm has been established in business eighteen years, and has gained a wide reputation as contractors and builders of railroads and dams. They built the Wachusett, Dam at

Clinton, Mass., the main dams for the Ashokan Reservoir, at Brown's Station, New York, Virginia Air Line Railroad, Settling Basin for Richmond, Chesapeake & Ohio viaduct at Richmond, and have had many other large contracts, all of which have added to their prestige as reliable contractors. They take special care to avoid delays and have an especially good record for completing their contracts within the time limit. J. O. Winston and T. S. Winston, the individual partners in this great contracting firm are natives of Virginia, and are members of the Commonwealth Club. Their offices are in the American National Bank Building.

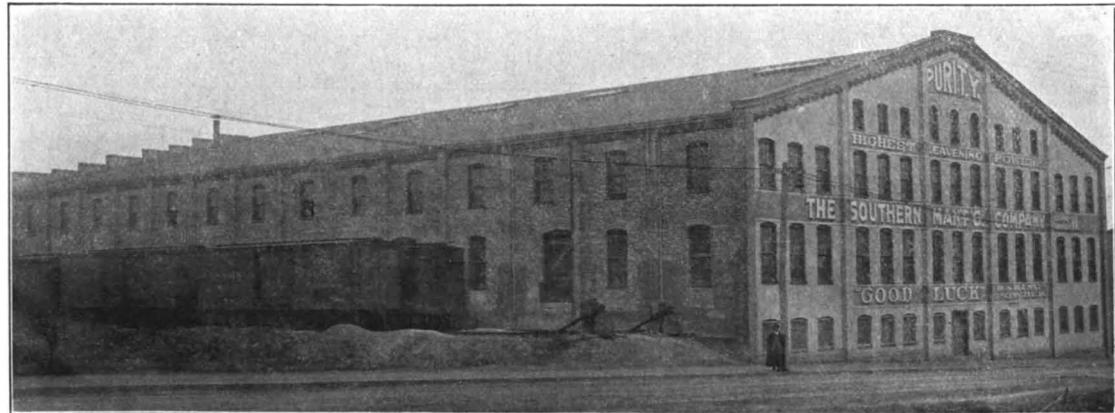
THE SOUTHERN MANUFACTURING CO.

Filled with historic interest, Richmond, one of the oldest and most beautiful cities of the Union, is the most progressive city in the South, and at no time in its history has there been greater and more substantial progress than is in evidence to-day. One of the largest and most successful manufacturing concerns of its kind in Virginia is The Southern Manufacturing Company, whose transactions cover the tremendous area of twenty-six States. With its force of about thirty traveling salesmen, this company has the largest baking powder output

in the country. With its two factories, one located at Manchester, the other, its can factory, in this city, the volume of business done by this concern may be easily imagined. In its thorough, up-to-date baking powder factory, is manufactured the famous "Good Luck" baking powder. This brand is well known throughout the South, and is to be found in nearly every chef's closet. The Southern Manufacturing Company is not a new company, having been incorporated sixteen years ago, but during this period it has set and maintained a high standard for excellence. The officers are: E. C. Laird, president; A. Edward Roeber, secretary and treasurer, and W. L. Wight, manager of factories. These gentlemen are highly esteemed throughout the community and are gentlemen of broad gauge, liberal and progressive in their ideas and methods and imbued with a just pride and public spirit in all matters that pertain to the development of Richmond, or the extension of its commercial influence and prosperity.

BLALOCK FRUIT & PRODUCE CO.

Through the energies of this large and well equipped commission house, with headquarters at 1322 East Cary street, the prestige of Rich-



Manchester Plant, The Southern Manufacturing Co.

mond as a trade center has been increased and extended in all directions. They receive consignments from New York, Michigan, California and from all the Southern states, and are among the largest handlers of fruits and produce in the Richmond market. Their advice and suggestions as to the character of the consignments best suited to this market, have been of great advantage to the trade as a whole, and their record in the disposal of all consignments to their order is not surpassed. The company was incorporated in 1907. The officers are W. J. Blalock, president; E. P. Brinkley, vice president, and D. H. Drum, secretary.

clients and customers. Their office at Eleventh and Bank streets is one of the best organized in the city, and they have a notary with seal for the proper execution of deeds and all necessary papers relating to transfers and loans.

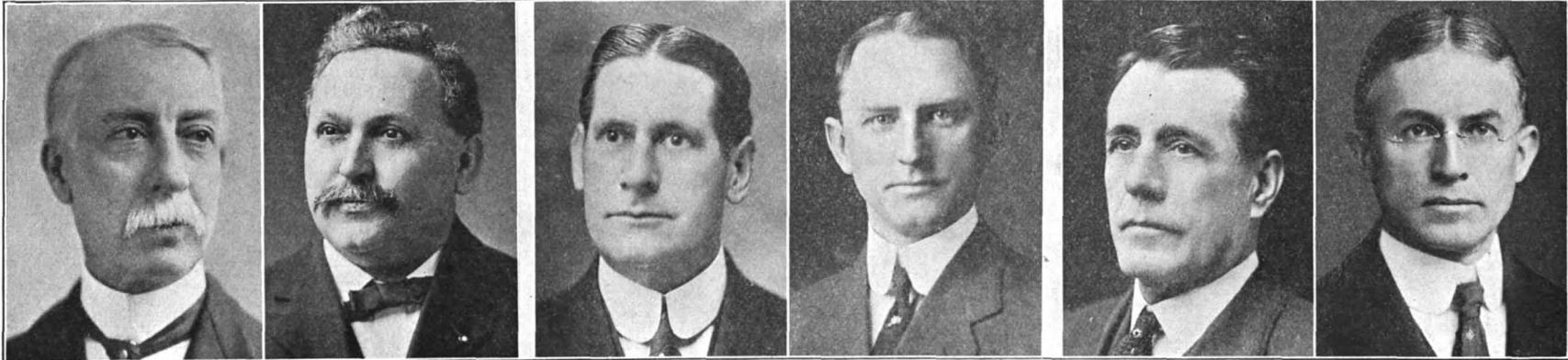
WORTHAM & HATKE.

This firm, whose offices are in the American Bank Building, represent the Springfield Fire and Marine Company, which, owing to its many years of successful insurance underwriting, its large assets and surplus funds for the protection of its policy holders, and the unvarying courtesy extended to its clients, has

reasonable. All kinds of blacksmithing is done. Horse shoeing is a specialty and receives expert attention, this shop being recommended by veterinaries and patronized by owners who appreciate the value and importance of good shoeing. The plant covers a ground area of 30x90 feet. Four hands are employed. Mr. J. S. Pavy manager, has been a resident of Richmond twenty years, coming here from Bowling Green,

LATHAM & RUFFIN.

The activities of these gentlemen include the buying and selling of real estate, collection of rents, negotiation of loans and the preparation



John T. Goddin,
Firm, John T. Goddin & Co.

Richard Jones,

Firm, John T. Goddin & Co.

Chas. E. Wortham, Jr.,
Firm, Wortham & Hatke.

Louis B. Hatke,

Firm, Wortham & Hatke.

J. S. Latham,
Firm, Latham & Ruffin.

E. L. Ruffin.

Firm, Latham & Ruffin.

JOHN T. GODDIN & CO.

This business has been established since 1868, making a specialty of city real estate, and during the more than two score years, has been active and influential in the development of Richmond. John T. Goddin and Richard Jones, both natives of Virginia, are the members of the firm. Through their loan department they have placed a very large amount of money in Richmond real estate. As experts in real estate values and conditions, they have a reputation second to none, and they give careful attention to the interests of their

enabled its representatives here to secure a notably large following among the largest corporations and owners of property in this section. Chas. E. Wortham, Jr., and Louis B. Hatke, comprise the individual members of the firm. Both are natives of Virginia and hold membership in the Chamber of Commerce and Business Men's League.

RICHMOND CARRIAGE AND WAGON CO.

The carriage and wagon work done at this shop which is located at 1542 East Cary street is unexcelled in quality and the prices are always

of deeds. Their reputation as experts in realty values and conditions makes their services of special value to investors and fidelity to the interests of their clients is a cardinal principal of their business. As agents of the Southern Development Corporation they have farms of all sizes suitable for stock raising, general farming, dairy, poultry and fruit, and they invite correspondence, and all inquiries addressed to their office, 819 East Main street, receive prompt and careful attention. J. S. Latham and E. Lorraine Ruffin are the individual members of the firm. Both are natives of Richmond.

J. L. McCUE.

The wholesale lumber trade in Richmond is well represented and an especially large business is done by Mr. J. L. McCue, with offices at No. 1115 East Main street. He buys tracts, cuts and saws into lumber and bandies from 4,000 to 5,000 car loads of lumber a year. He makes a specialty of bills cut to order. His business territory comprises Virginia, West Virginia, North and South Carolina, Tennessee and Georgia. He is a native of Albermarle county and is prominent in social circles in Albermarle and Augusta counties, where his family has been established for generations.

money in mortgage loans and the purchase of investment securities of the better class. H. T. Richeson and F. Lawton Crutchfield comprise the membership of the firm. Their offices are on the ground floor at the corner of Eleventh and Bank street.

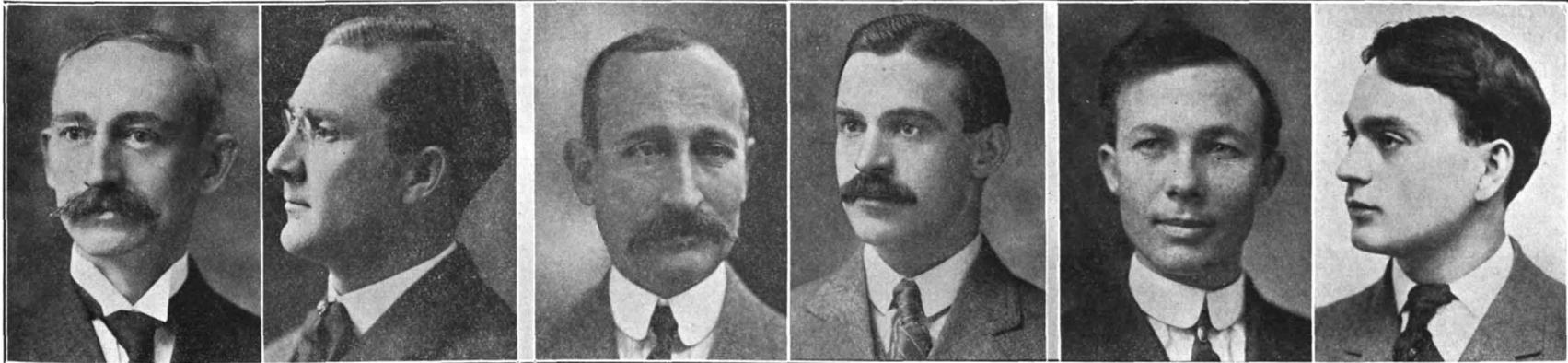
BECHER & BONGERS.

Activity in Richmond is conspicuous in those facilities of local enterprise, serving the personal and domestic needs of the people and in this connection, the high class tailoring establishment of Becher & Bongers, at 721 East Main street, holds a prominent place. J. E. Becher

prices, and this prestige is to the advantage of the city as well as of themselves. Their local trade is steadily growing in importance and they make a fine showing of seasonable goods. Mr. Bongers is a member of the Masonic Order, and Mr. Becher of the Odd Fellows.

RUDD REALTY COMPANY.

The realty business centered in Richmond is of vast proportions and of immense importance, and among the leading operators are the Rudd Realty Company, with offices at 1115 East Main street, from which they handle an extensive business in farms, suburban homes, timber



*H. T. Richeson, F. L. Crutchfield,
Firm, Richeson & Crutchfield.*

*J. E. Becher, Aubrey Bongers,
Firm, Becher & Bongers.*

*W. E. Rudd, Jr., H. T. Rainey,
Firm, Rudd Realty Co.*

RICHESON & CRUTCHFIELD.

This firm conducts a general real estate and loan business, selling Richmond city property, besides which they also have an extensive country business, handling Virginia farm and woodlands; they also do a considerable business in rentals, devoting special attention to the management of property, the securing of tenants, the payment of taxes and the furnishing of reliable insurance and all else that relates to the care of property and keeping it on a paying and salable basis. In addition to their practice as real estate brokers, they are specially well equipped to advise and seek the placing of

and Aubrey Bongers, who joined in this firm two years ago, are life-long residents of the city and during a long experience in tailoring have made a reputation as masters of the sartorial art. Since they formed this partnership they have shown a high order of business ability. They selected a commanding location on East Main street and not content to wait for business to come to them, they sent out after it. They now have a very large business, not only in the city, but from out of town customers and keep four men on the road, covering five states. They have gained a high prestige for the quality of their work and for the reasonableness of their

and mineral lands, their operations covering a very large territory. They have negotiated many important sales of timber and mineral lands and they now offer several properties which are especially deserving of the attention of investors. Particulars of these properties will be furnished on application to the company's office. They invite correspondence and give prompt and careful attention to all inquiries. Messrs. W. E. Rudd, Jr., and H. T. Rainey, the individual members of the firm are natives of Virginia and are well and favorably known in the city and State.

GORDON METAL COMPANY.

In all departments of Richmond's activity there is a vigorous growth and development, indicative of the stability of the foundation on which the prosperity of the city rests, and the many and varied industries were never in a more flourishing condition. The metal industry has an important representative in the Gordon Metal Company, which has been established in business since 1887, the present company having been incorporated in 1897. The executive officers are J. W. Gordon, president; Frank W. Brown, vice president and treasurer, and Howard Gordon, secretary. They are dealers in sheet metal and bar iron, and do an extensive business through the South and Southwest. The equipment of the company for the convenient handling of their large and growing business is most complete in every particular. Their plant on South Fourteenth street, near Dock street, is a large modern fireproof concrete building, two stories in height, and has a floor space of 30,000 square feet. Roofing material of every description is handled and they are one of the leading houses in the line



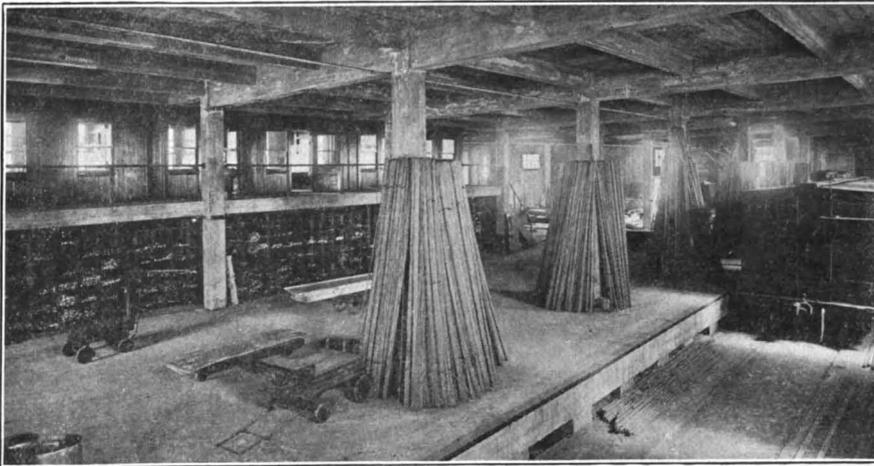
Gordon Metal Co., Fourteenth Street, near Dock Street.

in the South. Their warehouse has a capacity of 27,000,000 pounds, which is equal to 750 car loads. Among the many articles handled are roofing tin, all grades; Peerless rubber roofing, painted and galvanized roofing sheets, all styles, tin shingles, black and galvanized flat sheets, metal lath, iron and steel bars, shapes, etc., steel for reinforcing concrete, steel ceilings, tinnerns tools and supplies. Their special-

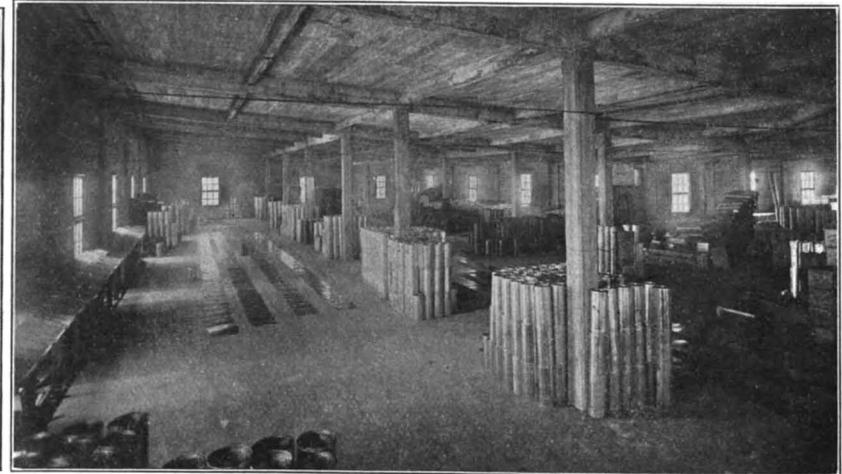
ties are Peerless rubber roofing, Ebonite roofing flint coated; Pearl roofing tin; Pearl anti-friction metal and black galvanized sheets. They are also manufacturers agents for the American ingot iron, black and galvanized sheets, roofing sheets, conductor pipe and eave troughs, and are always prepared to fill orders in any quantity and to make prompt deliveries on the largest orders. Their reliability in this connection is bringing a steadily increasing business from all over their territory, and the satisfaction which their roofing materials give in economy of cost and durability of service, causes them to be specified in contracts for buildings where the best and most serviceable is desired.

RATCLIFFE & TANNER.

Richmond has developed in an artistic sense equally as much as commercially, and here, as elsewhere, the florist is found to be in demand at the many weddings, social events and his stock must, to be thoroughly in touch with the whims and caprices of the belles of this Southern city, boast the very latest in orchids



Section of Bar Iron Department.



Section of Roofing Tin (Rolls) Department.

and rare exotics. Such a store is to be found at 25 West Broad street, conducted by Ratcliffe and Tanner. It is a treat to gaze upon the beautiful floral display made. With green-houses located at Highland Park, covering fifteen acres, this firm is thoroughly well equipped to meet the exacting taste of even the most fanciful lady of the South.

CHAS. W. HARDWICKE & CO.

The growth and development manifest in every department of Richmond's activity has made it a synonym for enterprise and energy, and in this connection the activity in the business done by Chas. W. Hardwicke & Co. commands special attention as an example of prosperous conditions in the city's enterprise. They have been established in business twenty-six years as manufacturers of sash, blinds, doors, mouldings, floorings, etc. Their plant and lumber yards, at Eighteenth and Cary streets, cover an entire block, where they have an up-to-date equipment for general mill work, and employ from forty to fifty men. With every facility for the convenient handling of their extensive business, they fill the largest orders with unflinching promptness and accuracy, and their reliability under all conditions, is well recognized in the building trades. The individual partners, Charles W. Hardwicke and Charles A. Crawford, have resided in Richmond all their lives.

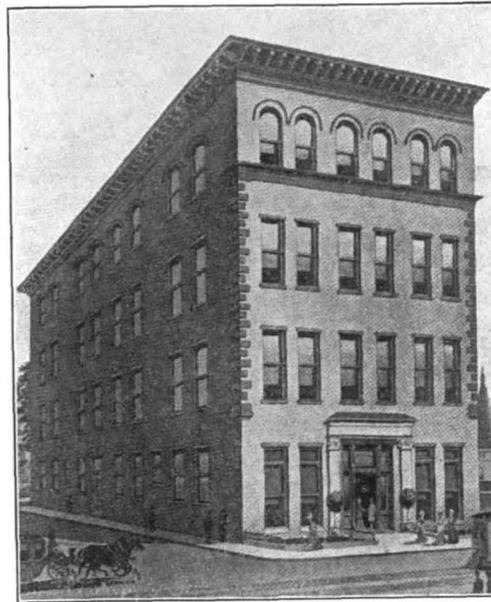
W. FRED RICHARDSON.

In all departments of activity there is manifest a vigorous growth and development, and the local business facilities are especially representative of the progressive spirit of Richmond enterprises. A conspicuous example of up-to-date facilities is the storage department of the big new building of W. Fred Richardson, at Main and Belvidere streets. This modern building has every accommodation for the convenient storage of household goods and has 150 separate rooms for storage. Mr. Richardson has his own vans for hauling. They are of the best modern type, and furniture, pianos, etc., are



Chas. W. Hardwicke & Co., Eighteenth and Cary Streets.

handled carefully and are packed to avoid scratches or other damage in transit. Besides operating this storage warehouse, Mr. Richardson has an old established business as under-



Storage Warehouse, W. Fred Richardson, Main and Belvidere Streets.

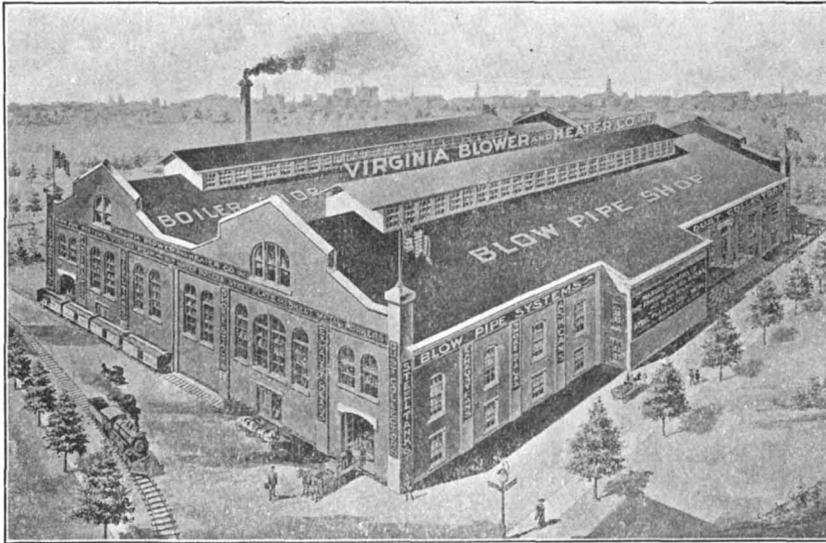
taker and funeral director, with headquarters at 601 West Main street, where he has the largest and best undertaking establishment in the city. The equipment includes a handsomely appointed private chapel and all up-to-date features of a modern undertaking establishment. The office and warerooms are elegantly fitted up with refined taste and a complete line of coffins, caskets and all funeral accessories is carried in stock. Mr. Richardson is one of the city's representative business men. He is a member of the Chamber of Commerce, and the City Council.

BOWMAN & GREGORY.

This firm's operations covers the field of plumbers and tinnerns, gas and steam fitters, with shop and office at the corner of Franklin and Governor streets. Jobbing receives their prompt attention and repairs of all kinds, alterations, etc., are done in the most expert manner. They have done much of the finest work since they started in business. As examples of their work we cite the plumbing in the offices of the Weather Bureau in Richmond, and in the residences of Major James H. Dooley and Mr. West. The firm has membership in the Master Plumbers' Association. The individual partners are A. J. Bowman and J. S. Gregory.

VIRGINIA BLOWER & HEATER CO.

Richmond occupies a foremost place among the manufacturing centers of the South, and one of the leading manufacturing concerns is the Virginia Blower & Heater Company. They are engineers and manufacturers and their business extends from New York City, south to Georgia and Tennessee and west to Kentucky. They make and erect complete blower and exhaust systems for all purposes. Their specialties include complete blow pipe and exhaust systems for handling shavings, saw dust, tobacco, tan bark, cotton, lint, etc., complete dust collecting systems, complete blower heating and ventilating systems, drying systems, forced draft systems for boiler and cupolas, mechanical draft systems for boilers, drying systems



Plant, Virginia Blower & Heater Co., Corner Fifteenth and Brown Streets.



Scranton Tripple, Incline and Power House at one of the New River-Kanawha Fuel Co.'s Collieries.

for drying kilns, kiln trucks, etc. They also make and erect steam power boilers up to twenty-five horse-power, and steel tanks, in galvanized and black steel, in any shapes, sizes or types, and are manufacturers of the famous "Virginia" Boiler, for heating private and public buildings by steam and hot water. They are prepared to give estimates on all classes of sheet metal and plate work and their regular activities include cyclone dust collectors or separators, blast gates, ash cans, refuse cans, oil and drip pans, engine splashers, ship ventilating funnels, large cans and buckets to order, all classes of sheet metal and copper work, patent roof ventilators, patent exhaust heads, smoke stacks, ventilating stacks, breechings, steel hoppers, steel funnels, steel bins, steel chutes, large kettles, large tubs, ordering cylinders for tobacco, drying cylinders for tobacco, small steel skip cars, fire escapes, light forgings, tobacco potting irons, tobacco potting tins,

shaper irons, shaper tins, moulds, cups and funnels for packing, scale pans, etc. They also supply structural iron work, and are prepared to handle any contract for a building or bridge, however large it may be. They are southern agents for the Garden City Fan Co., of Chicago, Ill., and the Heller-Aller Co., of Napoleon, Ohio. The company has an extensive plant at the corner of Fifteenth and Brown streets, with direct connection with all railroads entering Richmond. W. P. Patterson, president and general manager of the company, is a native of Virginia, as is also John Landstreet, the vice president. F. L. Burdick, the secretary and treasurer, is a native of Connecticut.

NEW RIVER-KANAWHA FUEL CO.

Through its natural advantages of location and its excellent facilities of transportation by

rail and water, Richmond has become an important commercial and industrial center. Among other staple lines the coal trade has grown to vast proportions and among the large operators with offices in this city, is the New River-Kanawha Fuel Company, which controls its own mines, producing Kanawha splint, cannal, steam and gas coal, Celebrated "Black Band," Domestic and Malleable Splint coal, and New River Smokeless Prepared coal. They operate twenty-two mines in West Virginia, with home office at Charleston, that state. The executive officers are M. T. Roach, president; W. D. Boyer, vice president; R. H. Richardson, treasurer and general manager. E. F. Smith, manager at Richmond, has offices at 910 Mutual Building, from which he conducts an extensive business at wholesale. The sales in his territory have shown a steady increase and were larger last year than ever before. Mr. Smith is a native of New York.

THE ALCATRAZ COMPANY.

Richmond has many large and important industries, among which is the Alcatraz Company, the largest manufacturers of black paint in the world, with an extensive plant and equipment, which includes an asphalt refinery on the James River, and factories occupying one-half city block, at Twenty-eighth and Main streets. They are shipping their products into every state in the Union and to foreign countries, and have built up an immense business in their special industry, in which they lead the world. The basis of their laboratory products is their XXX Deodorizer, for destroying the smell of coal tar in making black roof paint and black varnish; also distilled coal tar and creosote oil for making black paints and varnishes. Their special products include prepared black paint, refined coal tar, paraffine black paint, graphite red, brown and black paints; Alcatraz black roof paint, graphite (slate or mouse colored), paint,

No. 1 "B" asphaltum black varnish, No. 2, "B" asphaltum black varnish, National black asphaltum varnish, electric black asphaltum varnish, rubber coating, creosote shingle stain, Alcatraz black, red and brown asphalt structural iron paint. They also make black pipe dip for pipes and castings; Napthalene preservative paint, the best known preservative agent known to science for wood, either above ground or water or below; railroad black paint, made expressly for painting steel coal cars, oil and acid tank cars, bridges, etc.; coal tar solvent, asphalt solvent, I. X. L., hard asphalt, smokestack black, natural linseed oil blend "AA" paint oil, crude carbolic acid, turpentine, an indirect product of coal, used in place of turpentine in mixing or thinning paints, varnish, etc.; white tarps, a white pine oil; dark tarps, a redish, brown colored oil; lightning dryer; gloss oil and rosin oil. Other specialties made and controlled by this company are Karbo, Karbo disin-

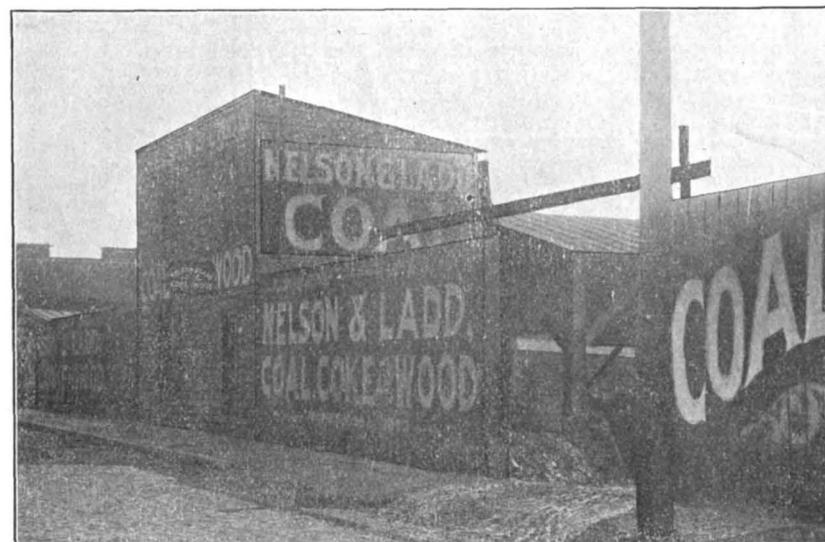
fecting fluid, Plymouth spray, Insectifuge varnish, furniture and floor oil, and Ko-Ko-No dust sweeping compound, which is a germ killer, deodorizer and dust arrester combined, and is recommended by doctors and sanitary experts for use in hospitals, sick rooms, stores, factories, public schools and buildings of every description where cleanliness is expected and health considered. The business of this company has been actively developed along the most progressive lines and is steadily extending in all directions. Wm. C. Armitage, the proprietor is well and favorably known in the city's business and social circles. He is a member of the Business Men's League.

NELSON & LADD.

Richmond's development has been constant and along all lines, and an especial prosperous growth is shown by the business of Nelson &



Factory, The Alcatraz Co., Main and Twenty-eighth Streets.



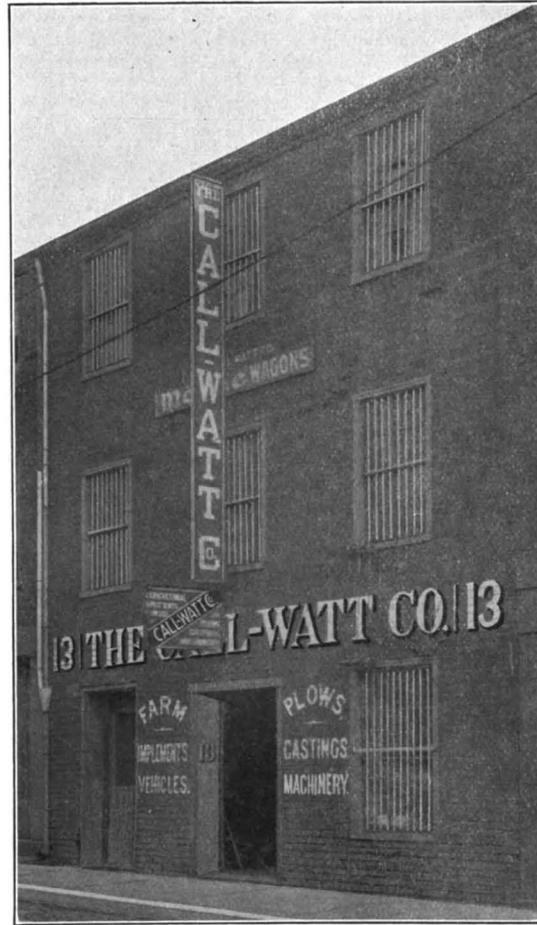
Coal Yard, Nelson & Ladd, 1903-5-7 East Cary Street.

Ladd, wholesale and retail dealers in coal, coke and wood, with office and yards at 1903, 1905 and 1907 East Cary street and at 1710 East Broad street. The business of this firm was established fifteen years ago and it has kept pace with the growth and development of the city. The yards on East Cary street extend through to Dock street, and have dock and railroad facilities for discharging cars and cargoes direct. An extensive business is handled at wholesale and retail in anthracite coal, gas coal, smithing coal, New River coal, Kanawha coal and foundry coke. The business of this firm in domestic coal is especially large and grocers all over the city sell the N. & L. bag coal. Orders in any quantity are filled with promptness and accuracy, and no house in the trade has a better reputation for uniformly reliable dealing. They always give full weight of clean coal and they carry in stock a full line of all sizes in demand by their trade. The regular force employed numbers above twenty-five, and all are faithful in doing their several parts to carry out the established policy of the firm to give customers a most reliable service. The firm holds membership in the Chamber of Commerce and the individual members are A. Ruggles Nelson and Jesse A. Ladd.

THE CALL-WATT COMPANY.

As the gateway for the commerce of the South, Richmond is an important commercial center, and one of the firms which has been a valued aid in bringing this about is the Call-Watt Company, manufacturers of plow and road machinery and other special machinery. In the manufacture of plows, this company is the leading concern in the South. They make the Watt, Crown and Crescent Plows in sixteen sizes, with mouldboards of various shapes and adopted to every variety of work. These plows are especially adopted to the corn grower, the tobacco planter and are invaluable to the gardener. For general purpose they have no equal. Not only does the company enjoy a large sale in this country, but shipments have been made to India, where thousands of their plows are now in use. As specialists in road building tools, the company has been a

potent factor in the progress and development of the New South, and its Unit Road Machine,



Warehouse, The Call-Watt Co., 13 South Fifteenth Street.

so called because it has but one wheel and takes but one team and one man to operate

it, has been a large aid in this development. For farm work, road building, cutting down ditch banks, opening drains, leveling and other purposes, this machine has no equal. The warehouse of the company, at 13 South Fifteenth street, occupies a building of three stories, 40x125 feet. The territory covered by the Company comprises the entire South, from Maryland to the Gulf and east of the Mississippi. The business was established by Geo. Watt, in 1840, and was for many years conducted under the firm style of Watt & Call. The Call-Watt Company was organized seven years ago, and is conducted by Manfred Call and Douglas Call, the latter being a grandson of the late Mr. George Watt. The firm holds membership in the Chamber of Commerce and Douglas Call is a member of the Business Men's Club, the Country Club of Virginia, the Lakeside and Hermitage Clubs and the Credit Men's Association.

OTIS ELEVATOR COMPANY.

As a commercial, financial and industrial center, Richmond has a firmly established prestige and besides the many large industrial concerns operating plants here, the most important in other sections have Richmond branches. The Otis Elevator Company, the largest and leading manufacturers of passenger and freight elevators in the world, have a Richmond branch at 12 South Tenth street, under the management of Granville Gray. The territory of this branch comprises Virginia, North Carolina and South Carolina. Otis elevators are known all over the world and are in use in all civilized countries. The company has been in active business for more than sixty years, and has built and installed a larger number of elevators than any other concern in the business. It has originated and developed the most important principles in elevator construction, and through its ownership of basic patents, it has from the start held the leading place in its special field. Otis elevators are the recognized standard of the world and they have a most important part in modern progress. It was only through the development of vertical transportation by the Otis elevator that the modern "skyscraper" was made

possible. The gigantic office building of the Metropolitan Life Insurance Co., in New York, the highest office building in the world, fifty stories and nearly seven hundred feet from the street level to the topmost floor, is equipped with Otis elevators. The selection was made by a commission of seven experts, who, after months of investigation, selected the Otis "Traction" elevators as the type of hoisting mechanism which could most successfully meet the demands of this mammoth office building. The next highest building in the world, the forty-seven story Singer Building, in New York, is equipped with fifteen of this same type of elevators. The Otis Elevator Company was given the largest single contract for elevators ever awarded in any city. This contract was for the elevator equipment of the immense Hudson Terminal Building, in New York, and called for fifty elevators, thirty-nine of which were of the "Traction" type, and eleven small machines for ash hoists and dumbwaiters. Besides the elevator equipment for high buildings, this company makes elevators for any service required, in any style of building, and is prepared to meet any and all conditions. The Richmond branch, under the management of Mr. Gray, has done a very important business. Otis elevators have been installed in the principal buildings in the city, including the Mutual Building, American National Bank, Bank of Richmond, Merchants National Bank, Jefferson Hotel, Hotel Richmond, Murphy's Hotel, Virginia State Insurance Company Building, and all the large dry goods stores on Broad street. Mr. Gray is a native of Virginia and is prominent in the city's business and social life. He is a member of the Chamber of Commerce, Westmoreland Club, Lakeside County Club, Hermitage Golf Club and Country Club of Virginia.

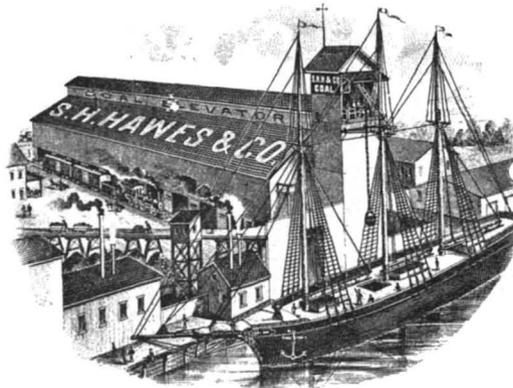
S. H. HAWES & CO.

A very important and influential part in the development of Richmond commerce is taken by the old established house of S. H. Hawes & Co., dealing in coal, lime, cement, plaster and general builder's supplies. They have a storage yard on the river front in the eastern section



Main Offices, S. H. Hawes & Co., 1801 East Cary Street.

of the city, with a frontage of 350 feet and a depth of 250 feet, and a coal elevator with a capacity of 6,000 tons. They have another yard in the western section of the city, on the line of the R. F. & P. Railroad, with a front of 150 feet and 350 feet deep. They have a regular force of fifty employes and keep twenty-five teams in commission. The main office is at 1801 East Cary street. The business was established in 1848, and represents a growth



Coal Elevator, 6,000 Tons Capacity, S. H. Hawes & Co.

of more than three score years. The original firm style was S. P. Hawes & Son. On the death of S. P. Hawes, his son, S. H. Hawes, became sole proprietor. Later on Horace S. Hawes was admitted to a copartnership, and the present firm style was adopted. The firm has membership in the Chamber of Commerce, and S. H. Hawes is a director of the City Bank and the Virginia State Insurance Company, and H. S. Hawes is a director of the National State Bank.

JNO. T. POWERS COMPANY.

The business conducted by this firm has been established many years, its operations being that of general commission merchants for the sale of butter, eggs, poultry, game, fruits and vegetables. They do business all over the United States, and their facilities for getting the best prices on all shipments are unexcelled. It is one of the largest concerns in this line of trade in the city, and has its headquarters at 1312 East Cary street. It was incorporated in 1904, with ample capital and a most efficient organization for the successful conduct of the business and for sustaining the high standard in the produce trade, established by the founder, whose name and prestige are continued by the corporation. The president is Mrs. Lillie T. Powers, widow of the founder of the business, and the vice president and active manager is Mr. John Ahern, who has been identified with the business many years.

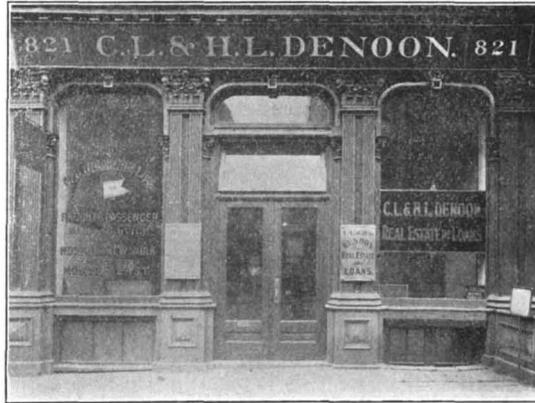
RICHMOND COCA-COLA BOTTLING WORKS.

This enterprise was established five years ago by J. E. Crass, whose selling territory from his office and plant at 508 West Broad street, covers eleven counties in this state. Mr. Crass also has the agency for the Coca-Cola Co. in Washington, D. C., and Petersburg, Va., and is interested in other plants in South Carolina, besides which he has extensive farming interests. The Richmond plant is 60x100 feet and has an up-to-date equipment set up under the direction of the Coca-Cola Co. Since he established this plant the sales of Coca-Cola

have increased very largely in Richmond, and in the eleven counties supplied from this plant. Three delivery wagons are in service in the city trade. Mr. Crass is a native of Kentucky.

C. L. & H. L. DENOON.

The business conducted by this firm has been established twenty-five years and is one of the largest in its line in Richmond. With their long experience they have an exceedingly well organized office at 821 East Main street, and the very best facilities for the transacting of every department of a general real estate business. They give prompt attention to auction sales of all classes of real estate, and they have conducted some of the most important sales in Richmond and Virginia. They lend money on real estate at the lowest rates of interest, and



Offices, C. L. & H. L. Denoon, 821 East Main Street.

are agents for a great deal of property to which they give efficient management, and they have many choice investments in business and residence property in various parts of the city. Mr. H. L. Denoon is president of the Commonwealth Bank, one of the city's leading financial institutions, and both are members of the Chamber of Commerce.

W. C. SMITH & CO.

In all departments of activity there is manifest a vigorous growth and development, indicative of the stability of the foundation on which the prosperity of Richmond rests, and the city's many and varied industries were never in a more flourishing condition. The carriage and automobile industry has a good representation, and among its most prominent exponents are W. C. Smith & Co., whose record is eminently representative. The carriage and wagon business of this firm had its inception in 1840, founded by George F. Smith, who was succeeded by W. C. Smith, and later by the present firm. They are manufacturers and dealers in all styles of carriages, buggies, runabouts, harness, whips, farm wagons and automobiles. Their factory and carriage repository occupy a three-story building, 50x100 feet, at

314 North Fifth street. They have recently opened a new garage at 313 North Fourth street and have taken the agency for the Mitchell Automobiles. The garage is a fireproof building, up-to-date in every particular, and has storage room for fifty cars. The machine shop is complete in its equipment. Repairs of all kinds are done by expert machinists on all makes of cars. A full line of repairs and supplies is carried in stock. The partners in this progressive firm are Messrs. W. C., Howard, M. and E. D. Smith. They are members of the Chamber of Commerce and the Business Men's Club and are active and influential in the city's business and social life.

THE STANDARD HOME CO.

This company is incorporated under the laws of the State of Delaware, and on June 30, 1909,



Factory, W. C. Smith & Co., 314 North Fifth Street.



Garage, W. C. Smith & Co., 313 North Fourth Street.

had assets of \$722,000. Its principal office is in Birmingham, Alabama, and its Richmond office is located in the Chamber of Commerce Building, with M. Davidson, as manager throughout the state of Virginia. The company's operations make it possible for a person to secure a home at practically the same terms he would be compelled to pay in rent for the use of similar places, and that it has been successful in its efforts is attested by thousands of Southern people, who have secured from this company the money to either build new homes, or to purchase houses already constructed. Mr. Davidson is a native of Virginia and has been manager here for the past two years.

CRULL'S STABLES.

Richmond's development manifest in every department of the city's activity are of special



Crull's Stables, 16-18 South Tenth Street.

interest in connection with those enterprises devoted to public comfort and convenience and among these Crull's boarding, livery, sale and exchange stables, at 16-18 South Tenth street and 912 East Cary street, have an important place. Horses are boarded at reasonable charges and receive the best of feed and care. While in the livery department, single and double teams are kept for hire. There are sixty-five horses in this service, with coaches, coupes, and all kinds of rigs for pleasure driving or business use. In the sale and exchange business there is handled all kinds of horses, and the stables have a well established reputation for reliable dealing. N. J. Crull, the proprietor, is a native of Pennsylvania, and has had these stables eight years. He is a horseman of long experience, and takes pride in keeping the service up to the highest standard.

VICTORIA METAL COMPANY.

Everything for the roof is the specialty of this company. They are manufacturers and jobbers and do a wholesale business in tin and terne plates, galvanized flat sheets, black sheets, roofing materials, tin plate in boxes and rolls, painted V. C., and corrugated roofing, conductor and gutter materials of all kinds. They occupy a four-story building at 1007-9 East

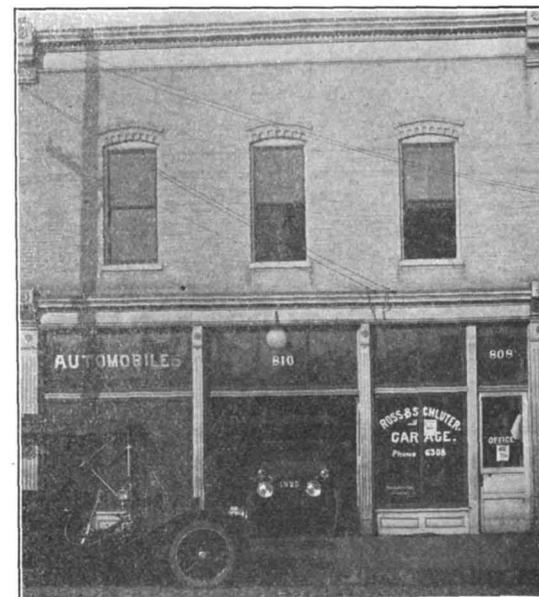
Canal street, where they carry a stock valued at \$60,000, and have a trade extending through Virginia and the Carolinas. They are now planning to extend their business by carrying a line of structural steel. The business was established and incorporated in 1907. R. C. Sainsbury, president of the company, is a native of England and is an expert in tin plate. Mr. A. D. Wren, vice president and general manager, is a native of Richmond, and has had long experience with metal roofing materials. Both are members of the Business Men's Club.

ROSS & SCHLUTER AUTO CO.

The automobile industry, which is an important factor in modern progress, has a good representation in Richmond, and especially in the garage of the Ross & Schluter Auto Co., at 806, 808 and 810 West Broad street. There is a



Victoria Metal Co., 1007-9 East Canal Street.

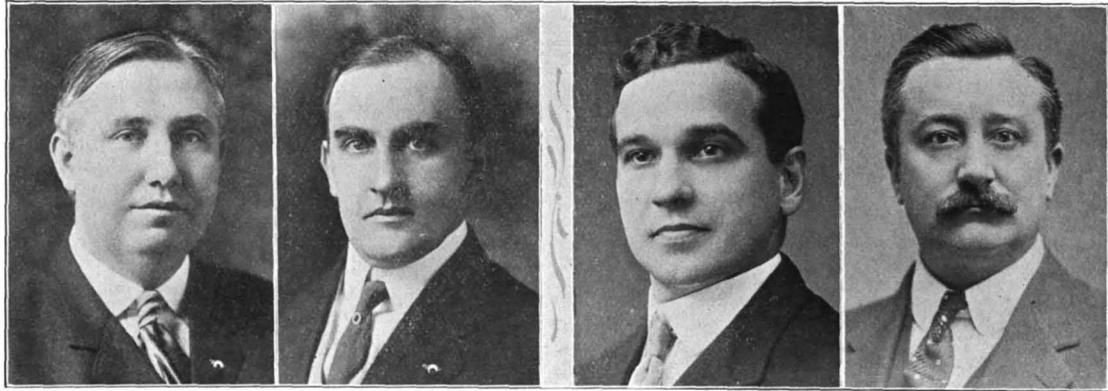


Ross & Schluter, 808-10 West Broad Street.

large demand for cars which are best in style and service and this demand is well supplied by the Crawford Cars, which are sold by this company. The garage at 806 to 810 West Broad street, is one of the best equipped in the South and is up-to-date in its facilities. It covers a ground area of 50x100 feet, is two stories and is complete. Twenty Crawford cars are kept in stock and customers have a choice of any of the 1910 models. The location of the factory at Hagerstown, Maryland, is convenient for prompt shipment and the number of cars carried in Richmond makes immediate deliveries possible. The company is composed of Geo. S. Ross and Frank D. Schluter, who are experienced in the automobile business.

THE MONARCH PLUMBING & HEATING CO.

The progressive spirit characteristic of Richmond is reflected in the vigorous growth and development manifest in all branches of the city's activity and especially in the building trades, where the Monarch Plumbing and Heating Company have a very important part. They are installers of fine sanitary plumbing in all its various branches and undertake contracts for heating with efficiency and economy. Their activities also include tinning and gas-fitting, and they make a speciality of job work. All their work is done along progressive lines, using only the best material and workmanship and the most approved modern methods. The business premises at 212 North Seventh street, have a floor area of 1,000 square feet and are well equipped in every way for the convenient conduct of the business in all its branches. They are always ready to submit estimates and to guarantee satisfaction. Jobbing and overhauling form an important part of the business and five skilled mechanics are regularly employed. They carry in stock a full line of the goods of the Cameron Stove Works, and the latest and best goods in plumbing supplies and specialties. W. G. Gallespie, the founder and proprietor of this company, established same over seven years ago. He is a native of Alabama and since locating in Richmond he has become well and favorably known in the city's business and social circles.



J. A. Connelly,

A. E. Chapman,

Frank Mareck

J. A. Couch

Firm, J. A. Connelly & Co.

J. A. CONNELLY & CO.

The business of this firm was established seven years ago, and has been developed with energy and ability. They have offices in the Mutual Building, 905 East Main street, from which they conduct a general real estate business in city property, as also the negotiation of mortgage loans. To the negotiation of loans they bring an expert knowledge of real estate values and conditions, which is of great advantage to their customers, whether lenders or borrowers. At the present time they have a very attractive list of properties for sale, and these offerings are well worth the attention of investors. The individual members of the firm are J. A. Connelly and A. E. Chapman.

MERECK-ALEXANDER COMPANY.

This high class tailoring organization was incorporated August 18, 1909, and with its capital and facilities is one of the best equipped anywhere for first class work. Mr. Frank Mareck, the active manager, has been in the tailoring business in Richmond for the last ten years and has made clothes for the most prominent men in the city. He gives his close personal attention to the cutting and fitting and has an efficient staff under his direction. All the work has the distinctive quality which

is characteristic of perfect tailoring and gives satisfaction to the most exacting customers. The sales and display rooms are at 615 East Main street, and its trade-mark, "Tailors to Virginians," has become widely known. W. J. R. Alexander is president of the company, Thos. Walker is vice-president, and Mr. Mareck is secretary and treasurer, as well as manager.

J. A. COUCH.

The vigorous growth and development manifest on every side are indications of the prosperity which Richmond enjoys. These conditions have attracted men of energy and ability and are what induced Mr. J. A. Couch, now the manager of the shipping department of The J. A. McDonough Co., 903 East Cary street, to come here from Greensboro, N. C.. The J. A. McDonough Co. handles everything in wines and liquors and are one of the leading houses in the line in the South. Their leading specialty is Hunting Creek Corn Whiskey, an old established brand, of which they are sole owners. They have a very large mail order business through the Southern States and this has rapidly increased since Mr. Couch took hold of the shipping department. He has a wide acquaintance all over the South, and the extensive business which he formerly handled in



Samuel Swope

M. B. Ramos, Jr.

D. L. Jennings

G. J. Bialkowski,

Charlotte and Greensboro is now very largely supplied from here. All the leading brands are carried in stock and orders of any size are filled with promptness and accuracy.

SWOPE'S FRENCH DRY CLEANING CO.

One of the most successful of the city's new local enterprises is Swope's French Dry Cleaning Company, with office at 303 North Second street. The plant is thoroughly modern in its equipment and has the most up-to-date facilities for doing first-class work. Ladies' ball reception and opera gowns and feathers are French dry cleaned by the newest machinery and latest process. Perfect cleaning, prompt and reliable, and at reasonable charges, is the business policy and the best and quickest work is guaranteed. Samuel Swope, the proprietor, is a native of Kentucky and came here from Alabama, where he was engaged in the same business.

RAMOS PIANO COMPANY.

This is a new enterprise in the local business facilities of Richmond and has started out with every prospect of success. Mr. Manly B. Ramos, Jr., the proprietor, has had a long experience as a piano salesman and was with Chas. M. Stieff for seven years. The store at 214

North Fifth street is conveniently located and is attractively fitted up. A specialty is made of the Everett and the Jno. Church pianos and a full line of these high-grade pianos is carried in stock. Mr. Ramos is a native of Richmond and has a very large personal acquaintance and the qualities which made him a successful salesman in the employ of others are now bringing business to his own store.

D. L. JENNINGS.

From its establishment over forty years ago this business has been identified with the best class of trade in the city, and the store has supplied wall paper for a very large proportion of the fine houses in Richmond. In keeping with the character of the trade, the stock is a choice selection of the finest imported and domestic wall papers in a great variety of artistic designs and many exclusive patterns for those who are most particular as to interior decoration. There is also a select stock of window shades. The display at 608 East Main street, is one of the finest in the city, and all through the extensive stock the best value given for the money. D. L. Jennings, who was brought up in the business by his uncle, A. Jennings, who established it, is a native of Richmond. He is a member of the Jr. O. U. A. M.

BIALKOWSKI BROTHERS.

The building interests of Richmond have a prosperous activity that is directly related to the material growth of the city and suburbs and an especially large and flourishing business is conducted by Bialkowski Brothers, general contractors, retail dealers and manufacturers of lumber, laths, sash, blinds, doors, etc., and do wood turning and scroll sawing. For the handling of this extensive business they have the most complete facilities, with office, factory and yards at the northwest and southwest corners of Twentieth and "U" streets, where their extensive plant has an up-to-date equipment in every department. As builders and contractors they have a very important part in the building operations of the city and suburbs and they have built a large number of the fine modern residences in Richmond and vicinity. They are always ready to furnish estimates and their experience and facilities enable them to quote the lowest figures and to avoid delays. As manufacturers and dealers they have a well earned reputation for carrying out their contracts faithfully and they make deliveries as agreed. The firm has a high business standing. C. M. Bialkowski, Jr., and G. J. Bialkowski, are the individual partners in the enterprise.

J. A. UMLAUF.

Richmond's industries are many in number and turn out a great variety of product. A thriving business in the manufacture of hand and power elevators is done by J. A. Umlauf, with factory at 9 South Fifteenth street. One of his many specialties in elevator construction is a geared elevator built especially for light service. It is made in two sizes, one of 150 pounds capacity and the other of 600 pounds. Other elevators of various types adapted to special service and operated by hand and power are made at this factory and special elevators are built to order. Dumb waiters are also built. A great many apartments, residences, stores and factories in Richmond and vicinity are equipped with elevators and dumb waiters built by Mr. Umlauf and he is prepared to give satisfaction in any service required.

WILLIAM A. GREEN.

One of the interesting signs of Richmond's development and the forces which lie behind it is the attractive appearance made by the representative stores in all lines of retail trade which cater to personal and domestic needs, and in this connection we make special mention of the showing made by the store of William A. Green, at the corner of Sixth and Main streets, which is a credit to the city as well as to its proprietor, who has a well earned reputation for first class tailoring. Mr. Green caters to the very best class of trade and his work has a perfection of style, fit and finish which gives special satisfaction to men who are particular about the niceties of dress. The best imported goods are used and the display of these in exclusive patterns is the finest in the city. Mr. Green became a resident of Richmond twenty-one years ago and made a reputation with well dressed men as cutter for Barney E. Myers. He started in



*Wm. A. Green,
Merchant Tailor.*

*H. L. Goode,
So. Tent & Awning Co.*

business for himself eleven years ago. A specialty is made of a one-piece overcoat, a

seamless coat, of which he is the only maker and which has brought him a wide prestige as a master of the sartorial art. Mr. Green is a member of the Chamber of Commerce, and of the Retail Merchants Association.

SOUTHERN TENT & AWNING CO.

In all departments of Richmond's activity there is manifest a vigorous growth and development and the most notable factor in the progress made by the city in recent years is industrial, and a progressive manufacturing establishment is the Southern Tent and Awning Company, at 400 East Broad street. They are manufacturers of awnings, tents, shades, fly screens, venetian blinds, decorations and flags of all kinds, and make a specialty of canopies and floor coverings for weddings. They are the largest manufacturers of tents and awnings in the South, and their business is steadily increasing. The business premises at 400



William A. Green, Merchant Tailor, Corner Sixth and Main Streets.



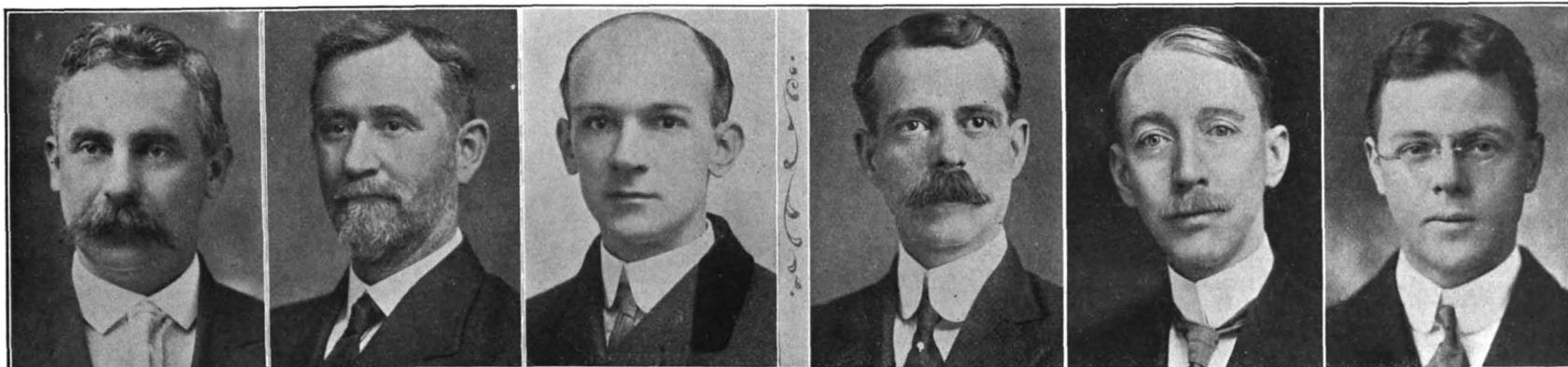
Southern Tent & Awning Co., 400 East Broad Street.

East Broad street, comprise the second and third floors and basement, covering a space of 7,900 square feet, and the regular force employed numbers twelve. The equipment is along the lines of modern improved appliances and all facilities are provided to meet the requirements of a growing business. Besides the extensive local patronage there is a large wholesale business from all over the South, and three traveling salesman cover the State of Virginia. This enterprise was established by C. B. Norwell, who started on North Sixth street, in 1902 and moved to 400 East Broad street in 1907. In October, 1909, he sold out to the Southern

BROOKE, MONCURE & CARTER.

This concern deals extensively in real estate and outside investments, buying and selling Richmond city realty, besides which they do considerable business in rentals, devoting special attention to the management of property, securing of tenants, payment of taxes and all else that relates to the care of property and keeping it on a paying and saleable basis. In addition to their practice as realty brokers, carried on from their offices at 1009 East Main street, they are especially well equipped to advise regarding the placing of money in mortgage loans and the purchase of investment se-

of installing apparatus for steam heating, water and vapor heating, and by reason of being specialists in this department, have at their command facilities and skill which the average plumber wholly lacks. The offices and shops of the firm are at No. 1 North Seventh street. W. P. Longworth and R. C. Beverley, both natives of Virginia, comprise the members of the firm, which began business in 1898 and employs an average of twenty expert workmen. They make a specialty of school work and have installed the heating apparatus in the Elba, Bellevue and Leigh schools.



F. E. Brooke,

M. W. Moncure,
Firm, Brooke, Moncure and Carter.

R. A. Carter,

C. Colton Chapin,

B. Stewart Hume,
Firm, Chapin & Hume.

J. H. Chamberlain,

Tent and Awning Company, composed of Mark R. Lloyd and H. L. Goode. They are members of the Chamber of Commerce and the Retail Merchants Association. Mr. Lloyd is general manager of the Virginia State Fair and has a large acquaintance all over the state. Mr. Goode had been identified with the old concern since its inception, and has had entire charge of both the old and new company, and his thorough knowledge of the business has resulted in the prominent position which the enterprise has attained.

curities of the better class, and are at all times prepared to enter into correspondence with investors seeking a safe opening for their funds, or property owners desiring competent management of their holdings here. F. E. Brooke, M. W. Moncure and R. A. Carter, natives of Virginia, constitute the membership of the firm, which holds membership in the Richmond Chamber of Commerce.

W. P. LONGWORTH & CO.

The operations of this firm covers the field

CHAPIN & HUME.

This firm, with commodious offices at 13 North Eleventh street, carry on a general real estate and insurance business. They deal in both country and city properties, collect rents, negotiate loans and draw contracts. This business, established eight years ago, has assumed dimensions which place it in the front rank of the realty and insurance brokerage offices in the city. Among the companies represented may be mentioned the Hartford Fire Insur-

ance Co. and National Fire Insurance Company, of Hartford, Ct.; Virginia State Insurance Company and the Virginia Fire & Marine Insurance, of Richmond, and the Sun Insurance office and Atlas Assurance Company, of London, England. C. Colton Chapin and B. Stewart Hume, both natives of Virginia, comprise the firm. Associated with them in the management of the firm's affairs, is John Hampden Chamberlain, also a native of this state, and a gentleman widely known in real estate and insurance circles.

ANDERSON REAL ESTATE & LAW CO.

The activities of this company cover all branches of the real estate business. They are real estate agents and auctioneers, collect rents, examine titles, and execute all commissions in relation to the purchase and sale of real estate promptly and in the most satisfactory manner. They make a specialty of city, suburban and farm property and are experts in realty values and conditions. The office of the company is on Eleventh street, near the corner of Main street and is one of the best organized in Richmond. They have sold by auction a great deal of city and suburban property, for which they have obtained good prices, and the reputation which they have made in this connection has given them a high prestige as auctioneers. The efficient organization of their title department is of great advantage to all who purchase real estate through this agency. G. E. Anderson, the founder and proprietor of this business, is a native of Virginia and has the esteem of a large personal acquaintance. He is a member of the Chamber of Commerce.

FRANCIONE'S HOTEL.

Aiding in no small way to the reputation of the city as an up-to-date metropolis, are the splendid hotel accommodations, which we find existing here, and among the modern and up-to-date hostelries here is Francione's Hotel, located at 114 East Broad street. The hotel is conducted on both the American and European plans, the rates on the American plan be-

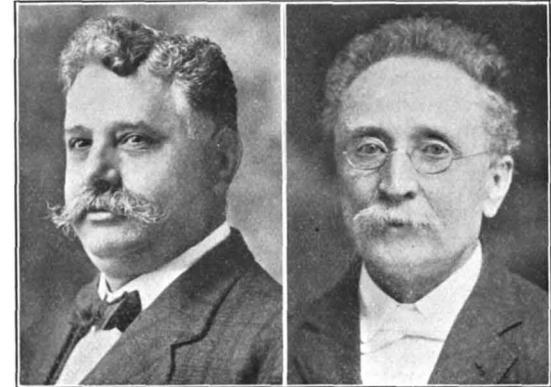
ing \$2.50 per day, while the European plan guests are accommodated at 75 cents to \$1.00 and upwards. The house is noted for the excellent cuisine and meals may be had in the American, French and Italian style, and a specialty is made of oysters, spaghetti and steaks the year round.

WOODSON-CRAIG COMPANY.

This firm handles everything in farm produce and their leading specialties are butter, eggs, poultry, game, fruits, produce, etc. They receive consignments from Virginia, North Carolina, South Carolina and Florida, and the basi-



Francione's Hotel, 114 East Broad Street.



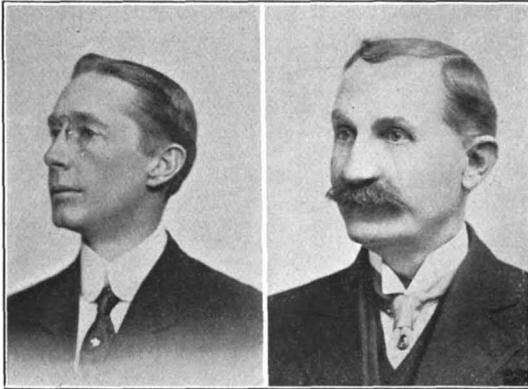
Raphael Francione,
Prop. Francione's Hotel.

William Walker,
General Com. Merchant.

ness which they handle at their headquarters, 1317 East Cary street, is one of the largest in the Richmond market. They invite correspondence, and their record for reliable dealing and prompt returns enlists the confidence of shippers. The company was incorporated March 1st, 1909, and is a successor to the old established business of W. F. Seymour, which they have very largely increased and extended with their ample capital and efficient organization.

WILLIAM WALKER.

Mr. Walker started business two years ago at 1307 East Cary street, succeeding to the business long conducted by W. H. Curry & Co. He is a general commission merchant and his leading specialties are lambs, veals, hogs, hides, apples, poultry, eggs, butter, fruits and vegetables. He receives consignments from twenty-six counties of Virginia and has an extensive business all through the Southern States. The business has grown steadily under his management, old customers finding continued satisfaction and new patronage is gained through his reputation for quick sales and prompt returns. Mr. Walker is a native of Scotland and is a member of the Richmond Produce Exchange.



L. Eaton,
Mgr., J. C. Pearson Co.

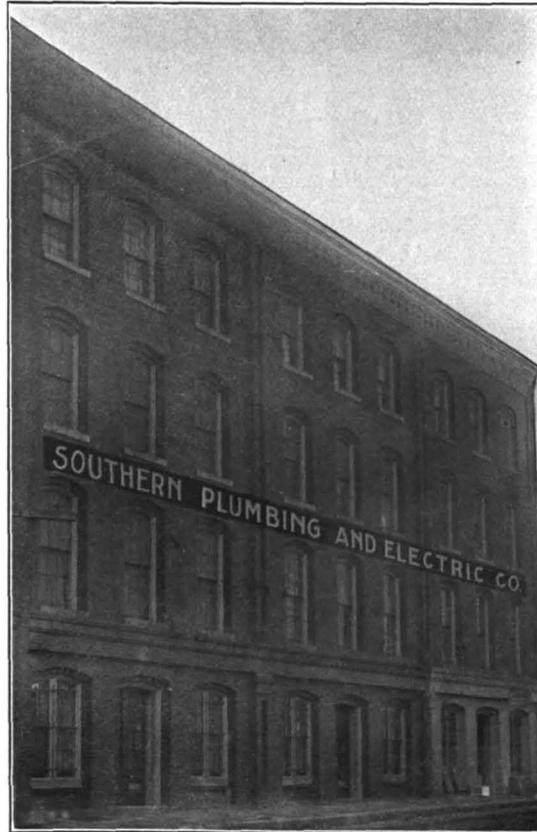
B. T. Watkins,
Dealer in Va. Lands.

J. C. PEARSON COMPANY.

This company with headquarters in Boston are sole manufacturers of cement coated nails. Their Southern headquarters are in Richmond at 301 Mutual Building, and from this office the business of the company all over the South is being vigorously extended by Mr. L. Eaton, manager in charge here. Cement coated nails, originally made for boxes, immediately gained the appreciation of shippers when they were first put on the market, and to-day no up-to-date box makers would consider the use of any other. They are now made for all general purposes and for all uses are found superior to common nails, and every test points to two facts: They do better work than any other nails, and they are cheaper to use. The extensive and steadily increasing use of cement coated nails through the south is an illustration of the progressive spirit of this section, always adopting the best. Mr. Eaton, who came here from Boston six years ago, to take the management of the southern sales department, which he has so successfully conducted, is a member of the Business' Men's Club and of the Masonic Order.

B. T. WATKINS & CO.

This company does a general land business and has for sale farms and ranches in all parts of the state, as well as large tracts of timber lands and mill sites, and to those located in a climate which is not desirable and upon lands which have been so intensively farmed that they do not produce without large sums spent



Southern Plumbing and Electric Co., 1015-17 East Cary Street.

yearly for fertilizing, we would suggest that they write to them for information and literature regarding Virginia lands and the opportunities for investment which exist. Mr. Watkins is a native of Virginia, has been established in this business four years, his home address is Hallsboro, Chesterfield county, Va., and he has telephone connection, both with his farm address and offices in this city, which are at 28 North Ninth street.

SOUTHERN PLUMBING AND ELECTRIC CO.

In no department of its industries has Richmond made greater progress than in the practical application of advanced sanitary science, and one of the most successful experts in this field is the Southern Plumbing & Electric Co., of which John Hanson Mitchell is president; D. M. Taylor secretary and J. Graham Davidson, treasurer. The offices and ware rooms of the company are at 1015-1017 East Cary street. removal having recently been made from 619-621 East Main street, in order to get the room needed in their expanding business. The operations of the company covers the line of contractors for plumbing, heating and lighting, and they have every facility for executing work of any kind in outfitting buildings of any size, with all the latest improvements in sanitary and drainage as well as in the installing of its lighting equipment or its heating system. Their trade extends all over the Southern states, two traveling men being kept on the road and an average of forty men are employed on contract work in the city and this section. They installed the heating and vacuum cleaning plants in the new Y. M. C. A. building in this city; the heating plant in the Howitzer Armory; the heating plant in the Courtland Apartment House at Lynchburg; the Hardley Public Library at Winchester; and the State Normal School at Harrisonburg, this state. They also did the plumbing and lighting work in the Blues' Armory; the lighting and heating in the American National Bank Building, and the heating work in the Commonwealth Club, and many other contracts of equal importance and size in all parts of the state.



Interior, Foster Motor Co.'s Garage.

FOSTER MOTOR CAR COMPANY.

Virginia, because of its all the year around genial climate, affords an excellent field for the selling of automobiles, and one of the leading concerns thus engaged is the Foster Motor Car Co., Incorporated, which occupies at 605-613 West Broad street, a fire-proof garage 90 x144 feet in dimensions, with a capacity for caring for fifty cars. The Buick, Pierce-Arrow and Franklin machines are renowned for fine

construction, ease of motion and speed, all over the world to-day, and one feels but little fatigue when touring in one of these finely manufactured cars. This company are agents for the three machines mentioned above, for the state of Virginia, and their business has met with phenomenal success since its incorporation in 1908. C. L. Young, of Norfolk, Va., is president and treasurer of this company; L. M. Foster, of Richmond, is vice president and manager, and Nixon Ball, of Richmond, is secretary. Messrs. Foster and Ball are members of the Richmond Chamber of Commerce, Richmond Automobile Club and the Country Club of Virginia, and are enthusiastic advocates for the advancement of the uses of the automobile and the good road movement which is enjoying so much attention of late years.

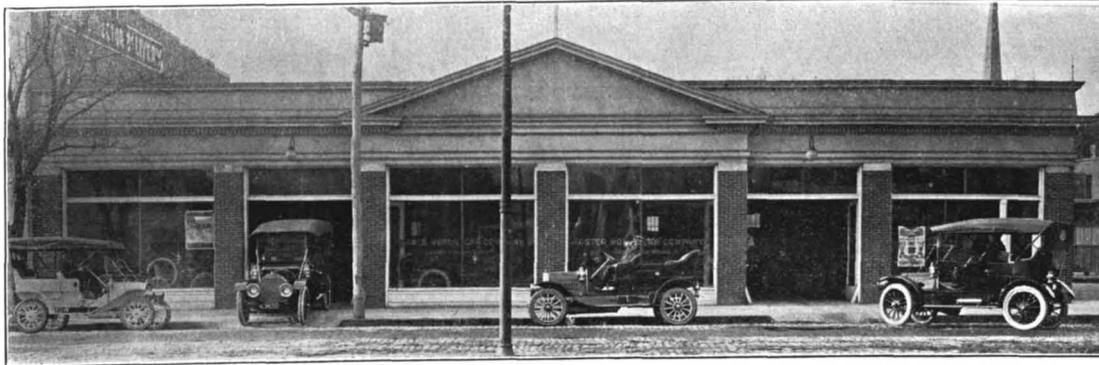
VILLAGE OF BENSLEY.

This is a charming residential suburb on the Petersburg Electric Railway Line. It is laid out with streets 60 feet wide, lined with hedges and shade trees. It has the best water, gas and sewerage. Plots of two acres and upward, are sold and houses ready for occupancy are ready for customers or if none of these suit, the development company stands ready to sell ground, build a house to suit purchaser and will make terms of payment to



Typical Residence, Village of Bensley.

suit. The property is restricted against everything that would impair the residential attractiveness and the houses are required to be of an acceptable standard. The office of the company is at 14 North Ninth street, where A. W. Bensley & Son, owners and sales-managers, are prepared to give full information.



Exterior, Foster Motor Co.'s Garage, 605-613 West Broad S treet.

JOHN L. BRANCH & CO.

This is the largest exclusive paint house in the South. The business premises comprise three large floors and basement at 1424 East Main street, and they carry in stock everything for painters' use. A few of their specialties are Branch's paints, Chicago varnishes, Mineralite roofing, De-O-Dor black roof paints, railroad paints, Whiting's brushes, Carter's white lead, Standard ready mixed paint, gold paint and bronzes, Lyon brand varnishes, Lyon lubricating oils, Lyon white lead, Bay State brick and cement coating in colors. The individual partners of the firm are John L. Branch and Geo. H. Beers, both natives of Virginia and members of the Chamber of Commerce.



Incline and Loading Station, Fort Branch Coal Corporation.

FORT BRANCH COAL CORPORATION.

The coal trade is well represented in Richmond, and one of the leading concerns is the Fort Branch Coal Corporation, with offices in the American Bank Building, where Mr. Geo. M. Reid, the general manager, has his headquarters and handles an extensive business through the Eastern and Western states. The mines are located at Fort Branch, Logan county, West Virginia, where the corporation has 1,150 acres of coal land, on which is a seam of the celebrated "Winifrede" coal, which is acknowledged to be one of the finest coals in this country. The company commenced business about four years ago, and the accompanying illustration represents its early development. Since then it has been steadily growing and developing, until now it gives employment to hundreds of men, and outputs a quality of coal which is giving entire satisfaction wherever introduced, and the sales are steadily increasing. Mr. Reid has had a long

and successful experience in business, and under his able management, the company is rapidly extending its business through the eastern as well as the western states, where the fuel economy of the coal is gaining a wide appreciation.

STAHL'S WALL PAPER HOUSE.

The attention given to artistic interior decoration in Richmond residences is one indication of the culture and refinement for which the city has been noted for generations, and the best taste in this connection is well satisfied at Stahl's Wall Paper House, at 306 and 308 North Second street, which carries a large and up-to-date stock of all grades of paper hangings and room mouldings. The stock carried covers a wide range of prices, making it possible to select goods within the reach of customers of moderate means as well as those who do not have to weigh the cost so carefully.

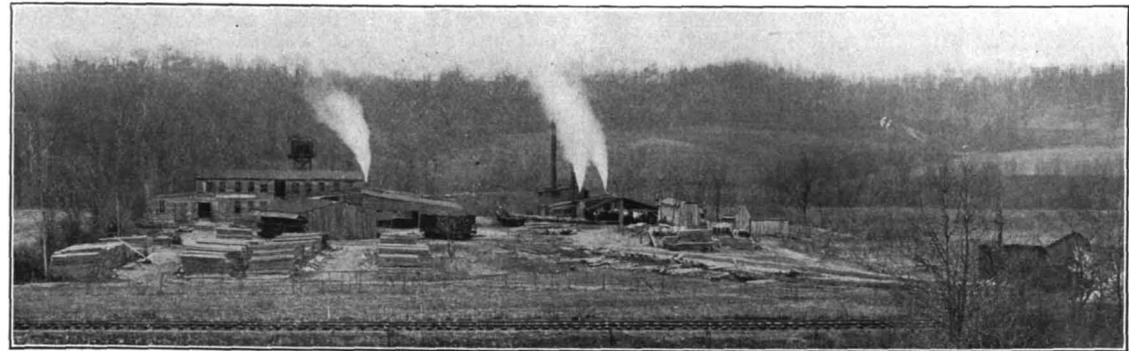
THOS. E. STAGG & SON.

This firm has an extensive trade through Virginia, North Carolina and South Carolina and is a potent factor in the development of Richmond's large lumber interest. Their extensive plant on East Franklin street, covers a ground area of 150x300 feet. The planing mill is a two-story building. They have another plant at Fulton, which covers four acres. Both



Stahl's Wall Paper Rooms, 306 and 308 North Second Street.

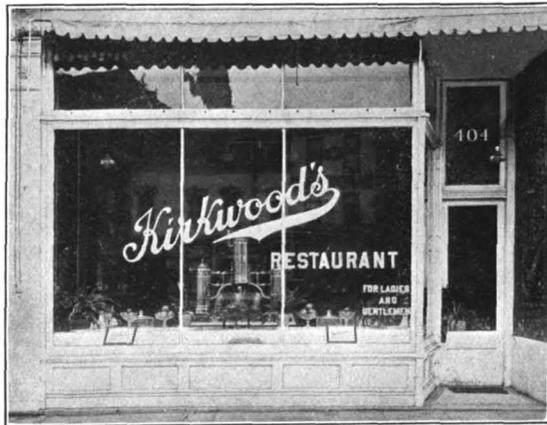
plants are equipped with the most up-to-date machinery. They manufacture lumber, trim, sash, blinds, doors and interior finish, and the mill work on two-thirds of the big buildings in Richmond, has been furnished by this firm, and they are prepared to handle the largest contracts successfully. The business was established in 1879 by Thomas E. Stagg and his son became a partner in 1904, when the present firm style was adopted.



Fulton Plant, Thos. E. Stagg & Son.

KIRKWOOD'S BROAD STREET RESTAURANT.

This restaurant was established in 1900, and is centrally and conveniently located at 404 East Broad street. From the start it has had a large and increasing, regular and transient trade, and its popularity has greatly increased under the management of R. E. Alley, who took charge in September, 1909. The seating capacity is one hundred, and everything is neat and clean. Quick and neat service is a specialty. The bill of fare has an appetizing variety and liberal portions are served at moderate prices. There are fourteen employes and each are engaged for their ability in their special work to assist in keeping up the reputation of the restaurant for excellent service. Special attention is given to catering to dinner parties, and there is a large increasing patronage in this line which shows appreciation of the management. Mr. Alley is a native of Petersburg, Va., and was engaged in the restaurant business there for several years, and in his larger field in Richmond, he is giving good evidence of his ability as a caterer.



Kirkwood's Restaurant, 404 East Broad Street.



Rambler Auto Co., Seventh and Franklin Streets.

RAMBLER AUTO COMPANY.

An enterprise established here and organized to supply the demand for one of the most important inventions of recent years—the automobile—is that conducted as the Rambler Auto Company, of Richmond, Va., with headquarters at the corner of Seventh and Franklin streets, Mr. E. J. Allen being the manager of the company. Mr. Allen is the state agent and distributor for the Rambler Automobile, a car of exceptional merit, in the manufacture of which is included all those features which long experience has proven to be essential and desirable in a car of the highest grade and in it is omitted experimental and doubtful features. Mr. Allen carries in stock the various models manufactured by the company, which are always ready for inspection, demonstration and delivery, and he will be pleased at any time to show prospective customers the superior points of the Rambler cars.

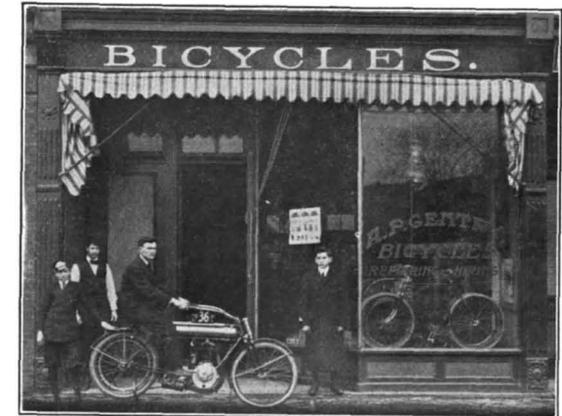
CHEATWOOD & EDWARDS.

The plant of this concern is at 1211 East Broad street, where they carry all kinds of sash, blinds, doors, laths, interior trim, hardware, etc. Their

yards occupy a half city block, and the business has made in the short time which it has been established, almost phenomenal progress and now extends throughout the Southeastern states. E. C. Cheatwood and D. P. Edwards who are at the head of this business are both natives of Virginia. Their thorough knowledge of the lumber business, together with their valuable experience in this line of work has won for them the esteem and confidence of the entire community.

A. P. GENTRY.

Every business seems to have representatives in Richmond, the bicycle and motorcycle department being well represented by A. P. Gentry, who has a well stocked store at 508 West Broad street. Mr. Gentry is agent for the Emblem bicycles, Royal, Pioneer, and Emblem motor cycles and carries a full line of the latest models. His store has 800 square feet of floor space and his stock of wheels will average \$2,500 in value. He also carries a full line of supplies and in size and completeness, his stock of bicycles is one of the largest and finest in the South. He has bicycles for hire at reas-



A. P. Gentry, Bicycles, 508 West Broad Street.

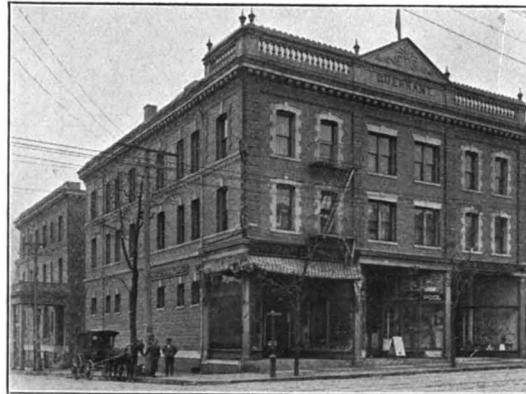
onable charges, and is prepared to satisfy customers who wish to hire or purchase a reliable machine. Mr. Gentry has been established in business here six years, and during that period has made a very large number of sales. He has always conducted his business along progressive lines and has a well earned reputation for reliable dealing.

CHAS A. ROSE COMPANY.

While there are many engaged in the sale of real estate in Richmond, there are few who so thoroughly understand the value of real estate both in the city proper and also in the surrounding suburbs, as does Chas. A. Rose Company. This business was started twenty-three years ago by Charles A. Rose, who was succeeded at his death by Bernard M. Jacobs and Hugh F. Rose. The firm, notwithstanding the fact that it has changed management, has never failed to maintain its reputation as an authority on all matters pertaining to realty matters, and at its offices, located at 6 North Ninth street, there is transacted a general business in real estate in its every department, and



Chas. A. Rose, Co., 6 North Ninth Street.



Guerrant Hotel, Corner Main and Third Streets.

the negotiation of loans, a specialty being made of collecting rents. While it is difficult to negotiate in all places, under all circumstances, the sale of real estate in Richmond, becomes almost a pleasure, as so many in search of homes, and to avoid the treacherous climate of the Northern States, are constantly turning their steps toward the Capital City of Virginia. Both Mr. Jacobs and Mr. Rose are natives of Virginia.

THE GUERRANT HOTEL.

In preparing for the accommodation and entertainment of the large number of visitors and tourists who annually visit Richmond, there has been given much thought to hospitality, and the city is provided with a class of hotels which are the equal of any city in the Union. In The Guerrant, the new commercial hotel, at the corner of Third and Main streets, commercial men as well as visitors and tourists will find a hotel well suited to their many special wants. In the first place, the location is excellent for people who like quiet and pleasant surroundings, it being a few blocks from the busy center of the city, while it has all the requisite conveniences in the car lines passing the doors. The

house is new and contains sixty sleeping rooms, handsomely furnished and provided with all modern conveniences, such as electric lights, private baths, telephones in each room, while the house is heated throughout by steam, is provided with elevator service and has every convenience and comfort that are calculated to make a stay at the house one to be remembered. C. S. Leftwich is the proprietor.

B. C. BRISTOW.

Every department of industry has its representatives in Richmond, and in the department devoted to the manufacture and sale of buggies, runabouts, wagons, trucks, drays and everything in vehicles, harness and saddlery goods, B. C. Bristow occupies a foremost position. The office and factory are at 11, 13 and 15 North Eighteenth street, where he has a large and well equipped plant, a three-story structure, with 80 feet front and 100 feet deep. The shop equipment is complete in every respect, and skilled mechanics are employed in every department, and a specialty is made of grocery wagons and trucks. He also does rub-

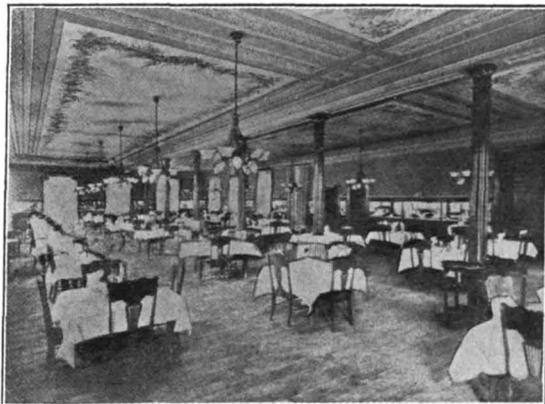


Bristow's Wagon Factory, 11-15 North 18th Street.

ber tiring and repairing. Besides building to order, he carries a large stock of wagons of all styles and is agent for the Milburn and Hoover wagons. Mr. Bristow is a member of the Chamber of Commerce and is an Odd Fellow. He is a native of Virginia.

LEXINGTON HOTEL.

Among the modern, up-to-date hostleries in Richmond is The Lexington, at the corner of Twelfth and Main streets, a four-story structure, of modern design and fitted and furnished in a manner which makes it first-class in all its appointments. It contains one hundred sleeping apartments, all of which have hot and cold running water and many are provided with private bath, while there are bath and toilet facilities on each floor. The house is conducted on both the American and European plan. The dining room is one of the special features of the hotel, the table being supplied with the best the market affords and everything is prepared in a most tempting manner. An elevator affords easy access to the sleeping apartments; the house is lighted throughout by electricity, is heated by steam. It is operated by the Lexington Hotel Company, of which Felix



Dining Room, Lexington Hotel.



O. D. Howard & Co., 1214-16 East Cary Street.

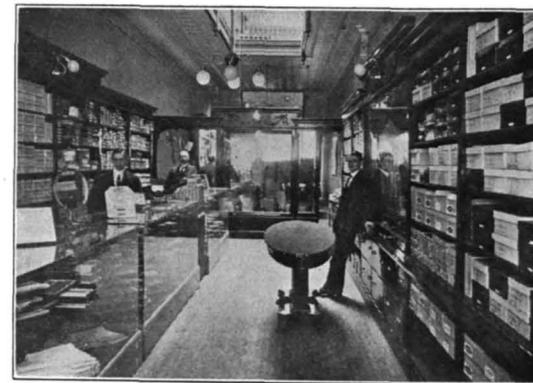
Keegan is president and Jas. E. Donahue secretary and treasurer.

O. D. HOWARD & COMPANY.

This firm handles all kinds of fruit and produce in season, and their principal territory is Virginia, North Carolina, South Carolina and Florida; their consignments coming from the leading producers and shippers in these states, who find special satisfaction in dealing with this old and reliable firm. Their headquarters are at 1214 and 1216 East Cary street. To all inquiries they give prompt and careful attention and their advice as to consignments best suited to the season in the Richmond market is of special value to shippers. Correspondence is invited on matters pertinent to the fruit and produce trade. O. D. Howard, the founder and proprietor of the business, is a native of Georgia, and is one of the best known men in the fruit and produce trade in the South.

S. E. BISHOP.

Mr. Bishop has been established in business in Richmond for the last twenty-seven years, and makes a specialty of high grade custom shirts to order. He also carries a fine stock of gentlemen's furnishings, and his store at 610 East Main street, makes a fine display of the latest and best in this line. He has the best trade in Richmond, and his goods appeal especially to men who are particular as to the niceties of dress. The latest novelties are always in stock and with each season he shows a complete assortment of the best styles in furnishings. As a shirt-maker he has a reputation second to none. He uses the latest and best in fashionable fabrics and his shirts have a perfection of fit and finish without rival. A strict record of all measures is kept and all orders can be duplicated. In this connection, we will add, Mr. Bishop is the successor to and sole owner of the shirt and drawer measures of the late firms of H. T. Miller & Co., Wm. Mitchell & Co., J. M. Cox & Co., T. M. Nixon, and Ed. Sydnor. The business for the past year has been especially good and twenty people are now kept busy in the workrooms.



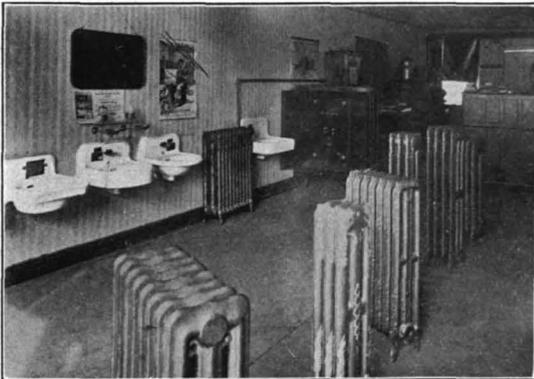
S. E. Bishop, 610 East Main Street.

R. B. CHAFFIN & CO.

Richmond realty operators have had much to do with the prosperity of the city, and one of the leading firms in this business is R. B. Chaffin & Co., whose offices are on the ground floor at 1111 E. Main street. The business was established thirty-six years ago by R. B. Chaffin, and was incorporated in 1895, with James B. Harvie, president, and John C. Easley, vice president and secretary. These gentlemen in the real estate department undertake all transactions that come within the scope of a general real estate business, buying and selling and making exchanges and all else that has to do with a general real estate business. They have on their lists at all times choice business and residence property in all parts of the city, while in the land department they have an average of 500 Virginia farms for sale at prices which make them a splendid investment and their organization is such that they are valuable aids to those seeking safe and profitable investments, or to home seekers in search of homes.

J. W. SARGENT.

Many responsible representatives of up-to-date methods, utilizing improved devices, have



Display Room, J. W. Sargent, 620 East Main Street.



R. B. Chaffin & Co., 1111 East Main Street.

laid claim to public confidence and patronage in Richmond, but none more justly so than J. W. Sargent, whose offices and shops are at 620 East Main street. Mr. Sargent's operations cover every department of general plumbing, steam and hot water heating and gas fitting. Contracts are taken for anything in this line, his shops being equipped with every facility and the satisfactory and speedy performance of all work undertaken. He employs only skilled workmen, varying according to contracts on hand, and is in every way an up-to-date scientific exponent of the modern plumber and heating engineer.

C. W. CROWDER & BROTHER.

As commission merchants, this firm handles all kinds of country produce, their leading specialties being butter, eggs, grain, poultry,

game, dressed pork, veal, lamb, cattle and hogs, dried fruits, potatoes, hides, furs, wool, etc. Their trade covers Virginia, North Carolina and South Carolina, and they have a large and influential connection. They have been established in business twelve years, their headquarters are at 1206 East Cary street, and inquiries receive prompt and careful attention. C. W. Crowder and J. E. Crowder, the members of the firm, are both natives of Virginia.

L. W. DORSET & COMPANY.

A leading exponent of the plumbing and heating business is the enterprise conducted as above, of which L. W. Dorset is the proprietor. Mr. Dorset commenced business here twelve years ago, previous to which he was foreman for G. & A. Bargamin. His workshops are at 114 North Seventh street. His operations cover all branches of tining, plumbing and gas fitting, as well as the installing of heating systems. He has recently completed the plumbing in twenty residences built by Mr. E. E. Broadus, also the magnificent residence of Mr. Laird, at Midlothian, this state. He makes a specialty of residence work, undertaking contracts, however, for structures of any kind and



Display Room, L. W. Dorset & Co., 114 North Seventh Street.

whatever size. He employs an average of twenty workmen, carries an extensive line of furnaces, latrobe stoves and ranges, as well as bath room equipment, etc., etc. He is a native of this state.

MURPHY'S HOTEL BARBER SHOP.

Under the proprietorship of G. C. Ehmig, this barber shop has become widely known as one of the very best in the South, and the strongest in its praise are traveling men who have had experience in shops all over the country. Every luxury of the tonsorial art is here provided, and a specialty is made of those expert attentions which refresh the tired traveler. Hair dressing, manicuring and chipropody are each done by specialists. Hot and cold baths are also at the convenience of patrons.

D. J. SULLIVAN.

This business was established in 1908, and since then has continued to steadily grow, until now Mr. Sullivan claims among his patrons some of the wealthiest and most desirable families in the city. He not only supplies Richmond



Office, D. J. Sullivan, 18 South 13th Street.

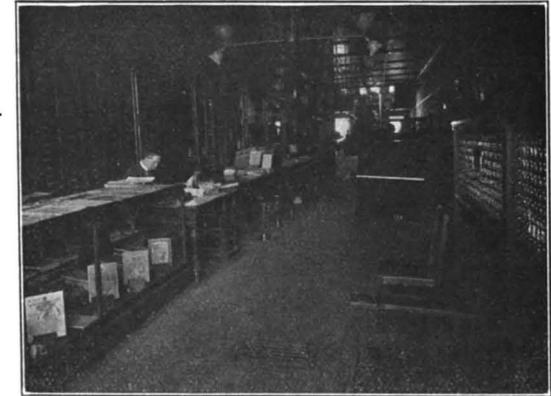
and most of the other prominent cities in Virginia, but he also runs shipments throughout North Carolina as well. Few men in this line of business are universally considered to be as good a judge of meats, poultry and produce as is Mr. Sullivan, and he conducts his business on a thoroughly conscientious and strictly upright basis. He is a member of the McGill Catholic Union and of the order of Knights of Columbus. He is a native of Washington, D. C. His office is at 18 South Thirteenth street.



Stables, L. W. Bates, 2000-06 East Franklin Street.

L. W. BATES.

While there are many wholesale and retail dealers in horses and mules in Richmond, there are none perhaps who so thoroughly control the "cream" of the business as does L. W. Bates. Located at 2000 and 2006 East Franklin street, Mr. Bates has stables 94x120 feet in a large five-story building. He has been in this line of business for fifteen years, and is a thorough judge of horses and mules. He receives and ships throughout the United States and handles 20,000 heads of stock per annum. Few in the city of Richmond have a more thorough knowledge of the selection of fine stock than he, and his advice and experience is eagerly sought by those desiring to purchase blooded animals.



Sales Room, W. D. Moses & Co., 103 East Broad Street.

WALTER D. MOSES & CO.

Richmond's influence is always directed along progressive lines, and is especially noticeable in some of the older business houses, a prominent example being Walter D. Moses & Co., the oldest music house in Virginia and North Carolina. Their warerooms at 103 East Broad street occupy an entire building of four floors and basement, also the second floor in the building adjoining, 101 East Broad street, each floor 150x30 feet. They carry an immense stock of high grade pianes from the leading makers, the list including the Steinway, Weber, Hardman, Wheslock, Brewster, Kimball, Standard, Haines, Weser, Stuyvesant and Hinze uprights, also the Kimball organs. Their specialties include the Pianola pianos, Aeolians, Pianolas, Regina music boxes, talking machines, Washburn mandolins, guitars, banjos, sheet music, music books; in fact everything in the music line. The partners in the firm are Walter D. Moses, the founder of the business, and Louis J. Heindel. Mr. Heindel has been connected with the house twenty-five years, and became a partner on August 1st, 1909. They are members of the Richmond Chamber of Commerce and the Retail Merchants Association.



Sales Room, Southern Antique Furniture Co., 511 East Main Street.

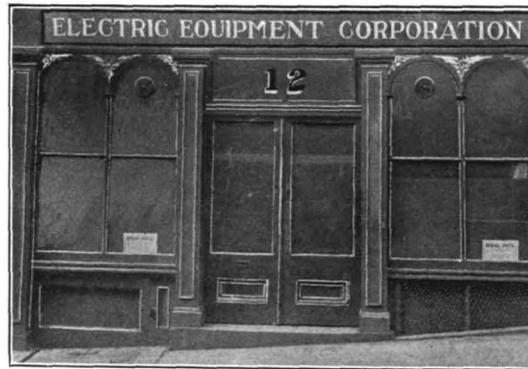
SOUTHERN ANTIQUE FURNITURE CO.

All branches of business activity are represented in Richmond by up-to-date establishments, and the warerooms of the Southern Antique Furniture Company, at 511 East Main street, are of special interest to all who appreciate genuine antiques. The stock on display at these warerooms includes original antiques, Colonials, Chippendale and other artistic furniture, china, silver, bric-a-brac, etc., all of which are guaranteed. Grandfather and English mantel clocks are a specialty. Many rare pieces of antique furniture are on exhibition and visitors are extended every courtesy. Inspection of the stock is invited and encouraged. There is an especially fine display of old Colonial furniture, a great deal of which has been secured from old Virginia mansions, and much has been found in out of the way places, where it had been laid away for generations. The proprietors of the company are R. M. McGeorge and E. B. McGeorge. R. M. McGeorge is the active manager of the business.

W. G. COSBY.

Travelers coming into Richmond, who wish to test the efficiency of a transfer service, operated by an experienced railroad man, should

hold their baggage checks until they leave the train and then inquire for Mr. Cosby's agent on the street at the station. He has no representative on the train. He has telephone connection at the office and at the stable, and all orders receive prompt attention. Wagons call for and deliver baggage in any part of the city, the charges being 25 cents each for trunks, 15 cents for valise, two valises for 25 cents. He will haul baggage from the railroad station to his office, 306 North Ninth street, and hold it until directed to deliver, making only one transfer charge. Mr. Cosby is a native of Virginia.



Offices, Electric Equipment Corporation, 12 North Twelfth Street.

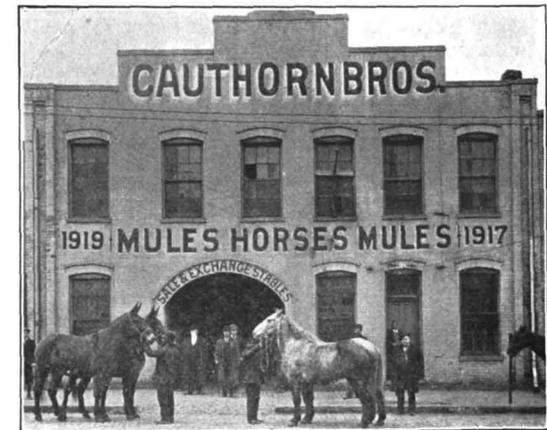
ELECTRIC EQUIPMENT CORPORATION.

The progressive spirit characteristic of Richmond enterprise finds expression in the thriving business done by the Electric Equipment Corporation, (Incorporated), with headquarters at 12 North Twelfth street. This corporation succeeded in December, 1909, to the business formerly conducted by the Ball Electric Co. They do electric work of all kinds, install power plants, motors, etc., do motor work, wiring for lights, bells, telephones and burglar alarms, and have a fully equipped machine shop for all kinds of repairing. They have an extensive business all through Virginia and have had many important contracts, including large fac-

tory installations. They also have a large business in the construction of electric signs, and the erection of same. The business premises are 40x60 feet, and the concern is always ready to estimate on any kind of electrical work and the facilities and equipment are equal to all requirements. All work is done in the most thorough manner, with careful attention to every detail. J. C. Herbert, the manager, is a practical electrician of long experience. He is a native of Virginia.

CAUTHORN BROTHERS.

Every line of industry and commerce is represented in Richmond, and one of the leading concerns in its special line is that conducted by Cauthorn Brothers, with sales stables located at 1917-1919 East Franklin street, dealers in finely bred horses and mules, which they obtain mostly from Virginia. Established twenty-five years ago, these people are competent judges of "horse flesh," and are thoroughly reliable in every respect, and most upright in their dealings. Both H. W. Cauthorn and N. C. Cauthorn are natives of Virginia and are members of the Chamber of Commerce.



Stables, Cauthorn Bros., 1917-19 East Franklin Street.



Factory, Gordon Cigar & Cheroot Co., 10 and 12 North Nineteenth Street.

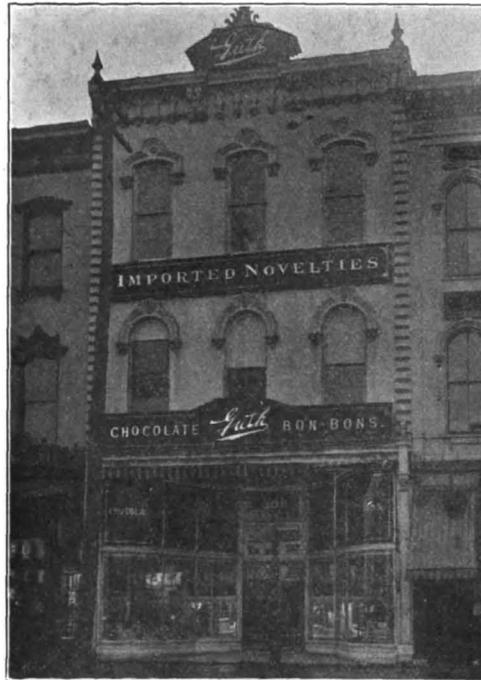
GORDON CIGAR & CHEROOT COMPANY.

The largest single factor in Richmond's commerce is the tobacco industry, and conspicuous among the many concerns engaged therein is the Gordon Cigar and Cheroot Company, Incorporated, with office and factory at 10 and 12 North Nineteenth street. The trade of this company extends all over the United States. They manufacture the celebrated Green Turtle cigars, Blue Mouse cigars and Gordon cheroots. They are independent of any trust and are conducting their business along the most progressive lines. The factory is a four story building, 40 by 170 feet, and the regular force employed numbers one hundred and twenty-five. The company was incorporated in 1905, and the executive officers are J. Stanford Hutcheson, president and treasurer, and C. E. Johnson, vice president and secretary. Mr. Hutcheson is a member of the Commonwealth Club and the Travelers Protective Association.

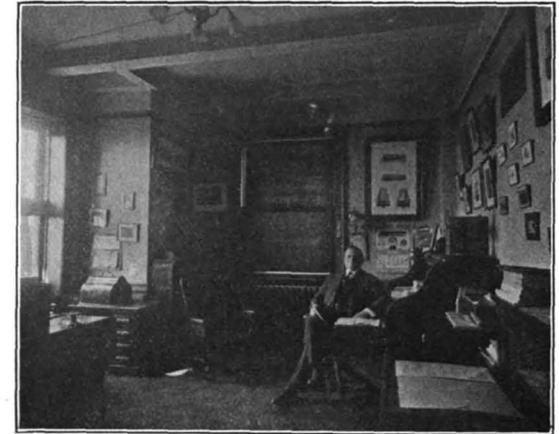
COLE'S CAFE.

This is one of the elite resorts of the city—dainty, refined, restful. It serves the most delicious confectionery and ice cream, chocolates,

fancy cakes and bon bons. It is conducted as a high class resort for ladies and gentlemen and has the regular patronage of the best people. The cafe occupies the first floor of a three-story building at 309 East Broad street, and is beautifully fitted up, the ensemble making a pleasing environment for the enjoyment of the good things which are served. It has seats for 200 people. The candies are made fresh every day and the ice cream, made every day, is the most delicious imaginable. The establishment was opened by the Guth Chocolate Company, who expended \$20,000.00 in fitting it up, making it the finest place of its kind in the State. Harry V. Cole became proprietor of same about a year ago, and under his able



Cole's Café, 309 East Broad Street.



Office, Walter D. Thomas, American Bank Building.

administration, the patronage has very largely increased.

WALTER D. THOMAS.

Richmond is the gateway of the commerce of the South and Southwest, and has a commanding influence on the industrial development of this vast section. An extensive business in railroad supplies and equipment is done by Walter D. Thomas, with offices in the American Bank Building, his territory covering all east of the Mississippi River and south of the Potomac River. He is the representative of the National Dump Car Co., Rodger Ballast Car Co., the Hart Convertible Car and scores of railroad appliances. He is one of the best known men in the railroad equipment business and is president of the A. B. C. Bearing Co., manufacturing journal bearings for cars, with factory in Chicago, Ill. A native of Baltimore, Md., Mr. Thomas became a resident of Richmond six years ago. He is a director of the West End Bank and as a member of the Chamber of Commerce, Business Men's Club, Hampton Roads Yacht Club and Virginia Country Club.



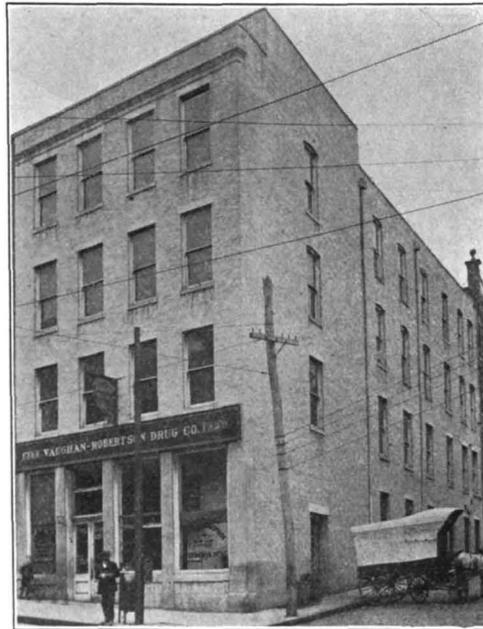
W. B. Catlett Electric Co., 525 East Main Street.

W. B. CATLETT ELECTRIC CO.

This firm, operating in the capacity of electrical engineers and contractors, succeeded three years ago to the old established business of Catlett & Taylor. At their warerooms, 525 East Main street, they make the largest and finest display of electric and combination fixtures in the entire south. Their line of artistic chandeliers is up-to-date in every particular, and includes many striking and beautiful effects by the best experts. Wiring of residences is a specialty and they have been engaged on many of the finest houses in Richmond. They do an extensive business in house and factory lighting, installation of plants and expert work. They draw up plans and specifications for all classes of electrical work and supervise installation. They had the wiring and fixture contracts for the Raleigh Flats, Jefferson Club and a very large number of fine residences, and in all cases their work has given satisfaction in every particular. W. B. Catlett, the head of this business, is a native of Richmond, and has been in the electrical business fifteen years. He is a member of the Knights of Pythias, Sons of Jove and the Builders' Exchange.

VAUGHN-ROBERTSON DRUG COMPANY.

This firm ranks among the best known and most reliable importers and wholesale druggists in the entire South. In their four-story building, 40x150 feet, at 1326-1328 East Main street, they carry everything in the drug line which could possibly be required, and employ a force of seventeen in their store. The business is not confined to the state of Virginia, but is thoroughly covered by an efficient corps of travelling salesmen, six in number, who call on the trade in both the Carolinas and West Virginia as well. The firm is a member of the Chamber of Commerce. Both heads of the company, Mr. Josiah Vaughan, president, and Mr. C. B. Robertson, its secretary and treasurer, are competent and thoroughly trained to handle the business in which they are engaged.



Vaughn-Robertson Drug Co., 1326-28 East Main Street.



Southern Nickel Works, 824 West Broad Street.

SOUTHERN NICKEL WORKS.

This enterprise was established six years ago and its activities include polishing, buffing, silver, nickel and copper plating. The relacquering of chandeliers is a specialty. The shops occupy a two-story building, 30x60 feet, at 824 West Broad street, and have an up-to-date equipment in every department. An increasing volume of business comes from Richmond and vicinity and the reputation of the works for reliable work at reasonable prices, brings a great deal of business from a distance. In the refinishing of old chandeliers and all kinds of decorative metal work this concern is unexcelled and many examples of its restorations are found in the best houses in Richmond, where decorative metal of historic interest has been restored to its original beauty of finish.

The business is owned and operated by W. H. Lucy, H. S. Lucy and W. H. Lucy, Jr. Mr. W. H. Lucy is the manager.

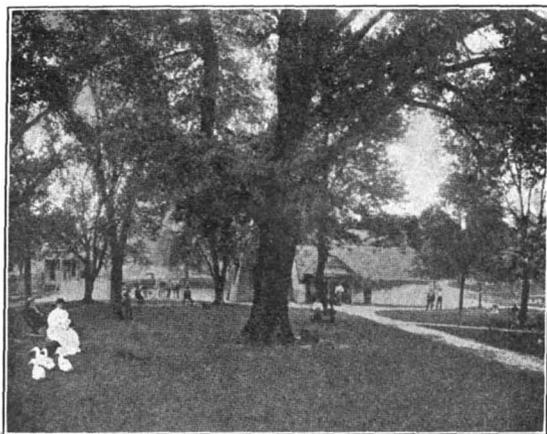
H. GRIMMELL'S SONS.

A conspicuous example of the progressive spirit so characteristic of Richmond enterprise, is found in the old established house of H. Grimmell's Sons, at 304 East Broad street.

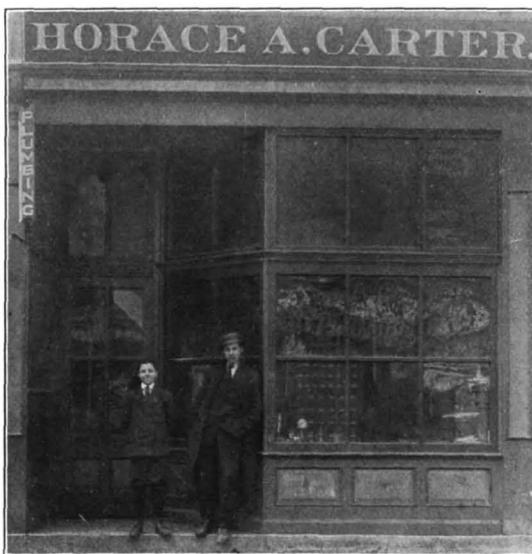
The members of the firm are Wm. Grimmell and H. F. Grimmell. They are natives of Richmond, and are members of the Chamber of Commerce. They do plumbing in all its branches, tinning, steam and gas fitting and are dealers in stoves, ranges and chandeliers. The business premises comprise three floors and basement, with an aggregate area of 15,000 square feet. In their contract department, Messrs. Grimmell are always ready to furnish estimates and they have had the plumbing and other work on many of the finest homes in Richmond. This house was established in 1858, by H. Grimmell, and was conducted under that name until 1906, when the sons of the founder succeeded to the proprietorship under the present firm style.

HORACE A. CARTER.

Modern plumbing demands an acquaintance with every modern improvement in manufacture, method and system of installation, and the skill and conscientious work of Mr. Carter in the matter of intelligently handling the problems of sanitation and drainage commands a wide appreciation. He is a practical plumber of long experience and keeps closely in touch with all the latest improved systems and in the



View at Fonticello Lithia Springs.



Horace A. Carter, 409 East Marshall Street.

setting of all new styles of water closets and of fine bathroom fixtures he is unexcelled. Another specialty of his business is bar fixtures. He is agent for the Cleveland beer pumps and carbonators and he has had the plumbing installations for bar fixtures and toilet rooms in many of the finest establishments in the city. He has a well equipped shop at 409 East Marshall street and carries a large stock of supplies and is always ready to estimate on contracts and gives prompt attention to jobbing, doing all work in the most expert manner. Mr. Carter is a native of Virginia.

FONTICELLO LITHIA SPRINGS.

The water from these celebrated springs was awarded first premium at the Virginia State Exposition in 1894, and has received other high awards since then. It contains only such minerals as are needed and they are so blended by nature as to be of the greatest benefit to the patient. Being absolutely free from organic

matter, it will keep indefinitely, and it is so pure, soft, light and pleasant to the taste that it can be drunk as desired without fullness or discomfort. The water is especially recommended by the medical fraternity for indigestion, kidney troubles and the like, and Fonticello Spring Water is known to physicians as one of the most health giving and curative waters in the world. It is for sale at all leading druggists in this section, and shipments are made to all parts of the United States and to Europe in cases of twelve half-gallon bottles and five gallon demijohns, crated. W. G. Taylor is the proprietor of the Fonticello Lithia Spring, and has his city office at 631 East Main street.

CONNECTICUT PIE COMPANY.

This concern, established in 1901, is the only exclusive pie bakery in Richmond, and has a large and flourishing trade through Virginia and North Carolina. They make pies of all kinds, the real old fashioned pies, of a quality and flavor that are unexcelled. Every pie has their trade-mark, the Star and Crescent, and the initials, "V. D. & Co." are stamped on each one. The bakery at 611 North Seventeenth



Connecticut Pie Co., 611 North Seventeenth Street.

street turns out from 5,000 to 10,000 pies a day, and ten wagons are run in the city delivery. The plant occupies a two-story building, 40x60 feet. W. E. Van Deusen and H. C. Chamberlayne comprise the company, which is a member of the Chamber of Commerce. Mr. Chamberlayne is manager of the company's workings.

KELLAM HOSPITAL, INCORPORATED.

Richmond is not only a commercial, industrial and financial metropolis, but is a center of culture and refinement, and as an example of practical philanthropy it has the Kellam Hospital, at 1617 West Main street. This is one of the world's most famous and successful institutions for the treatment of cancers, tumors and chronic sores, without the use of the knife. Kellam Cancer Hospital was originally established at Hinton, West Virginia. It was removed to Richmond ten years ago, to obtain better facilities and more convenient accessibility. It is now incorporated, with an ample capital and occupies commodious quarters at 1615 to 1623 West Main street, where the large buildings, with light and air on all sides, have been admirably fitted up for hospital purposes.



Kellam Hospital, 1615-23 West Main Street.



R. H. Hardesty Co., 608-12 North Seventeenth Street.

In the successful treatment of the diseases, of which it makes a specialty, this hospital has a world wide fame. The physicians in attendance are eminent specialists, and the course of treatment at this hospital effects a permanent cure, without the use of the knife or the X-ray. The hospital is endorsed by the Senate and Legislature of Virginia, and it has a large list of testimonials. The officers of the corporation conducting this hospital are Fred. C. Kellam, president; Frank G. Kellam, vice president, and Dr. Harry Kellam, secretary and treasurer.

R. H. HARDESTY CO.

An example of prosperous growth in Richmond is found in the R. H. Hardesty Company,

manufacturing confectioners, who started with a barrel of sugar and sixty cents in money. At the present time their plant at 608, 610 and 612 North Seventeenth street, has five floors and a floor space of 16,500 square feet. It is equipped with the latest and best machinery and the regular force employed numbers ninety-six. They make stick candy, penny goods, mixtures, cream bon-bons, staple and high grade chocolates, and their trade-mark is recognized as a guarantee of quality. They have an extensive business all over the South and their trade even extends north into New York and Pennsylvania. Five traveling salesmen are kept on the road, and the concern has an efficient organization in every department. The business is incorporated with ample capital. R. H. Hardesty is president, and C. E. Lackland, secretary and treasurer.

FEILD PLUMBING AND HEATING CO.

Although incorporated but a few months, this concern has been carrying on a successful and prosperous business at 8 South Twelfth street under the firm name of Feild and Com-



Feild Plumbing and Heating Co., 8 So. 12th Street.

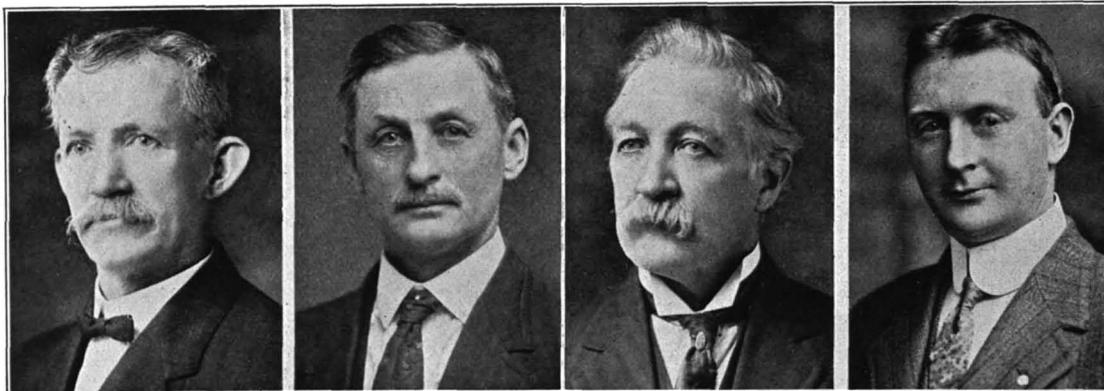
pany for the past six years. While there may be firms in this city who perhaps might be considered to do a larger volume of business, there are none who have the steady and ever-increasing business that is carried on. They employ regularly eight to ten workmen and make a speciality of plumbing and heating among the fine residences, of which Richmond is so proud. It is not always the volume of trade handled which makes a business profitable, but it rests almost entirely upon the class of customers handled by the company. These people cater to the best trade in the city, who have found out after years of experience, where to go when they want a job well and thoroughly done. B. P. Field, President; H. S. Morrison, vice-president, and N. T. Cook its secretary and treasurer, are natives of Virginia.

VIRGINIA PLUMBING & HEATING CO., INC.

This company, incorporated September 1, 1907, has commodious offices at 26 North Ninth street. Its president, H. M. Delaney and its secretary and treasurer, H. N. Francis, are both natives of Virginia and gentlemen of sterling worth and integrity. They have handled some of the largest heating and plumbing contracts in the city, among which, may be mentioned the heating of the City Auditorium and



Virginia Plumbing and Heating Co.



Jas. C. Bowman

W. C. Schroeder,

Cal Husselman,
Firm, Schroeder & Husselman.

George O. Ruehl

Raleigh Apartments, the heating and plumbing of the Southern Bell Telephone Exchange, Railroad Y. M. C. A. Building, Refectory Building of the Union Theological Seminary; and also the heating and plumbing contracts of the Country Club of Virginia and the plumbing contract of Gresham Court. They handle besides their plumbing business a growing trade in grates, filters, ranges, furnaces, also tiling, mantels, etc.

SCHROEDER & HUSSELMAN.

Examples of vigorous growth and development are found in every department of Richmond's activity, and among the concerns aiding this development is Schroeder & Husselman, whose offices are at 1301 East Main street, from which they conduct an extensive business in farms, timber lands, mills and suburban homes. Descriptive lists of properties for sale by this firm will be forwarded on application. They have a most efficiently organized office and make a speciality of furnishing correct abstract of title and of protecting the interests of their clients in every particular. The individual partners are W. C. Schroeder and Cal Husselman, Mr. Schroeder is a native of Minnesota and Mr. Husselman of Indiana.

THE GREAT ATLANTIC & PACIFIC TEA CO.

As long ago as 1876, this company, the largest importers, coffee roasters, manufacturers and retailers of teas and coffees in the United States, opened a branch in Richmond. They now operate two stores in this city, one at 605 East Broad street, the other at 1559 East Main street. Both stores are attractively fitted up and besides selling the choicest teas and coffees, retails also a full line of the best imported and domestic staple and fancy groceries, with which they give souvenirs of beauty and utility. Customers who began buying teas and coffees of this company in 1876 have continued their patronage ever since, and the list of regular patrons has increased with each year. James C. Bowman is the manager of both stores. Mr. Bowman has been with the company thirty-two years and has been manager at Richmond for thirty years, and the large business done by the stores in this city is largely the direct result of his efforts.

GEORGE O. RUEHL.

Mr. Ruehl's offices are at 600 East Main street. He is the representative from Richmond to Jacksonville, Florida, of the Hazel-Atlas Glass Co., which has five plants in the North. He also represents the Cambridge Glass Com-



E. K. Victor

Frank H. Rowe,
Firm, Frank H. Rowe & Co.

F. C. Jones,

H. Spiller Kelley

pany, of Cambridge, Ohio, the Hinde & Douch Paper Company, of Sandusky, Ohio, and the American Metal Cap Company, of New York, and the American Glass Company throughout the same territory. Besides this he has the city agency for the Whitney Glass Company, of Glassboro, N. J., and the Newark Cork works of Newark, N. J., the list of goods handled including, not only glassware but labels, corks, bottles, druggists', distillers', and bottlers' supplies. In each and all of these specialties, Mr. Ruehl has developed an extensive business. He is a member of the Westmoreland Club and has applied for membership in the new Country Club and the Traveler's Protective Association.

FRANK H. ROWE & COMPANY.

With the modern development of Richmond along all lines of business activity, it has steadily increased in importance as an insurance center, and the volume of business now handled through Richmond offices reaches an immense total. Frank H. Rowe & Co., with offices at 210 Mutual Building, occupy a leading position among the leading insurance agencies in the city. They are general agents for the state of Virginia for the United States Casualty Co., Empire State Surety Co., Maryland Life Insurance Co., Indiana & Ohio Live

Stock Insurance Co., and the following fire underwriting corporations: Michigan Commercial Insurance Co., Globe Underwriters Insurance Co., Delaware Insurance Co., and the Virginia State Insurance Co., and underwrite fire, life, health, accident, credit, liability, elevator, burglary, sprinkler, plate glass, steam boiler, automobiles, surety bond, physicians' defense and live stock insurance. Frank H. Rowe and Fairfax C. Jones, who compose the firm, are natives of Virginia, and have a large and influential personal and business connection.

E. K. VIETOR & CO.

Tobacco is the leading industry in Richmond and the city is one of the largest tobacco manufacturing centers in the South. The product, valued at over thirty-five million dollars a year, is shipped to all parts of the world. One of the largest houses in the trade is E. K. Vietor & Co. with office in Richmond and factory in Manchester. The factory has a capacity of 50,000 pounds a day and storage room for 6,000 hogsheads. The plant also includes a stemmery. The warehouses, one-story buildings, cover two city blocks. The factory is 150x80 feet and the concern owns five acres of ground around the buildings. E. K. Vietor, proprietor of the business, has been established twenty-five years. He

is a native of Germany and is German Consul at Richmond.

KELLEY & DUDLEY.

This firm operating as manufactures' agents and merchandise brokers, does an extensive business as jobbers in specialties, and is exclusive agent for the J. E. M. Milling Co., American Preserve Co., of Philadelphia, and the Baltimore Chewing Gum Co. The business has been built up by energy and close application, coupled with intelligent enterprise and reliable dealing. H. Spiller Kelley and Beverley R. Dudley, are the individual members of the firm. They began business here in 1895, and have steadily extended their facilities for supplying Richmond trade, now occupying three large warehouses at 1009, 1011 and 1013 East Cary street and 1011 Basin Bank, where they carry an immense stock and are always prepared to fill orders in any quantity.

H. A. HARE LUMBER & BOX CO.

This enterprise has been established twenty years, was incorporated four years ago, the present style of the company taking effect this year. They are manufacturers of sash, blinds, doors, packing cases, mouldings, window and door frames, and all kinds of rough and dressed lumber for building purposes, and cut bill timber to order. Their office is at Fifteenth and Leigh streets and they occupy extensive prem-

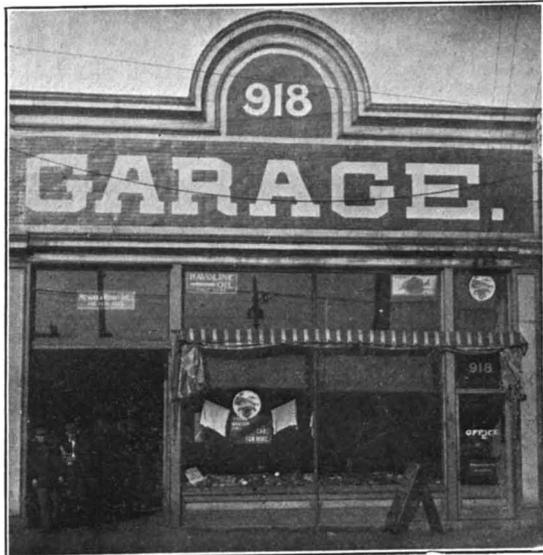


H. A. Hare Lumber and Box Co.

ises. They have two yards. The one where the mill is located, occupies the entire block bounded by Fourteenth, Fifteenth, Leigh and Clay streets. The other is on the south side of Leigh street, and is 45x230 feet in dimensions. They have a large planing mill and box factory. They have a very large business with Richmond contractors and builders in lumber and trim and they have a well earned reputation for reliability in making deliveries. H. A. Hare, president and treasurer of the company, and J. C. Sanders, secretary, are natives of Virginia.

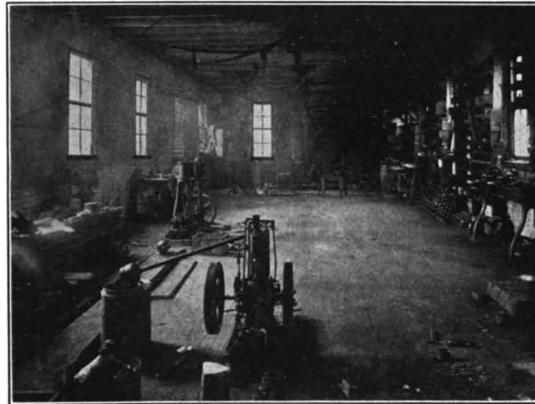
CITY TAXICAB COMPANY.

Richmond has all modern conveniences, including an up-to-date automobile service by the City Taxicab Company, of which V. Donati, is president; S. B. Brady, vice president, and F. V. Norton, secretary and manager. This company has closed cabs and touring cars for hire at the rate of \$3 per hour, and gives special



City Taxicab Company

attention to theatre parties, balls, etc. All cars are kept in perfect condition and are driven by experienced chauffeurs. They are always ready for service and the prompt attention given to all calls is a great convenience when a car is needed for any service. The headquarters of the company are at the Jackson Garage, 918 West Broad street. This is also the agency of the Jackson "30," a car which sells at \$1,250. A large number of these cars are now in service in Richmond and vicinity, and every one is giving entire satisfaction.



Machine Shop, Thos. T. Hulcher

THOS. T. HULCHER.

The vigorous growth and development manifest in every department of Richmond's activity are exemplified in the machine shop of Thomas T. Hulcher, at 710 East Main street. Mr. Hulcher, who is a practical machinist of long experience, established in business for himself, in 1906, with a small shop and modest equipment. To-day he has one of the best equipped machine shops in Richmond, with up-to-date facilities for doing all kinds of work, large or small. He builds and repairs machines and engines of every description, and nothing in this line is too large and nothing too small for him to undertake successfully. All work, whether large or small receives the



Franklin Manufacturing Co.

same careful attention to detail. Besides the excellent equipment at this shop, patrons have the advantage of the long experience and high skill of Mr. Hulcher, who is an expert in the most difficult machine work.

FRANKLIN MANUFACTURING COMPANY.

Richmond is the natural gateway for the commerce of the South and Southwest, and the products of the city's manufacture are sent far and wide. This is especially true of the output of the Franklin Manufacturing Company, which is now in demand in all parts of the United States. This company was incorporated in 1905, and began business by putting on the market chewing gum of superior quality. They put out a gum of superior flavor, giving a delicious and lasting chew; a double thick block which does not dry up quickly like the thin sticks, and each block wrapped separately. Having a good article, they put it on the market in a way to make it go, and the progressive lines on which the business has been conducted from the start, have built up for the Franklin gums a steadily increasing sale. Their principal



O. G. McGee & Son

brands are Franklin Blocks, Coca Cola Pepsin Spearmint and First Fruit. The new sanitary package put out by this company has made a large increase in the sales. The factory, at 2405 East Franklin street, is a five-story building, 40x60 feet, and has an up-to-date equipment. A prominent feature is the extreme cleanliness in every department and the care taken through every process of manufacture to insure absolute uniformity in quality and flavor. The regular force employed in the office and factory numbers fifty, and six traveling salesmen are kept on the road. The officers of the company are W. S. Wortham, president; H. L. Heartwell, vice president; R. C. Wortham, Jr., secretary and treasurer.

O. G. MCGEE & SON.

This firm which succeeded six months ago the Wood Machine Co., does a lucrative business in the manufacture of machinery, and makes a speciality of repair work. They have a two-story plant 50x160 feet at 2310-12 East Main street, which is well equipped and em-

ploy a force of fifteen men. Their business has always been conducted on a strictly up-to-date and upright basis, which accounts largely, no doubt for the great success which this company has met with, and the excellent reputation for good workmanship which they enjoy throughout the Southern States. Both O. G. McGee, and his son, J. H. McGee, are exceedingly genial men, and have had long and valuable experience in their line of business.

VIRGINIA EQUIPMENT & SUPPLY CO.

The activities of this company include the installing of heating, ventilating and power apparatus, and the handling of and erection of



*Concrete Structural Work on Gresham Apartment,
Virginia Equipment & Supply Co., Contractors.*

structural materials, engines, boilers and general machinery. They have extensive yards and warehousing facilities and their offices are at 305 and 306 Bank of Richmond building. They did the structural work on the Gresham Court Apartments, Stump's Hotel and the McGraw & Yarbrough warehouse, each of which is of reinforced concrete and an example of the latest and best type of modern construction. They employ at times as many as 200 men, according to the requirements of their contracts. The company is incorporated under Virginia laws. Morgan R. Mills is president

and N. Thos. Mosby, vice president, both of whom are natives of Virginia. Mr. Mills is a member of the Chamber of Commerce and the City Council.

AMERICAN WRITING MACHINE COMPANY.

Prominent among the many flourishing business houses, of Richmond is the American Writing Machine Company, whose offices are at No. 605 East Main street. No enterprise in the city perhaps has contributed so largely to the comfort and saving of time of its business population as has this concern. The American Writing Machine Company, recently called themselves The Typewriter Exchange, but on account of the name being confused with small concerns in their territory, they decided to use their incorporated name. With the amount of business prosperity that exists in this city, there is a constant demand for this labor-saving machine, the typewriter, and at the American Writing Machine Company, one may find almost any make of machine which he may purchase at a reasonable figure, or if desired, rent at an exceedingly low price per month. These people do all sorts of rebuilding



Richmond Branch, American Writing Machine Co.

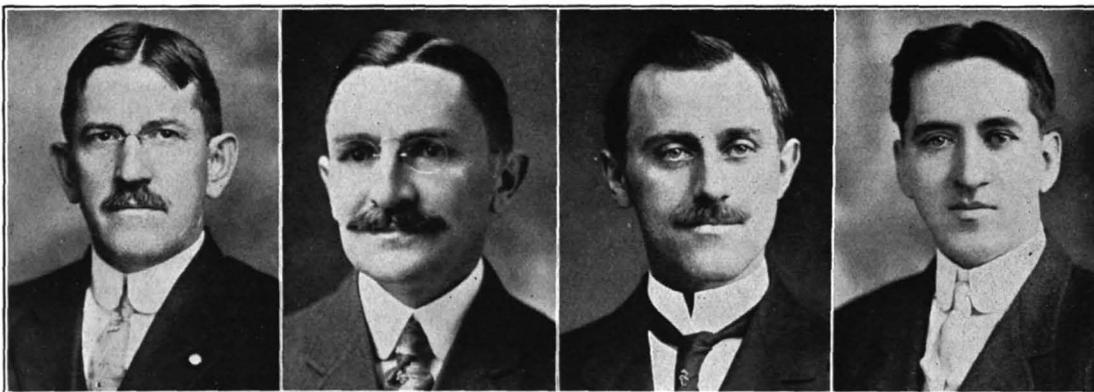
and repairing as well as selling, renting and exchanging typewriters, and by their thoroughly up-to-date and business like methods have gained the esteem and good will of the entire community. The Manager of the American Writing Machine Company, E. J. Sullivan is an exceedingly able and particularly agreeable and courteous gentleman to deal with. He is ever ready to answer any questions and it is largely through his competent and careful management that the American Writing Machine Company owes its success in this section to-day. Mr. Sullivan has been with the firm for some years and thoroughly understands every branch of the typewriter business. He is prominent socially in Richmond and is a keen business-getter.

MILLER & COMPANY.

As a financial center Richmond is pre-eminent in the South and its prestige is increased by the location here of several branches of New York houses. Among the most important of these is Miller and Company, bankers and brokers, whose Richmond offices at 1107 East Main street handle a very extensive volume of business in stocks, bonds, cotton and grain. Miller and Company are members of the New York Stock Exchange, New York Cotton Exchange and the Chicago Board of Trade and have direct wire connection. Orders placed with their Richmond office are executed immediately on the floor of the Exchanges. This office has the patronage of the principal operators in Richmond and vicinity and the large extent of its transactions is very largely due to the personality of E. L. Roden, the local manager, who took charge here three years ago. The market reports from this office are of great assistance to the customers and give information which is exclusive and valuable. Orders are executed on all exchanges for investment or on margin.

THE CAPITOL SAVINGS BANK.

This institution was chartered under the laws of Virginia in 1896. It has a capital stock of \$50,000, fully paid. The statement made at the close of business, November 16th, 1909, to the State Corporation Commission, showed



*E. L. Roden,
Mgr. Miller & Co.*

*R. M. Kent, Jr.,
Cashier, Cap. Sav. Bank.*

*Chas. Haight,
Prop. R'd. Burial Co.*

*Harvey W. Walden,
Walden, The Cleaner.*

a surplus of \$17,359.10; deposits amounting to \$562,786.34, and total resources of \$630,145.44. Of its resources, it had \$543,267.46 in loans and discounts and \$50,426.68 in bonds and securities. A general banking business is done and every modern facility is offered to patrons. The savings department is equipped with every helpful facility and pays four per cent. interest. The officers and directors are J. G. Pollard, president; Jonathan Bryan, vice president; R. M. Kent, Jr., cashier; Clinton L. Williams, assistant cashier. Directors: Jno. Bagby, Jonathan Bryan, C. L. Fairbank, A. R. Holladay, Robt. Lecky, Jr., C. C. Pickney and J. G. Pollard. The bank has membership in the American Bankers' Association and the Virginia Bankers' Association, and R. M. Kent, Jr., the cashier, is vice president for Virginia of the savings bank section of the American Bankers' Association.

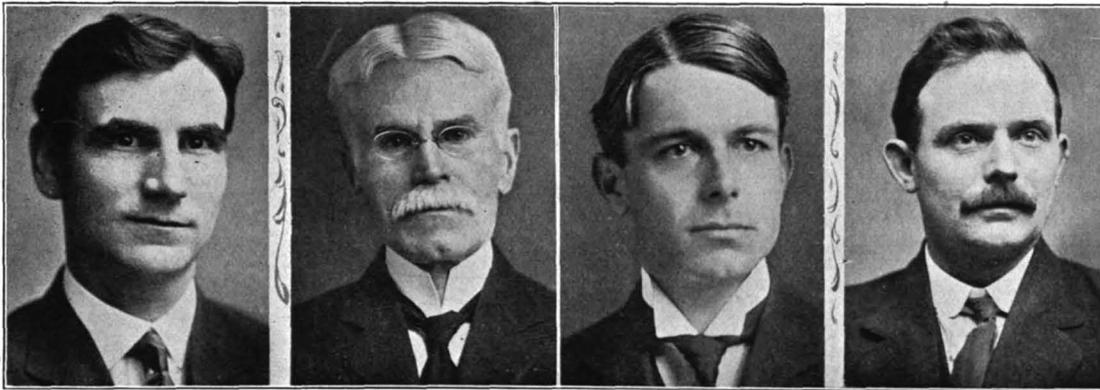
RICHMOND BURIAL COMPANY.

This company is independent of the undertakers' trust and is organized and conducted along the most progressive lines. The business premises at 114 North Seventh street have an up-to-date equipment and are open day and night, in readiness to give prompt attention to all calls. A full line of coffins, caskets and un-

dertakers' supplies is carried in stock, the stock averaging from \$1,500 to \$2,000 in value. The charges of this company are most reasonable, the charge for a high-class complete funeral being \$75, and the same careful attention to detail being given in the simplest as well as the largest. Mr. Charles Haight, the proprietor, comes from Philadelphia, and is an undertaker of long experience. He was for a time connected with Oliver H. Bair, of Philadelphia, who conducts the largest and finest undertaking establishment in the world.

WALDEN, THE CLEANER.

In the many conveniences of life which exist in Richmond, Walden, "The Cleaner," renders a most important service. The activities of this establishment include cleaning, dyeing, pressing and repairing, and as the stylish custom renovators of Richmond, has a large patronage. The premises at 615 East Main street are especially equipped for the business and have the latest improved facilities, which are adequate for handling 500 suits a week. This is the only establishment in the city where a suit can be cleaned, dried and pressed in one hour's time, and because of same enjoys a large patronage from traveling men, through whom the reputation of Wal-



C. M. Selph,
Sec. and Treas. So. Pipe
Covering Company.

S. H. Cottrell,
Firm, S. H. Cottrell & Son.

W. C. Cottrell,

I. T. Skinner
Architect.

den, "The Cleaner," has gone far and wide. The business is incorporated with ample capital, the manager being Harvey W. Walden, who has been at the head of same for the last fifteen years.

SOUTHERN PIPE COVERING COMPANY.

This company are jobbers, contractors and manufacturers of high-grade asbestos-magnesia, steam pipe and boiler coverings, asbestos roofings, packings and cements, ammonia, brine and cold water pipe coverings; are insulating contractors for heat, cold and sound, and make a specialty of cold storage insulating. They are Richmond representatives of the H. W. Johns-Manville Co., of New York, and the York Refrigerating Machine Co. Among their recent large contracts is the work in their line for the cold storage plant for C. Haase & Sons, on Broad street, pipe covering for the American Locomotive Works, W. S. Forbes Co., Home Brewing Co., Hotel Jefferson, Central Young Men's Christian Association and the Railroad Young Men's Christian Association. The headquarters of the company is at 20 and 22 Governor street, and the officers are A. L. Mull, president; C. F. Paul, vice-president; C. M. Selph, secretary and treasurer. The firm is a member of the Builders' Exchange and the Business Men's Club.

S. H. COTTRELL & SON.

The operations of this firm covers a dealing in coal, coke and wood, at 1103-1117 West Marshall street. The yard has a front of 150 feet and is 130 feet deep. It has all the latest improved facilities including a trestle from the R. F. & P. railroad, delivering cars direct. A specialty is made of the best grades of steam and domestic coal from West Virginia and Pennsylvania and an extensive business is done at wholesale and retail. A very large family trade is supplied in the West End and full weight of clean coal is always delivered. During the summer and for a season of about seven months, they also do street sprinkling. Samuel H. Cottrell and Walker C. Cottrell, who compose the firm, are natives of Virginia.

I. T. SKINNER.

One of the leading architects in Richmond is Mr. I. T. Skinner. The Allen Avenue Christian Church and the residences of T. T. Adams and Mrs. Carrie V. Cloplin are examples of the work done by Mr. Skinner. He has taken a high rank in his profession and his work shows an originality of conception and a careful attention to detail, with adherence to the best standards of architecture, which assure a still higher

prestige and a wider reputation. He is prepared to give satisfaction as to cost as well as in design and finish and the excellent record which he has made deserves special attention. His office is at 920 East Main street.

TRESNON & JENNINGS.

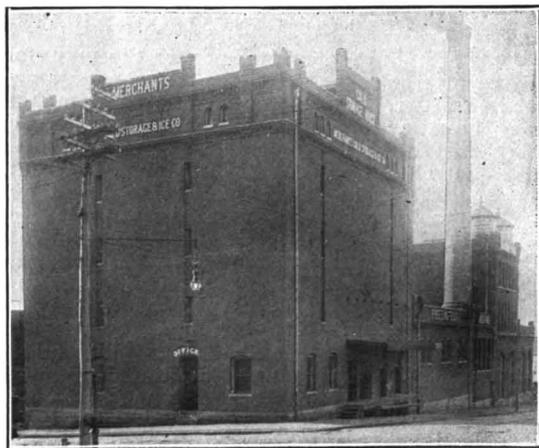
The field of electrical construction and equipment, which has such an important relation to modern progress is well represented in Richmond, and among the leading electrical contractors here are Tresnon & Jennings, at 18 North Seventh street. Wiring and lighting installations form the principal part of their business and they have ten employes who work under their personal supervision. In all their work they adhere to the regulations of underwriters in every particular and their installations have the largest element of safety as well as of efficiency and economy. One example of their work is the wiring and lighting of the Country Club. They are prepared to furnish estimates on any kind of electrical work and to guarantee satisfaction. The individual partners are J. J. Tresnon and W. B. Jennings. Both are natives of Virginia.

CREERY SHIRT COMPANY, INCORPORATED

This company's operations cover the manufacturing of men's fine shirts, underwear, pajamas, etc., to order, and as fine custom shirt makers they have a reputation which is excelled by none. Startling with the extensive business formerly controlled by Constable Brothers, they have largely increased and extended the same and they now hold a reputation as the leading house in the South in their line. They have a number of traveling salesmen on the road, all over the South, taking orders and measurements, and their list of regular customers is steadily growing. The business premises occupy a large building at 713 East Main street, where they have a large regular force employed, and the quality of all the work is kept up to the highest standard. The company was incorporated three years ago, W. S. Constable is president and treasurer and J. L. Creery, manager and secretary.

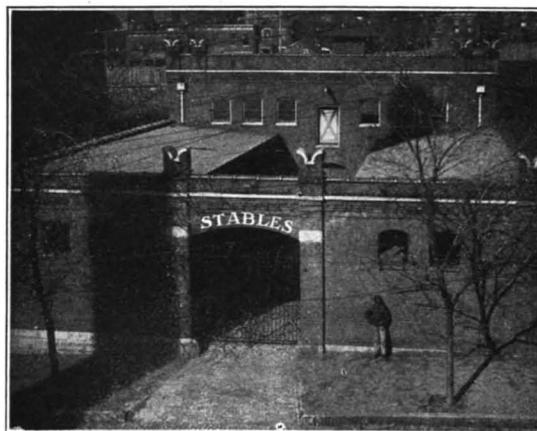
MERCHANTS' COLD STORAGE AND ICE MANUFACTURING CO.

Richmond has a commanding importance as a commercial center and its influence is increased by the excellent facilities which have been provided with such liberal enterprise for the convenient handling of all classes of trade. In this connection the facilities provided by the Merchants' Cold Storage and Ice Manufacturing Company are of special importance. The main plant of the company is at the corner of Sixth and Canal streets, and covers one-half a city block. The main building is six stories high. This plant was erected in 1900, after a careful inspection of the most modern refrigerating plants in America, and for its design and construction, the best features in each were selected and adopted, with the result that the plant is the most perfect that inventive skill can devise, and no expense has been spared to secure the best results in economical handling, perfect insulation, lowest insurance and most approved methods, including duplicate machinery which enables the company to maintain an even temperature even if one set of machinery becomes disabled from any cause. Later the company built another large warehouse,



Merchant's Cold Storage & Ice Manufacturing Co.'s Plant, Corner Sixth and Canal Streets,

which is equally as modernly equipped as the first. It is located at the corner of Sixth and Byrd streets. Included in the equipment is an ice plant with a capacity of 80 tons a day. The power house and boiler rooms are fire-proof, and all machinery is in duplicate. The ice is made from distilled water furnished by artesian wells on the premises. The warehouse has cooling and storage rooms for eggs, butter and cheese; rooms for furs, rugs and carpets, with protection against moths guaranteed, and convenient storage for fruits and produce, and freezing rooms for butter and fish, and special facilities for the care of apples. The facilities of this company are used by mer-



*Stables,
Merchant's Cold Storage & Ice Manufacturing Co.*

chants, hotels and restaurants for cold storage. They also furnish refrigeration for the Richmond branch of the Anheuser-Busch Brewing Association, and the Schwartzschild & Sulzberger Beef Company's plant. Another important feature of the business is the icing of refrigerator cars. The warehouses have direct connection with every railroad in and out of Richmond. The company was incorporated in 1909 with a capital of \$200,000. The executive officers are Jos. Stumpf, president, Phil. G. Kelly, vice-president, and E. A. Stumpf, secretary and treasurer and general manager.



Merchant's Cold Storage & Ice Manufacturing Co.'s Plant, Corner Sixth and Byrd Streets.

RICHMOND BAZAAR.

These commission and sales stables present a most busy and exciting scene every Tuesday and Thursday when horses and mules from all over the South are sold at auction. The stables are located in a large building 100x120 feet in dimensions at the corner of Nineteenth and Franklin streets, and although the business commenced only nine years ago, has already assumed proportions far exceeding anything anticipated. Mr. Lasiter the proprietor is a native of North Carolina, and as a judge of fine stock he has no rival in the South. He is a man whose keen judgment in the purchasing of horses may be strongly relied upon. He is a member of the Chamber of Commerce.

THE VALENTINE AUCTION CO.

Thousands of people go for bargains in almost everything of human use, and especially the great miscellany of things for household use to this company. Consignments of all kinds



Valentine Auction Co., 618 East Broad Street.

are solicited and quick sales and prompt returns are guaranteed and special attention is paid to sales at private residences and to administrator's, commissioner's, trustee's and executor's sales, as also to wreck sales by water or rail and unclaimed freight, etc. Regular auctions are held at 10:30 A. M., at the auction warerooms, 618 East Broad street, on Mondays, Wednesdays and Fridays, and at these sales furniture, carpets, fine arts, horses, vehicles, etc., are offered for sale. Besides these auction sales, the company retails goods at all times and offers at bargain prices, office and store fixtures and household goods of all kinds and description. J. H. Valentine is manager of the business.

THOMAS L. ALFRIEND & SON.

This agency was established in 1857; its officers are on the third floor of the Mutual Building and it does an extensive business in fire, marine, automobile, steam boiler, accident,

employers' liability and bonding and represents some of the largest and strongest companies, including the Hartford Steam Boiler Inspection and Insurance Company, of Hartford, Conn., and the Employers' Liability Assurance Company, of London, Eng. The list of clients includes the leading manufacturers and commercial houses in Richmond and the volume of insurance placed is steadily increasing. Otis M. Alfriend, the proprietor and manager is a native of Virginia and ranks among the foremost insurance men of the South. He is a member of the Chamber of Commerce and the Westmoreland Club.



Richmond Coal Co., 1811 East Cary Street.

RICHMOND COAL COMPANY.

Dealing in the best quality of domestic coal for cooking and heating, this company also carries in stock all sizes for stoves, ranges and furnaces. The business facilities are adequate to the convenient handling of the extensive trade. The premises are at 1811 East Cary street, and are 100x200 feet in area and ten teams are engaged in the delivery service.

They are also agents for the Chamberlin Metal Weather Strip Co. The business is under the management of John M. King.

FEDERAL CIGAR COMPANY

Many and diversified industries contribute to the sum of Richmond's prosperity, and one of the most important is the Whitlock Branch of the Federal Cigar Company, the buildings of which extend from Main to Cary and from Twenty-third to Twenty-fourth streets. The output of this great plant is one million cigars a day and it gives employment to two thousand people. This industry is of interest not only because of the size of the plant and its immense output, but by reason of the care and attention given to the health, comfort and well-being of its employees. The buildings are all of the most modern construction, are fire-proof, with high ceilings and are well lighted and ventilated. The heating and ventilation are by the blower system which draws fresh air from the outside and distributes it at a uniform temperature through the entire factory from the first to the sixth floors. In the summer the air is cooled by refrigeration, and in the winter it is heated by first passing over steam coils. At all seasons there is a constant circulation of fresh air through the entire plant. Of the two thousand employees, about eighty per cent. are young women and girls, and especial provision



Whitlock Branch, Federal Cigar Co., Main and Cary, 23rd and 24th Streets.

is made for their comfort, convenience and health. On the first floor of the building fronting on Main street is located the ladies' dressing and dining room. Each employee is furnished, free of charge, with an individual locker for her own personal use, where she can keep such clothes and personal effects as she may desire. Connected with the dressing room is a small room in which is kept all medical supplies necessary in case of emergency and for administering to any employees that may be taken sick while at work. A matron is in charge at all times, and a physician calls regularly every day at eleven o'clock and can be consulted free of charge by any employee who feels indisposed. There is also a dining room where hot meals are served at cost, furnishing the best meats, vegetables, etc., that the Richmond market affords and a wholesome and appetizing menu. One result of this care is that the company has a bright, intellectual and healthy force of employees, expert in their work, and making cigars of exceptional and uniform quality. One of the great advantages to a city having such a plant is the large number of women and girls who are furnished employment with such exceptional opportunity for advancement as they become more expert in the art of cigar making.

SUTTON & COMPANY.

This firm handles Richmond property exclusively, and since they started in business in 1879, they have been actively and prominently identified with the city's growth and development. They execute commissions for the purchase, sale, or exchange of realty promptly and to the entire satisfaction of their customers and the interests of their clients are full protected. F. T. Sutton and C. H. Sutton, the individual members of the firm, are natives of Virginia. Their offices at 16 North Ninth street are among the best equipped in the city, and their business for the past year is a good indication of the increased prosperity which prevails in all departments of the city's activity.

FINCH-WHITLOCK COMPANY.

The operations of this concern covers the manufacturing and wholesaling of saddlery and harness and leather and findings. It was incorporated in 1906, with ample capital, and is one of the largest in its line in the south, their trade covering Virginia, North Carolina, South Carolina, Georgia and Florida, throughout which section traveling men are kept constantly on the road. The business premises at 1306



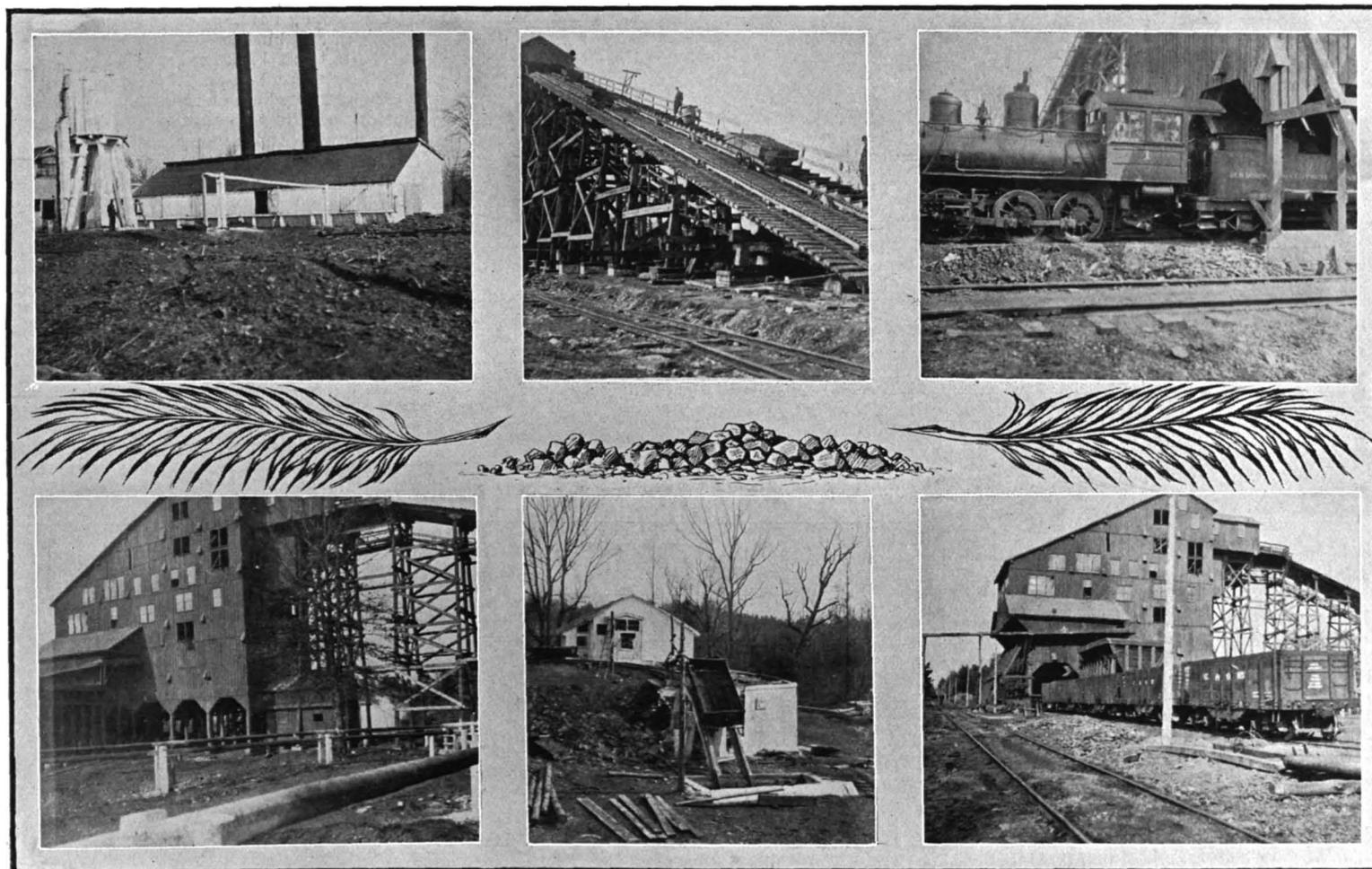
Finch-Whitlock Co., 1306 East Main Street.

East Main street, comprise a three-story building, 80x30 feet, with all facilities for the convenient handling of the large and growing business, all orders being filled with a promptness and accuracy which give special satisfaction to the trade. The success of the enterprise is due to the able management in every department, the superior quality of the goods, which are the recognized standard in the trade

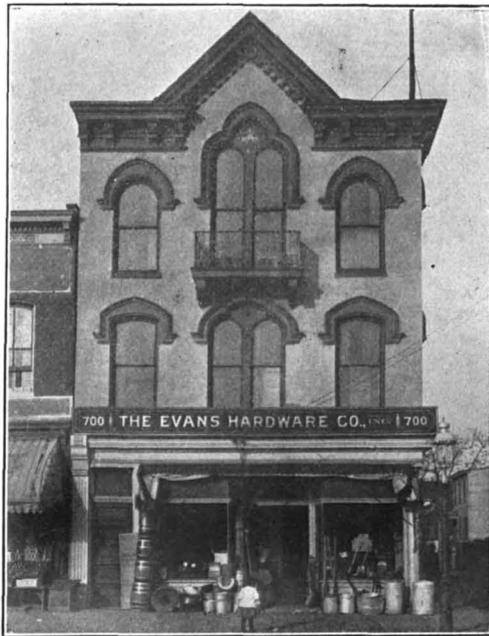
all over their territory; reasonable prices, liberal terms and reliable dealing in every particular. The executive officers of the company are J. W. Finch, president; P. J. Strauss, vice president, and S. N. Post, secretary and treasurer.

OLD DOMINION DEVELOPMENT CO.

There is, perhaps, no connection in which Richmond's progress is more clearly manifest than in the growth and development of the business centered here by those large industrial and commercial companies whose activities are so closely allied with the financial and business importance of the city and whose capital is so well directed to its purpose through the excellence of the banking facilities which the city offers. A good example of this favorable condition is found in the successful operation of the Old Dominion Development Co., a very large proportion of whose business is handled through their Richmond office, at Rooms 503 and 504 Mutual Building. This company, incorporated in 1905, is one of the most important forces in the development of the immense natural resources of the South and the business is principally in the Southern States. They are miners and shippers of "James River" coal, a high grade hard and soft coal which commands the appreciation of large consumers by its fuel economy and steam capacity. The mines are at Carbon Hill, Va., and as a product of this state, the coal is most appropriately marketed through Richmond. The business is chiefly in the southern states and the company can be fairly classed as a Richmond enterprise, in so far as the executive and selling departments are concerned, these being directed from the offices of the company in the Mutual Building, where they have an efficient business organization. The satisfaction given by the coal is supplemented by the promptness of the company in filling orders and reliability in making deliveries as agreed. The business for 1909 made a very good showing and the outlook for the present year is extremely favorable. Joseph W. Woolfolk, president, and William G. Woolfolk, vice president, are natives of Georgia. Wade Allen, auditor, is a native of Alabama.



Scenes at Mines of Old Dominion Development Company, Carbon Hill, Virginia. Richmond Offices, 503-504 Mutual Building.



Evans Hardware Co., 700 West Broad Street.

THE EVANS HARDWARE COMPANY.

This business was established seven years ago and was incorporated in November, 1909. They are wholesale and retail dealers in hardware, cutlery, paints, oils and varnishes, lime, cement and plaster, sash, blinds and doors, and their extensive business in these staples is directly concerned with the city's growth and development. The business premises at 700 West Broad street, comprise a four-story building, with 5,000 square feet of floor space, and a large and comprehensive stock is carried, the value averaging \$10,000. The directors of the company are R. Lee Peters, M. Ganzert, W. J. Gilman, J. H. Evans and W. T. Lindsey. The executive officers are R. Lee Peters, president; M. Ganzert, vice-president, and J. H. Evans, secretary and treasurer. Mr. Evans, the ac-

tive manager of the business, is a native of North Carolina, and has been a resident of Virginia for twenty-two years.



Sales Room, Evans Hardware Co.

J. C. PAGE & COMPANY.

This firm operating as general produce commission merchants, with headquarters at 1300

East Cary street, receive consignments of butter, eggs, poultry, game, live stock, cabbage, potatoes, onions, apples, oranges, peaches, grapes, wheat, corn, oats, hay, tobacco, etc. They do a very large business as receivers and shippers of fruits, and bananas are a leading specialty. Quick sales and prompt returns are features of their business which command the special attention of their customers. The business has been established since 1898. J. C. Page, the founder and proprietor, is a native of Virginia and is one of the best-known men in the fruit and produce commission business in the South.

JOHN J. DORAN.

In the industrial activity of Richmond, the many local industries have a very important part, and one of the busiest in its special field is the horse-shoeing shop of John J. Doran, at 16 South Fifteenth street. This is one of the largest horse-shoeing shops in the city, being 40x150 feet in dimensions, and completely equipped for conducting the business. Scientific horse-shoeing is a specialty, and this most important branch of the business receives the personal attention of the proprietor. The

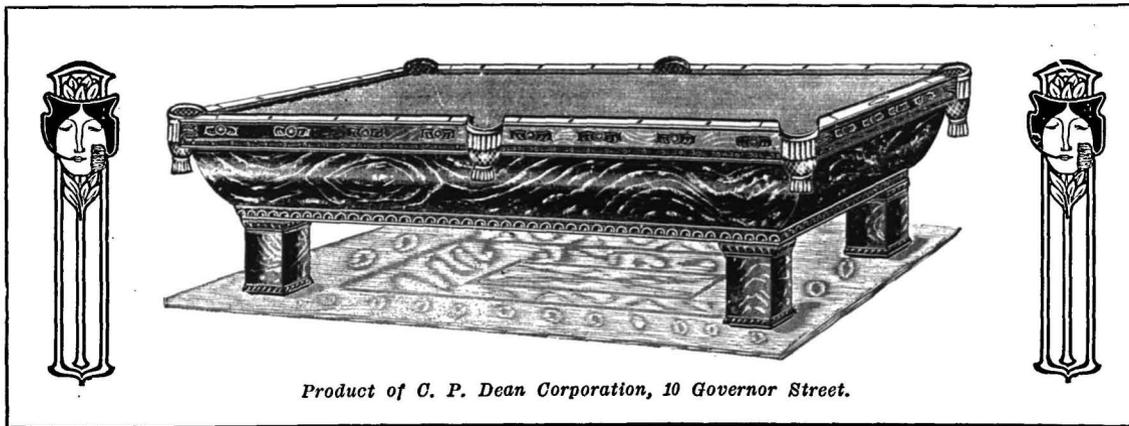


J. C. Page & Co., Produce Commission Merchants, Corner Thirteenth and East Cary Street.

regular force employed numbers eight, and all seem to take pride in helping to maintain the reputation of the shop for reliable work. Mr. Doran has been proprietor of the business for the last twenty years. He is a member of the Elks and of the Knights of Columbus.

C. P. DEAN CORPORATION.

This enterprise, one of the largest in the line in the South, was established in 1886. The trade covers Virginia, North Carolina, South Carolina and Georgia. The factory at 10 Governor street occupies three floors and basement and has an up-to-date equipment in all departments and a skilled force of employes. The product includes saloon fixtures, billard and pool tables and supplies, bank, office, drug, jewelry store and barber shop fixtures. The bulk of the trade comes from lines of business where handsome fixtures are a requisite of modern progress and is representative of the business development through the large territory covered. A specialty is the remodeling of billiard and pool tables. In this department, old tables are put in perfect order, being made as good as new. The executive officers are Chas. Selden, president; E. H. Selden, secretary and treasurer. They took control three years ago and the business has very largely increased under their management.



Product of C. P. Dean Corporation, 10 Governor Street.

VIRGINIA AUCTION COMPANY.

This company operates as general auctioneers and in addition to a large auction trade, with sales on Mondays, Thursdays and Saturdays, the company buys for cash, sells on commission, furniture and bankrupt stocks of all kind, and auction an average of ten car loads a week.



Virginia Auction Co., 606 East Broad Street.

The sale of library, antiques and art collections are a specialty, and prompt attention is



J. S. Jones, 12-14 North Nineteenth Street.

given to outside sales and consignments of all kinds. The headquarters and salesrooms of the company are at 606 East Broad street, in addition to which, they have two warehouses, one at 6th and Clay streets, and another at 609 Pink Alley, each three floors, 25x160 feet in dimensions. Geo. V. Oliver, general manager, is also the auctioneer.

J. S. JONES.

An industry which is directly related to the growth of Richmond commerce is the cooperage business of J. S. Jones, at 12 and 14 North Nineteenth street. This business includes tight and loose cooperage, barrels and kegs. The plant includes a four-story warehouse with a depth of 100 feet and double front, and a yard with storage room for 10,000 barrels or more. From 600 to 700 barrels a day are handled at this plant. The regular force numbers six-



W. Duncan Lee,
Architect.

Frank Eugene Cosby,
Dir. Rich'd Con. of Music.

teen and four wagons are in service in the city. Many large concerns are patrons of the plant, among which is the Rosenegk Brewing Co., E. A. Saunders, Sons Co., Straus-Gunst Co., Imperial Coffee Co., Aragon Coffee Co., and many others of equal importance. Mr. Jones is a native of Tennessee and has been a resident of Virginia since 1885.

W. DUNCAN LEE.

Mr. Lee has designed many of Richmond's finest buildings, including the Jefferson Club and the State Library. At the present time he is remodelling the country home of Governor Swanson, and is the architect for the fourteen story office building to be erected on Main street, east of Eleventh street, at a cost of approximately \$200,000, and which is to be up-to-date in every respect. Besides this, he has other important work in hand. In conjunction with his former co-partner, M. J. Dimmock, deceased, he designed the State Dining-Room in the Governor's Mansion, and the restoration of the historic West-over on the James. In all his work he has added steadily to his professional reputation by

his originality of conception and his fidelity of execution. The larger buildings which he has designed are impressive in their lines and harmonious in their treatment, and to all his work he gives an artistic finish which adds to the beauty of the design. Mr. Lee is a native of Virginia, is a member of one of the leading families in the Old Dominion, and holds membership in the Commonwealth Club. His office is in the State Bank Building.

RICHMOND CONSERVATORY OF MUSIC.

Besides its prominence as a commercial, industrial and financial center, Richmond is widely known as a center of culture and refinement. The fine arts are liberally patronized and the Richmond Conservatory of Music has a national reputation, and is unquestionably the

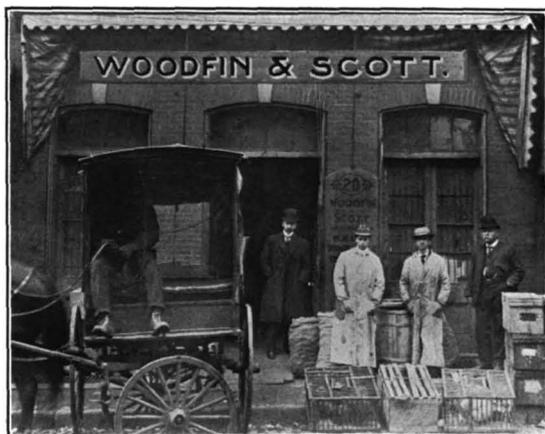


Richmond Conservatory of Music



Reception Hall, Pipe Organ in distance, Richmond Conservatory of Music.

leading music conservatory of the South. The departments consist of the study of piano, pipe organ, harmony, theory, voice, violin, mandolin, banjo, guitar, band instruments, elocution, dramatic art, physical culture, history of music, drawing and painting, each department being in charge of expert instructors. The spacious conservatory building is located at 505 East Grace street, easily accessible to all parts of the city and suburbs. The building is elegantly furnished and the equipment throughout is up-to-date, and includes a Mason & Hamlin pipe organ. Paying positions are immediately open to graduates of the Conservatory and the success achieved by so many of the graduates is steadily adding to the prestige of this school. Frank Eugene Cosby, director, under whose management it has gained high distinction and added so much to the fame of the city, is an artist as well and his pictures have gained for him additional prestige. The walls of the reception room are adorned with a number of beautiful paintings from his brush.



Woodfin & Scott, 20 South Thirteenth Street.

WOODFIN & SCOTT.

This firm handles an extensive business as distributing agents for Scott Bros., Peace River (Florida) oranges and they have a very efficient business organization which they use to the advantage of the general shipments of fruit and produce which comes to them. They solicit consignments and their record is assurance of careful attention and prompt settlements. They do a large and increasing business through Virginia, North and South Carolina and Florida and their name is recognized as a guarantee of reliable dealing. This firm was started in November, 1908, by S. B. Woodfin and David H. Scott, both of whom are natives of Virginia. The headquarters of the firm is at 20 South Thirteenth street.

DIXIE TOAST COMPANY.

Since starting in business in 1906, this company has taken the lead in manufacture of peanut candies and in the popularizing of this most healthful, as well as tasty confection. Their leaders are salted peanuts, tablets, dolly kisses, mint kisses, big tom kisses, peanut squares, peanut bars, peanut brittle, cream mints, coconut brittle, and their specialty is the peanut

butter kiss "Dixieco." Their trade covers Virginia, West Virginia, North and South Carolina, which territory is covered by traveling salesmen, besides which they have an extensive mail order business. Forty people are now employed in the plant, 1815 East Franklin street, where 30,000 square feet of floor space are utilized,

MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY.

This company is represented in Richmond by Chas. B. Richardson, as general agent, with offices in the Mutual Building, from whence is directed the many agents throughout this section. It is a strictly mutual annual dividend company, and this agency is one of the most popular in this field, for with its \$55,000,000.00 of assets and over \$4,500,000.00 of surplus



Chas. B. Richardson,
Gen. Agt., Mass. Mut.
Life Insurance Co.

W. B. Bradley,
Prop. W. B. Bradley Con.
Company.

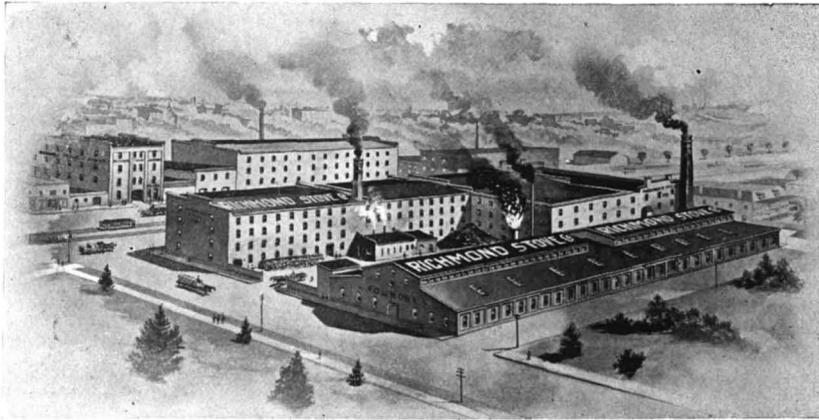


Dixie Toast Co., 1815 East Franklin Street.

to safe-guard policy-holders, and with 242 millions of insurance in force, it has never been known to contest a just claim in the many years of its existence, and it is to-day offering more and better insurance for the money than any other company operating in this field. Mr. Richardson is a native of Virginia, is a member of the Richmond Chamber of Commerce,

THE W. B. BRADLEY CONSTRUCTION CO.

The influence of Richmond through the great business organizations which have their headquarters here is far reaching, and from the office of the W. B. Bradley Construction Company, at Seventeenth and Dock streets, important government contracts and great public and private works are directed. They are general contractors for excavation, foundation work, concrete, pile driving, wharf building and dredging and do construction work anywhere. They employ from twenty-five to one hundred men and have all facilities for the successful handling of the largest contracts. Mr. W. B. Bradley, the sole proprietor, has been in the contracting business for the last twelve years. He is a native of Virginia and takes a great interest in athletics and is the sole owner of the Richmond Base Ball Club of the Virginia State League.



Richmond Stove Company, 2500 to 2600 East Main Street.

RICHMOND STOVE COMPANY.

This enterprise had its inception thirty years ago, and is a pioneer industry in the South in the manufacture of stoves. The plant at 2500 to 2600 East Main street, occupies the entire block of the south side of Main street, while on the opposite side of Main street is the company's offices and a three-story warehouse, 40x80 feet. Starting in 1880, with a small foundry in this block, the plant has been enlarged four times and the line of goods has also been enlarged and improved. They now make cooking stoves and ranges, heating stoves, stove hollow ware and furniture, fronts, grates, fenders, etc. They make the most up-to-date in finish and quality of stoves and ranges, both cast and steel, and heaters of all styles. Their goods are sold from Pennsylvania to the Gulf and they also have an important foreign trade. Six traveling salesmen are kept on the road developing new business. W. J. Anderson, president of the company, and R. G. Reynolds, secretary and treasurer, are natives of Virginia.

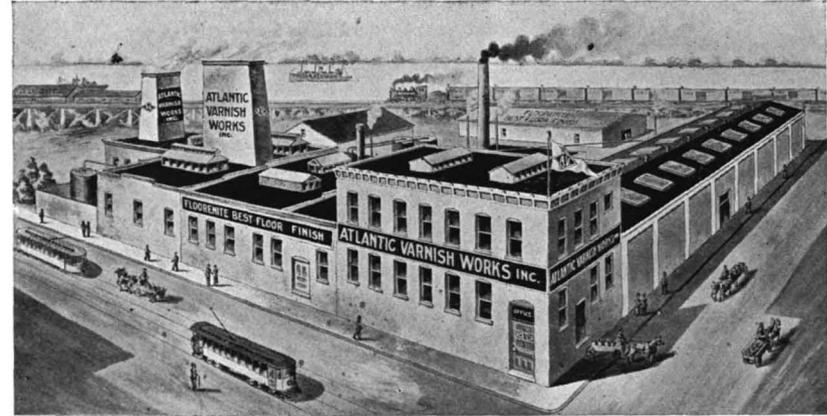
JOSEPH M. KAIN.

While there are many in Richmond engaged in the undertaking business, there are none per-

haps, who more thoroughly appreciate the delicacy of feeling absolutely necessary to the man who performs these last sad duties than Mr. Kain, who commenced business in 1896, and occupies large and well appointed undertaking rooms, 90x25 feet, at 409 West Broad street, where he carries a full line of caskets, and keeps in stock only the highest grade of goods. Mr. Kain is a member of the Chamber of Commerce, also the Order of Elks.

HUDSON & SON.

The business of this firm has been established since 1885. Its headquarters are at 1310 East Cary street, from whence they handle an extensive business as general commission merchants and jobbers of country produce, fruits and vegetables. They receive consignments from all over the South and are well and favorably known to shippers for obtaining the best prices on consignments and for making prompt returns. The individual members of the firm, are W. F. Hudson and W. J. Hudson, both natives of Virginia and members of the Richmond Produce Exchange.



Atlantic Varnish Works, Williamsburg Avenue and Lester Street.

ATLANTIC VARNISH WORKS.

This company is the only manufacturers of varnish in the South, and its trade extends from Maine to Florida. They manufacture all grades, from the finest piano and carriage varnishes to the cheapest. They also manufacture Japan dryers, asphaltums and shellacs. The factory is located near the wharf, and the advantage of Richmond as a manufacturing location are well illustrated in the growth of this flourishing industry. The business was established in 1898, and the company was reorganized in 1902. A. P. Ripley is president; Jno. B. Young, secretary and treasurer, and G. D. George, superintendent.

J. THOMPSON BROWN & CO.

It is particularly interesting to real estate men who have been familiar with the conditions for the past years, to watch the present development and see how their judgment of years ago have been proven and is approximately true. J. Thompson Brown & Co. rank among the leading realty operators here, and from their offices at 1113 East Main street, conduct every department of realty transactions, including the buying and selling and exchange-

ing of property, both in the business and residence sections, as well as the handling of farms and timber lands and business propositions. Their advice and judgment carry weight, and they have a large following of real estate investors. They also make loans on real estate and are equipped to furnish any sum needed, upon good real estate security, or they will finance any project of the building class that is genuinely promising. J. Thompson Brown and LeRoy E. Brown, comprise the individual members of the firm. Both are natives of Virginia, and members of the Chamber of Commerce.

SITTERDING-CARNEAL-DAVIS CO.

This business, now one of the largest in the line in the city, was established about twenty-five years ago and was incorporated seven years ago. The office, factory and yards at Bowe and Moore streets cover a large area, and they have a lime and cement warehouse at the corner of Lombardy and Leigh streets, and wood working department and lumber department at Lombardy and Moore streets. Each department is complete in its equipment and the whole

make one of the largest and best equipped plants in the building material trade. As building outfitters they supply everything required by contractors from start to finish, including lumber, sash, doors and blinds, lime, plaster, cement, hair, laths, shingles, tar paper, sewer pipe, flue lining, roofing, V crimp iron, hardware and glass. They are sale agents for Atlas Portland Cement and Rubberoid roofing. The officers of the company are W. Creed Davis, president; F. Sitterding, vice president, and Fritz Will, secretary and treasurer. The board of directors comprise the above and W. L. Carneal and R. E. Perkinson.

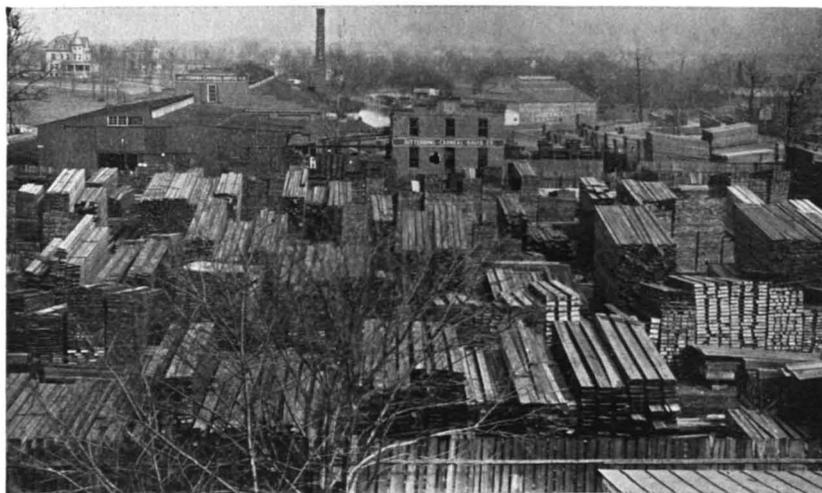
KOINER FLOUR MILLS.

One of the oldest of the many and diversified industries in Richmond is the manufacture of flour, and among the leading concerns in the line to-day are the Koiner Flour Mills, with a large and well equipped plant on Hermitage Road, having a capacity of 250 barrels of flour and 1,200 bushels of corn meal a day. These mills use the full roller process and their entire product is of the very best quality. Their

leading brands of flour are "Pride of Richmond" and "Belle of Virginia," and these have a very large sale, throughout Virginia, North Carolina, South Carolina and parts of Georgia. This enterprise was established in Richmond three years ago, moving from Charlotte, N. C., and since locating here the business has increased very largely, the excellent shipping facilities being of great advantage and the prestige of location in Richmond being another important factor in the development of new business. The sales for last year showed an especially large increase and this year's business is even more encouraging. J. Lee Koiner, the proprietor, is an able and energetic business man, with a long experience in this line. He is a member of the Richmond Chamber of Commerce and is prominent in the Masonic Order.

THOS. H. MORRIS.

During a long experience in his line, Mr. Morris has become expert in all its branches, and in starting in business for himself, he equipped an up-to-date plant at 5 to 9 North Eighteenth street, and makes a specialty of first class work



Sitterding-Carneal-Davis Company, Corner Bowe and Moore Streets.



Koiner Flour Mills, Hermitage Road.

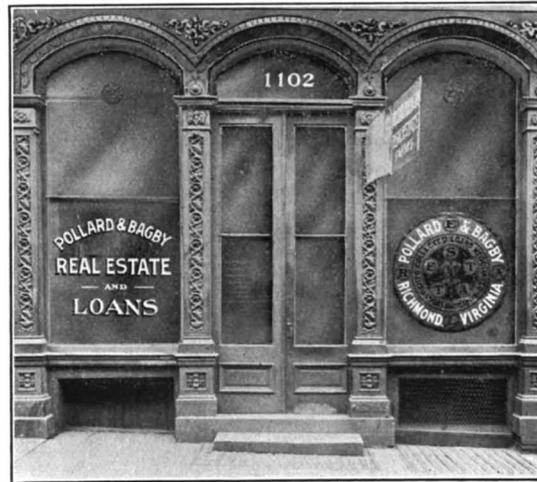
exclusively. He builds wagons and carriages and has every facility and convenience for doing work quickly and in the most thorough manner. His shop has a floor area of 72x100 feet, and each department is complete to the smallest detail. Mr. Morris makes a specialty of building wagons to order for the wholesale houses of Richmond, and does also general blacksmithing and rubber tire work, and employs experts in each branch of the work.

E. P. MURPHY & SON.

Starting on a small scale in 1876, the business of this firm has steadily grown in volume and importance and is now one of the largest in the city and state. They do an extensive business both at wholesale and retail, and their wholesale trade covers Virginia, North Carolina and South Carolina. They supply coal to many factories, hotels, institutions and other large consumers, and are noted for their reliability in supplying coal of the quality contracted for. Besides their extensive business in steam coal, they also have an important business in domestic coal, and in this they supply the best grades for cooking and heating, and carry in stock all sizes for stoves, ranges and furnaces. They also deal in wood which they deliver in any quantity and cut to any size desired. Their main office and yard is at



E. P. Murphy & Son's Yards, Corner Lodge and Clay Streets.



Offices, Pollard & Bagby, 1102 East Main Street.

1103 West Broad street, and they also have yards at Lodge and Clay streets and at 2 North Twenty-first street. In 1906 the business was incorporated, E. P. Murphy being president, and P. T. Murphy, secretary and treasurer.

POLLARD & BAGBY.

Richmond realty and Virginia lands have always been accounted excellent investments, and at no time in their history have they shown the opportunities for profit which they do to-day. Prominent among the operators in this line of business is Pollard and Bagby, who have been carrying on an active real estate business at 1102 East Main street, since 1894. This firm deals in both city and country properties and also negotiates loans. Their business conducted on a thoroughly honest and up-to-date basis, together with their ability and excellent judgment, regarding the value of Virginia property has made them well and favorably known throughout the South, and their list of customers, already large, bids fair to assume still greater proportions in the years to come. The firm is composed of H. R. Pollard, Jr., John Bagby and James J. Pollard, all of whom are natives of Virginia, and members of the Chamber of Commerce. Mr. James J. Pollard is also a member of the Commonwealth Club.

SCARBOROUGH & HOWELL.

Despite the maxim that commands us to judge not by appearance, it is the external evidences, the outward and visible signs by which a city is judged and in this manner Richmond must be reckoned among the most progressive centers of commerce in the South for its architecture is notably striking and remarkably modern and effective. A very large number of the improvements in the city are the creations of Scarborough & Howell, one of the leading firms of engineers and architects in the city, whose offices are at 723 East Main street. F. W. Scarborough and C. K. Howell comprise the individual members of the firm, which was established two years ago. Mr. Scarborough is a civil engineer by profession, and has had charge of many of the most important jobs of the Chesapeake & Ohio Railway, he having designed and superintended the construction of the Chesapeake & Ohio depot and the viaduct for the same road in this city. The firm has also designed and superintended the construction of many large business buildings, but their chief work as architects in the city, is shown in

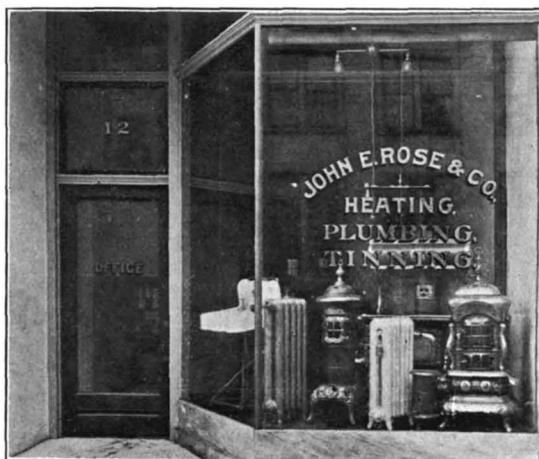
the residence section, where they have designed and built nearly three hundred residences in Ginter Park and other suburbs, while the large, handsome and costly residences which adorn Monument avenue are largely productions of their brain and skill.

MAYO & COMPANY.

An industry which has an important relation to the city's commerce is that of Mayo & Company, manufacturers and dealers in new and second hand barrels and boxes, at 1522 East Cary street. This concern is one of the largest in its line in the South, its business extending from Boston to Texas, and being especially large with concerns shipping to and from Eastern coast points. The plant has 50,000 square feet of floor space, and the regular force employed numbers twenty-five, and the business is conducted on a well organized system. A. Mayo, the founder and head of this concern, established in business in 1906. He has had a long experience in the line, having been manager for the late G. M. Gaubert, for seventeen years. He is a native of Richmond.

JOHN E. ROSE & COMPANY.

Competition is said to be the life of trade, and in a city the size of Richmond, competition is certainly to be found on all sides. It is nevertheless, most true, no matter how keen the competition may be, the contract is bound to be awarded to the man who is able to deliver the goods, and to-day, the firm of John E. Rose & Company are keeping well abreast of the tide of competition in this city. The operations of the firm include plumbing, steam and hot water fitting, sheet metal work, etc., and their work is of the very highest order, as they employ only the most skilled workmen. The business was established some twenty years ago, and has been in continuous operation since then. In March, 1809, Mr. Rose, the founder of the business died, and since then it has been most efficiently managed by his son. The firm has done work in its line in many of the largest buildings in the city, among which is the Temporary Post-Office, County Jail



John E. Rose & Co., 12 North Eighth Street.

and Stafford and Mitteldorfer Apartments, in which buildings they did both the plumbing and heating work. They also did the heating work in the Gresham Apartments, and the plumbing work in the new building at the State Penitentiary, the Fairmount High School and Barton Heights High School, and in these, as in every

other contract undertaken, excellence of workmanship and perfection of installations were guaranteed. This doubtless is the keynote to the successful career of this long established business which is adding daily many links to a long chain of satisfied customers, extending back over a period of twenty years. Mr. Rose is a member of the Builder's Exchange. The office and workshops of the company are at 12 North Eighth street.

BOYD IRON WORKS.

The prestige of Richmond as a commercial and industrial center is firmly established and has been strengthened by the success of new enterprises established in recent years. A conspicuous example of this is the Boyd Iron Works, with a large plant in Trigg's Ship Yards.

This enterprise incorporated in March, 1909, and started on a modest scale, with four employes, now gives employment to a force of forty-six. The plant is 100x200 feet, giving an area of 20,000 square feet, and has an up-to-date equipment throughout in every particular. The specialty of the works is the manufacture of structural iron works, and the output includes area gratings, window guards, fire escapes, store fronts, cellar doors, balconies, vault lights, stirrups, railings, grates, grilles, coal chutes, manholes, ventilators, castings and



Plant of Boyd Iron Works, Trigg's Ship Yards.

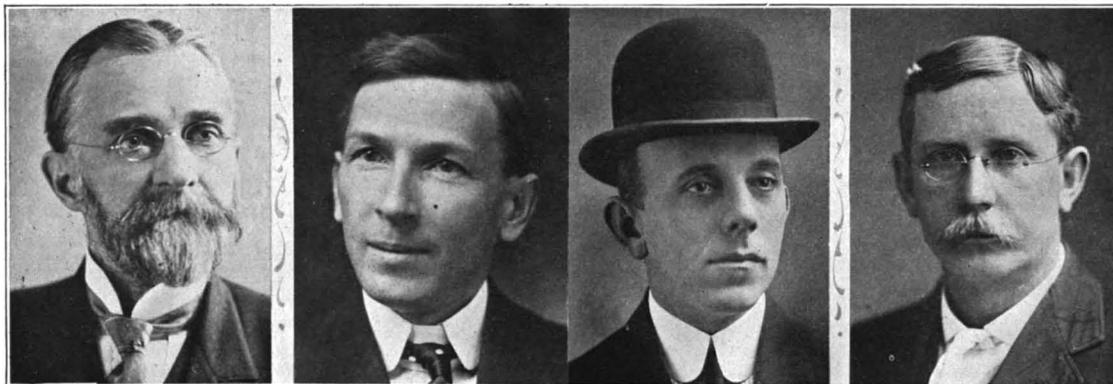
machine work. They are now doing an extensive business all over the South and also have a number of contracts in New York, Philadelphia and other Northern cities. Among their contracts in Richmond they supplied forty tons of iron work for the Chesapeake & Ohio depot. The company has a capital of \$12,000, fully subscribed. The executive officers are men of practical experience in this line and are able and energetic business men. W. C. Boyd is president of the corporation. D. L. Boyd, a successful mechanical engineer, is secretary and treasurer.

CLARK'S MILLINERY STORE.

Queen Fashion, whose reign is most brilliant in prosperous times, is majestically enthroned at Clark's Millinery Store, 220 East Broad street, and her subjects were never more liberal in their expression of loyalty by the purchase of hats in the latest modes. This store is located in the heart of the city's finest retail district. It has a front of thirty-five feet and is sixty feet deep. It is handsomely fitted up and makes a most attractive window and store display. Miss Bessie C. Jones and Miss A. D. Emmenhauser, the proprietors, are natives of Virginia. Both are expert milliners and they employ eight assistants.

A. F. CRAIG'S ART STORE.

The showrooms and gallery of this concern are one of the show places of the city. The business premises comprise three floors and basement at 207 West Broad street, each 25x175 feet in dimensions. This is a new enterprise, and is conducted by Mr. A. F. Craig, who until recently was the proprietor of the Craig Art Co. The stock is entirely new and is complete and up to date in every detail. The store carries a full line of pictures, mouldings, frames, mirrors, artists' materials, kodaks, cameras and photo supplies. The factory work includes picture framing, regilding of frames in gold leaf, and resilvering of mirrors. Oil paintings are restored in expert manner. The art gallery always makes a fine display of pictures. Mr. A. F. Craig, the president, is himself an artist of note and has a wide reputation, especially as a portrait artist. A native of Philadelphia, he



A. F. Craig,
President, A. F. Craig's
Art Store.

E. W. Amos,

G. C. Poindexter,
Firm, Amos & Poindexter.

C. H. Nicholson,
Contractor.

came to Richmond thirty-two years ago. He is a member of the Chamber of Commerce and the Retail Merchants' Association, of which he is a charter member.

AMOS & POINDEXTER.

A spirit of enterprise is reflected in every department of Richmond's business affairs, but in none is it conducted with so much efficiency and probity as in the real estate and investment business, of which typically successful representatives are Amos & Poindexter, with offices on the ground floor at 1110 East Main street. These gentlemen transact every sort of business relating to real estate. E. W. Amos and Geo. C. Poindexter comprise the individual members of the firm, both of whom are expert specialists in all that pertains to the realty conditions which exist here and the services they render clients has been found to be of great value, and they have gained a substantial position and the confidence of a large clientele by their energetic methods and the excellence of the facilities they have organized. Both are natives of Virginia.

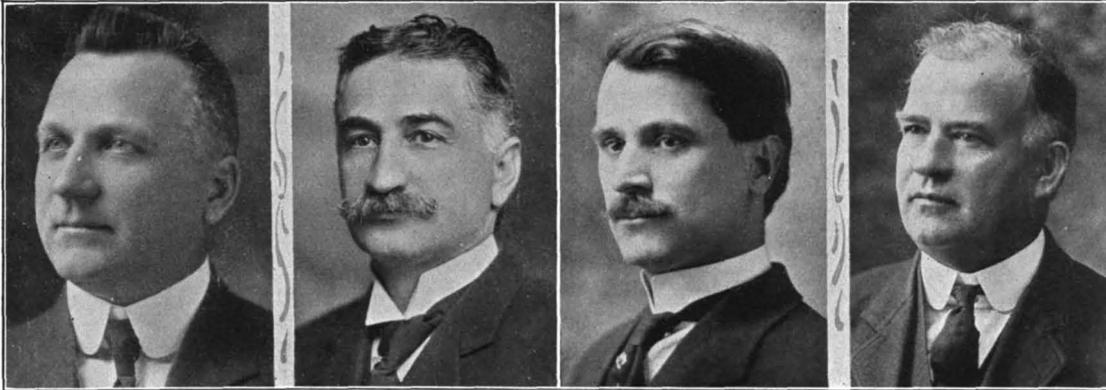
C. H. NICHOLSON.

Since starting in business Mr. Nicholson has been identified with some of the finest building

construction in Richmond, and has given satisfaction in every particular, his careful attention to detail adding to his prestige with the completion of each contract. He built the residence of T. T. Adams, Mr. McClellan and Henry Howard, and the addition to the Virginia Hospital, and is now building the addition to Cohen and Company's store on Broad street, and a three-story store for Mrs. Steinbracher on Broad street. He also built the Dr. Lee office building in Petersburg and the Chesterfield Hotel in the same city. During a long experience in the building trade, he has always been identified with high class construction, and since he started in business has done only work that has been to the credit of Richmond as well as to the benefit of his reputation. His office is at 18 North Seventh street, and he has telephone communication there and at his residence.

CASSELMAN & COMPANY.

To the traveler arriving in Virginia, after leaving the North in one of its winter storms, it would seem to him that he had been suddenly transferred to the Garden of Eden. Is it then to be wondered at that anyone engaging in the sale of Virginia property should meet with almost incredible success? Among



*Laurence Casselman,
Dealer in Va. Lands.*

*Frank Ferrandini,
Manager.*

*Ferruccio Legnaioli,
Sculptor.*

*N. E. Ancarrow,
Builder.*

those engaged in the sale and exchange of Virginia farms and suburban property is Casselman and Company, who established business in 1897, and now has well appointed offices at 1111 East Main street, from which it handles farms and suburban real estate in a most competent and comprehensive manner. Mr. Laurence Casselman, the head of the firm, believes most thoroughly in Southern real estate as a valuable investment. He is a native of Virginia, and although he left the State and was away for some years, during which time, he was auditor of McLean County, North Dakota, he concluded the opportunities here were unexcelled anywhere, and as a consequence, returned and engaged in business here.

FERRANDINI-LEGNAIOLI CO.

Richmond is an important center for all kinds of construction and an extensive business is done by Ferrandini-Legnaioli Co. They are manufacturers of architectural and decorative ornaments in plaster, composition, staff and cement. They also make busts, statues and monuments, in bronze, marble and cement, and models for stone carving and metal casting. They furnish original designs, or execute the designs prepared by architects. They have

done work on many of the finest buildings all over the South and the satisfaction which they have given has added steadily to their reputation for reliability in the execution of artistic work. They occupy commodious premises at 1305 Haxall's Lane, their plant covering a ground area of 100x200 feet, and their regular force of employes numbers thirty. Frank Ferrandini and Ferruccio Legnaioli compose the firm. All work is executed under the direct personal supervision of Mr. Legnaioli, who is an expert sculptor, and a graduate of the Academy of Fine Arts, Florence, Italy. Mr. Ferrandini is the business manager and attends to the business of the firm.

N. E. ANCARROW.

The modern buildings being constructed in Richmond reflect the spirit of enterprise which exist in the city, and the work of N. E. Ancarrow is in the front rank. From the long list of prominent buildings which attest his ability as a builder, we select for mention the Union Theological Seminary, Calvary Baptist Church, All Saint's Church, Memorial Hospital, Johnston-Willis Hospital, Virginia State Insurance Co., Science Hall and a large dormitory at Richmond College, and the plants of

the Southern Biscuit Co., Alleghany Box Co., Aragon Coffee Co. and Cardwell Machine Works. Mr. Ancarrow has been established in business as a contractor and builder for twenty-five years and during all that period he has been actively identified with the growth and progress of the city. His office is at 724 East Main street, where he is always prepared to furnish estimates. His figures are based strictly on specifications and all contracts which he undertakes are executed with fidelity to detail.

DANIEL'S AUTOMOBILE GARAGE.

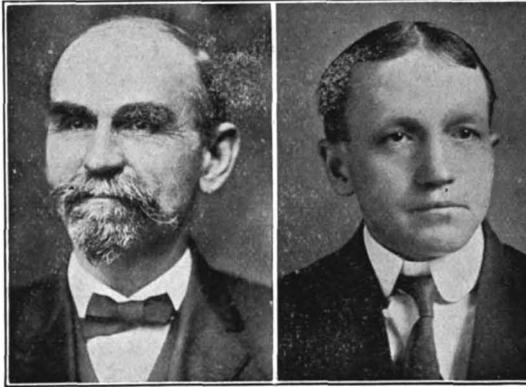
The automobile industry has a good representation in Richmond, and Daniel's Automobile Garage, at 319 West Main street, offers to patrons a most efficient service. A full line of supplies is carried in stock for all styles of cars. steam, gasoline and electric, gasoline is kept for sale, electric batteries are charged, tires put on and all kinds of repairs are made in the most expert manner. This garage has the agency for the Premier gasoline car and the Waverly electric, two of the most popular makes of automobiles. The different styles of these cars, 1910 models, are carried in stock and demonstrations are given by expert chauffeurs.

RELIANCE LIFE INSURANCE CO.

Richmond is an important center of the insurance business in all its branches, and the leading companies have general agencies in this city. The Reliance Life Insurance Company of Pittsburgh, Pa., established an office in Richmond two years ago, with Mr. Oscar Swineford as manager for the state of Virginia, with office is at the corner of Main and Sixth streets. It was organized as a stock company, with a capital of \$1,000,000 fully paid, and a surplus fund of \$1,000,000, making it the strongest life insurance ever organized at the date of its organization. It has assets of \$3,000,000, invested in gilt-edge securities, bonds and mortgages. Mr. Swineford, the Richmond, manager, is a native of Jefferson county, Missouri.

THE EAGLE STEAM LAUNDRY.

A prominent example of the enterprise and progressive spirit in the development of business facilities in Richmond is the Eagle Steam Laundry at 723 to 727 West Cary street. It has the latest and best laundry machinery and all goods are thoroughly laundered without injury. The improved washing machinery and centrifugal dryers aid in doing work quickly as well as thoroughly. Particular attention is given to the finish of shirts, collars and cuffs and the experience of patrons sending their linen to this laundry is that it gives longer and better service. The reliability of the collection and delivery service completes the satisfaction of patrons and telephone orders are given prompt attention. The basic policy of the business is to satisfy every customer and this is adhered to strictly. The business is a co-partnership undertaking, J. F. Jameson and R. A. Stowe, being the members of the firm.

*George D. Cole**J. S. Cruickshanks***GEORGE D. COLE & COMPANY.**

This firm has offices at 1110 East Main street, from which an extensive business is conducted in farms, suburban homes and city property. It

commenced business in October last year, succeeding to the business of the Virginia Farm Agency. The members consist of G. D. Cole and Mrs. Allie D. Olmstead. Many large and important transactions in city and country realty have been negotiated and the facilities for handling all branches of the business are unsurpassed. Prompt and careful attention is given to all inquiries by mail or telephone and a very large business is transacted for out of town clients.

CRUICKSHANK'S STRUCTURAL IRON WORKS.

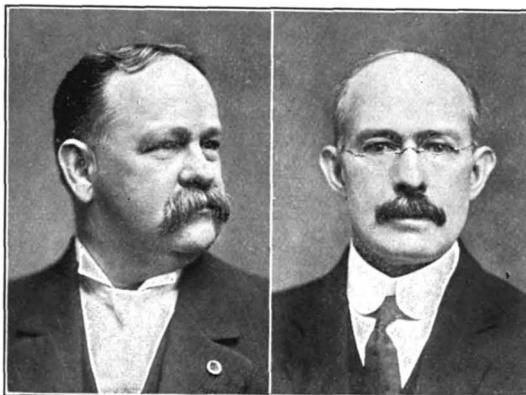
The manufacture of iron work for buildings has an important representation in the many and diversified industries of Richmond, and Cruickshank's Structural Iron Works have a very large and flourishing business, not only in the city, but all over the state of Virginia. These works occupy commodious premises, on Hermitage Road at the crossing of the R. F. & P. Railroad, and an up-to-date equipment for

*Interior, Eagle Steam Laundry, 723-27 West Cary Street.**Interior, Cruickshank's Structural Iron Works, Hermitage Road.*

the manufacture of iron railings, iron columns and all structural shapes and have direct railroad facilities. They furnished structural iron work for many buildings in Richmond, including the Jefferson Club, Catholic Club and Lubin Theatre. They have contracts all over the state and their facilities enable them to make prompt deliveries. Estimates are given on all kinds of structural iron work and the reliability of this concern in making deliveries as agreed gives special satisfaction to architects and builders. J. S. Cruickshanks is the proprietor.

A. S. LEE & SONS CO.

The agricultural development of the south is very largely indebted to the enterprise of the old established house of A. S. Lee & Sons Co., manufacturers of Lee's prepared agricultural lime and fertilizers, etc. The business was established in 1870, and incorporated in 1905, with ample capital. The trade covers Virginia, North Carolina and South Carolina and a number of traveling salesmen are kept on the road developing new business. The prin-



A. W. Lee, V- Pres., C. P. Lee, Sec. and Treas.,
Firm, A. S. Lee & Sons Company,

cipal offices of the company are at 108 South Thirteenth street, the factory and warehouse are at Twenty-eighth and Cary streets, and

there is a branch plant at Norfolk. The products of this company include Lee's prepared agricultural lime, Lee's excelsior tobacco fertilizer, Lee's natural tobacco grower, Lee's plant bed fertilizer, Lee's high grade bone and potash, Lee's special corn fertilizer, Lee's special wheat fertilizer, oyster shell lime, and they are importers of Thomas Basic Slag. The Lee fertilizers are scientifically prepared to meet the special needs of the different crops and of conditions in various soils. Since incorporation the business has been greatly extended and the organization perfected in efficiency. The executive officers of the company are A. S. Lee, president; A. W. Lee, vice president, and Chas. P. Lee, secretary and treasurer. All natives of Richmond and are members of the Chamber of Commerce.

S. G. FAIRBANK & CO.

This house has been established about fifteen years. They are commission merchants in hay and grain, making a specialty of hay in car lots and do an extensive business locally



Lime Kilns, A. S. Lee & Sons Company.



Warehouse, S. G. Fairbank & Company.

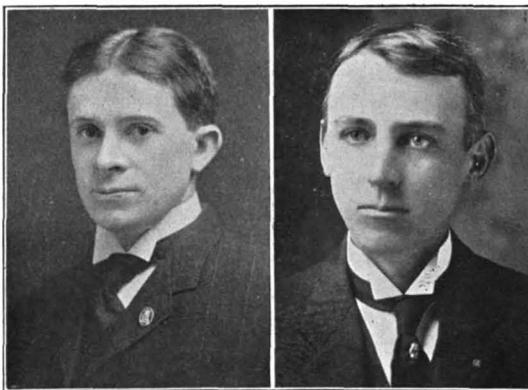
as well as through the South. They regularly supply sixty brokers in as many towns, and their extensive connection gives them facilities for the convenient handling of a large volume of business, making them one of the leading houses in the trade. The office and headquarters of the company is at 1208 East Cary street, and they have a three-story warehouse 50x100 feet in dimensions on Dock street. This is the only hay warehouse in the city; it is equipped with automatic sprinklers, and from the start the business has been conducted along progressive lines, and the facilities are up-to-date in every respect. The company is one of the charter members of the National Hay Association, and they are members of the Richmond Grain and Cotton Exchange and the Chamber of Commerce.

EQUITABLE LIFE ASSURANCE SOCIETY.

This company is represented throughout this section by Wm. A. Danner, as general agent, with offices at 1118 East Main street, where there is conducted one of the most popular agencies, and also one of the most successful in gaining and keeping its investors. Nor is it a surprising fact that the people of this section should have implicit faith in this company, for with its 486 millions of assets, with a total surplus of more than 85 millions to safeguard policy holders and with more than a billion and a quarter in Insurance in force, it has never been known to contest a just claim of the millions it has paid to policy holders since its establishment, a half a century ago, and moreover, it has aided largely in the development of this state by investing over eight millions of its assets in the securities which this section affords. General Agent Danner is a native of Virginia. He is a member of the Chamber of Commerce and the Commonwealth Club.

A. V. SHELTON & COMPANY.

The industrial activities which are a potent factor in Richmond's growth and prosperity are many and varied and the city has a wide reputation for the production of high-grade goods. Among those active and influential in maintain-



Wm. A. Danner

C. W. Montgomery

ing and extending this reputation are A. V. Shelton & Co., manufacturers of hand and power, passenger and freight elevators at 1007 Basin street. The plant has an up-to-date equipment for doing first-class work. Elevators are built to order for special service and a great many factories, warehouses, stores, apartments and residences in Richmond are equipped by this concern. Expert attention is given to all kinds of elevator repairs and duplicate parts are furnished for elevators of other makes. Repairing of all kinds of scales is also a specialty.

C. W. MONTGOMERY.

In the building trades, as in other industries, the tendency of modern progress is towards specialization, and Mr. Montgomery has made a specialty of an important branch devoted in particular to high class and artistic work. Besides stair-building, his activities include office fittings, wainscoting, grilles and interior furnishings, and all his work is of the best quality. His plant is at the corner of Cary and Vine streets, and he has a warehouse 31x140 feet, where he carries under cover a large stock of thoroughly seasoned timber. His shop equipment includes ten woodworking machines, and he has a regular force of fourteen employes, expert mechanics and their assistants. His plant is valued at over \$15,000. Mr. Montgomery has been established in business for sixteen years, and he has a good many contracts in Virginia, West Virginia, and North Carolina, where he has a wide reputation for his reliable work. He has had a good many important contracts in Richmond and vicinity and in all he has added steadily to his prestige for reliability under all conditions. He is a member of the Master Builders' Exchange.

POWHATAN CLAY MANUFACTURING CO.

This company manufactures pressed brick in all colors and sizes and some of their celebrated shades are known as Cream White, Silver

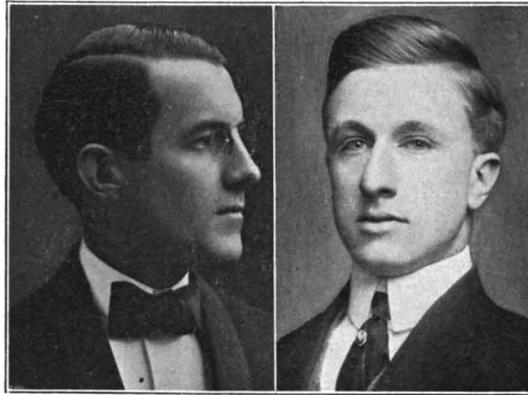


Factory, C. W. Montgomery, Corner Cary and Vine Streets.

Gray, Buff, Salt and Pepper Gray, Iron Spot and other face bricks; also Fire Brick for boiler setting. They are also selling agents for the Hydraulic Pressed Brick Company of Washington, D. C., the Maryland Terra Cotta Company of Baltimore, and the enameled brick manufactured by Andrew Ramsay, of Maryland. They furnished brick for the Mutual Building, American Bank Building, High School, Y. M. C. A. Building, Jefferson Hotel Murphy's Hotel, Mechanics Institute, Virginia State Insurance Co., Memorial Hospital, Southern Railway Depot and hundreds of stores and residences throughout the city. The plant is located at Clayville, Va., covers about three acres and furnishes employment to an average of 100 hands. The company was incorporated in 1893 and the business has prospered from the start. The executive officers of the company are George Pope, president, and R. H. Meade, secretary and treasurer. The office of the company is at 14 North Seventh street.

RICHMOND WOOD WORKING COMPANY.

The furniture industry has an especially good representation in Richmond and among the most important concerns in this industry is the Richmond Wood Working Company, which has an extensive plant in Manchester and offices at



Drewry W. Boles, Jr.

Chas. F. Ruehrmund

14 North Seventh street, Richmond. Among the many specialties manufactured are wardrobes, office tables, bookkeeper's desks, kitchen tables, tobacco retainers and caskets. The works and yard at Manchester have direct railroad connections and the extensive plant has an up-to-date equipment throughout, including the latest and best wood working machinery. Seventy-five hands are employed. This company was incorporated in 1890. George Pope is presi-



Manchester Plant, Richmond Wood Working Company.

dent; Everard B. Meade, vice-president and Richard H. Meade, secretary and treasurer. Mr. Pope resides in New York city and is in charge of the New York offices of the business. Mr. Meade has charge of the offices at Richmond.

RUEHRMUND & BOWLES.

Richmond's growth is making it a most attractive proposition for the real estate investor, but in order to get the best results attainable, the right kind of mediary must be secured to advise upon the transaction. Ruehrmund & Bowles, consisting of Chas. F. Ruehrmund and Drewry W. Boles, Jr., with offices at 729 East Main street, handle every department of real estate transaction, and have financial connections which enable them to make loans at the lowest rate of interest and possess also well organized facilities for the underwriting of reliable insurance. Both are natives of Virginia, and are members of the Elks and Knights of Pythias. Both speak German, and are the only realty operators in Richmond doing so.

THE HOME BENEFICIAL ASSOCIATION.

The sturdy, vigorous and honest management of this company at 900 East Broad street inspired confidence and the certainty of a conservative handling of the funds in trust and the fair distribution of the same on the basis of claims for sickness, accident and death have given to the association a strong position in the insurance field. It has issued more than 300,000 policies and is steadily increasing in Richmond and all over the State of Virginia. The officers of the company are R. D. Watkins, president; M. D. Nunnally, vice-president; J. R. Cole, auditor; W. S. Morton, secretary; W. T. Allen, assistant secretary; L. T. W. Marye, general counsel; A. J. Watkins, treasurer; W. C. Germelman, assistant treasurer; W. L. Peple, medical adviser and W. W. Crisp, district supervisor.

EUGENE BRAUER.

Virginia is widely known as the home of the best of everything to eat; a fact largely brought about by the Smithfield sausage, manu-

factured by Eugene Brauer, at 13 East Main street. Smithfield sausage is a strictly all-pork product, made from the choicest corn-fed Virginia hogs. It is made from the hams and tenderloins, and is noted for the delicate flavoring. Mr. Brauer puts it up in green links, and in one pound packages, with a blue label marked Smithfield Sausage, and it is also sold as sausage meat. Mr. Brauer's trade in same extends over a large area of country and he has as regular patrons, many of the best hotels, club houses and restaurants. He also conducts a meat market at the above address, making a specialty of the very best in meats and provisions. Many of the leading families in the city are regular patrons and the market has an extensive clientele of the very best class.

MAYO IRON WORKS.

This concern operating as founders and machinists, manufacture and repair all kinds of machinery and have since their establishment less than four years ago, built up an extensive business which has spread all through the Eastern and Southern states. Their plant is located at 2404 East Main street, and is 100x200 feet, two stories high, and employs many skilled and efficient workmen. And the



Mayo Iron Works, 2404-06 East Main Street.

class of work turned out is constantly gaining for it increased patronage. The president, J. C. Kent, also its secretary and treasurer, Charles W. Shields, are natives of Virginia, while vice-president Willis H. Oxenham, formerly of England, has for fifteen years been a resident of Virginia. Mr. Oxenham has shown excellent judgment in his capacity of general manager. The firm is a member of the Chamber of Commerce and also of the Business Men's Club.



Studio, Homeier & Clark.

HOMEIER & CLARK.

Richmond is generously appreciative of the best in all lines of activity and the extensive patronage at the studio of Homeier & Clark, 307 East Broad street is practical evidence of the wide appreciation of the superior quality of their work in high-class portraits. Their photographs have taken many high awards at noted exhibits in this country and abroad. They received medals from the English Salon, London; New England Salon, Boston, Mass.; Ohio Photographers' Association, Columbus, O.; the World's Fair Medal at the Louisiana Purchase Exposition, St. Louis, and numerous medals from the National Photographers' Convention. Portrait work is their specialty and is finished in



Thos. Fraser, 316-18 North Henry Street.

the best style of the art, while their prices are moderate. A Homeier and M. L. Clark, who compose the firm are artists of natural talent, which has been developed by a lifetime of experience, and Mr. Homeier studied abroad three years.

THOMAS FRASER.

The profession of veterinary surgery, which is particularly a development of modern progress, has a prominent representative in Richmond in the person and practice of Dr. Thomas Fraser, who is a native of Scotland and has the sturdy qualities characteristic of his nationality. He is a blacksmith by trade and made a study of the individual needs of each horse he shod and gradually, but with increasing appreciation, his services were in demand and his reputation as an expert horseshoer became well established. With the purpose of increasing his usefulness, he took a course in the Ontario Veterinary College and graduated with the degree of Veterinary Surgeon in 1891. Since then he has been actively engaged in the practice of his profession. His veterinary hospital at 316-318 North Henry street, erected after his own design, is a model in its equipment and facilities, embodying the latest sanitary improvements, including ventilation, and is unsurpassed in completeness.



Diggs & Beadles, 1709 East Franklin Street.

DIGGS & BEADLES.

This firm started in business December 1st, 1902, and their business has steadily increased in volume each year, until now they are known all over the South as headquarters for reliable seeds. Their specialties are garden and flower seeds, grass and clover seeds, seed potatoes, onion seed, seed grain, field beans, flowering bulbs, poultry supplies, fertilizers, etc. The main office and warehouse are at 1709 East Franklin street, and they have a branch at 605 East Marshall street. In the two stores they have fifteen employes and the business is conducted on a well organized system. The business is incorporated and the executive officers are Albert C. Diggs, president and treasurer; John R. Beadles, vice president, and A. Percy Diggs, secretary.

W. J. WHITEHURST & SON.

This firm manufactures sash, doors, blinds and other building materials, making a specialty of high-grade special work. The plant is at Tenth and Byrd streets, and covers nearly an entire block. They have an up-to-date equipment, the factory being provided with every faculty, including the latest and best machinery, and the storage facilities are de-

signed for carrying a large and comprehensive stock of seasoned woods. W. J. Whitehurst and his son, R. V. Whitehurst, are the members of the firm, the father attending to the management of the factory and his son to the office details. The firm holds membership in the Chamber of Commerce.

L. NEALE & COMPANY.

This firm's operations cover the field of wholesale fruit and produce commission merchants. They receive from and ship to all the Southern

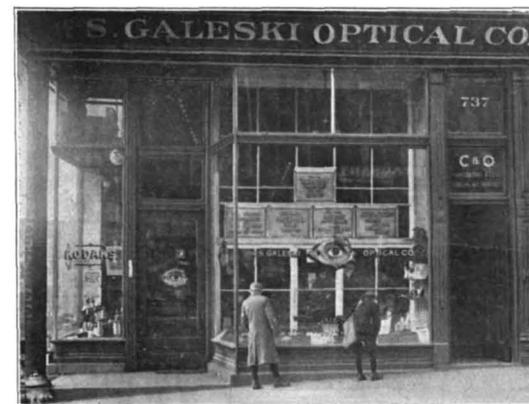


L. Neale & Co., 1309 East Cary Street.

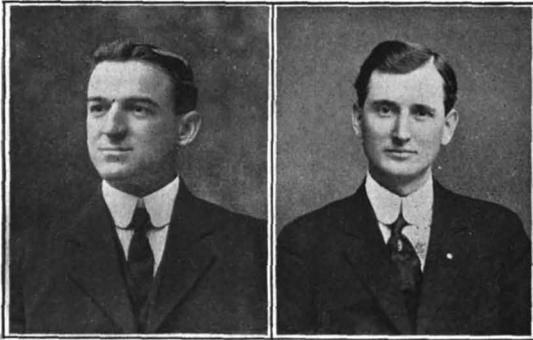
States and the large volume of their business, gives them a potent influence in the extension of the prestige of Richmond as a trade center. In the accuracy of their information concerning the trade throughout the South they are unexcelled and shippers who make consignments to this firm have good reason to be satisfied with the results. They invite correspondence and always give prompt attention to all inquiries. The members of the firm are L. Neale, a native of Virginia and B. I. Dunlap, a native of North Carolina. Both are members of the Chamber of Commerce, Produce Exchange and Grain Exchange of this city. Their offices are at 1309 East Cary street.

THE S. GALESKI OPTICAL CO.

Starting with a little store stocked with a careful selection of the best optical goods, made a quarter of a century ago, this business rapidly increased, and it now has stores at the corner of Eighth and Main streets and Broad and Third streets. Both stores are stocked with a full line of the best optical goods, and nothing is carried that cannot be fully guaranteed. The filling of oculists prescriptions is a leading specialty. They have their own manufacturing plant and the accuracy of their work is not excelled anywhere. They carry a large stock of superior gold eye glasses and spectacles and they fit lenses without charge. Other items in their comprehensive stock are eye-glass chains, safety catches, lorgnettes, opera glasses, thermometers, barometers, microscopes, telescopes, compasses, auto goggles, magnifiers, hand readers and everything in optical goods from the leading manufacturers. They also carry a full line of Kodaks and photo supplies. Mr. S. Galeski, the proprietor of the business, is a Mason, and is a member of the Jefferson Club. The business is under the able management of Mr. Frank S. Bullington, who is secretary of the State Optical Association, and a member of the Masons, Odd Fellows and Royal Arcanum.



S. Galeski Optical Co., Corner Eighth and Main Streets.



W. E. Sullivan, A. R. Martin,
Firm, Sullivan & Company.

SULLIVAN & COMPANY.

This firm established in business at their present offices, No. 4 North Tenth street, four years ago has done a flourishing business from the start. They handle the usual line of general real estate brokerage, buying, selling and exchanging property, managing estates, and their renting business is especially large. They have made a reputation as progressive real estate men, are reliable in all their dealings and execute all commissions promptly and to the satisfaction of their clients and customers. Their extensive business in loans on real estate is directly identified with the growth and development of the city and they have placed a large amount of capital in mortgage investment on Richmond property. The individual partners are W. E. Sullivan and A. R. Martin. Mr. Sullivan is a native of Richmond, and Mr. Martin was born and raised in West Virginia.

FORD AUTO COMPANY.

Because of Richmond's progress, the Ford Auto Co., of Baltimore, selling agents for the manufacturers of the celebrated Ford Automobiles, at Detroit, established a branch in this city, at 1625 West Broad street, where there is kept in stock the various models of the famous Ford machines. The "motto" of this

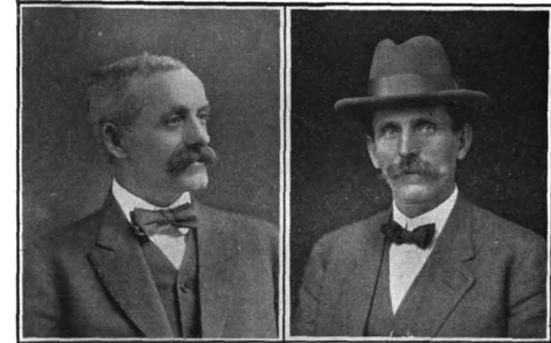
company is a high priced quality in a low priced car, and more than thirty thousand "Fords" are in use to-day, each a testimony of the Ford success, and we would advise intending purchasers to see them at their headquarters in this city, or send for booklet describing them more fully than we can undertake to do in the circumscribed space at our command. Mr. John K. Harper is the manager in charge of the branch office in this city.

WILLIAMS SLATE ROOFING CO.

This company operates both as quarrymen and roofers and make a specialty of the unfading Buckingham-Virginia roofing and building slate which comes from their own quarries. Their quarries in Buckingham county, Va., are thirty acres in extent, and they employ there between 350 and 400 hands. In Richmond they have twenty employes. Their Richmond office is at 12 North Ninth street and they have a warehouse, 40x100 feet, with spur track from the Chesapeake & Ohio Railroad. They have had many contracts in this city, including the roofing of the Jefferson Hotel, Virginia State Capitol, Richmond City Hall and Atlantic Coast Line depot, all of which are roofed with slate from their quarries. They also had contracts for slag roofing for the Southern Stock Yards of Virginia and slag



Quarries, William Slate Roofing Co., Buckingham Co., Virginia.

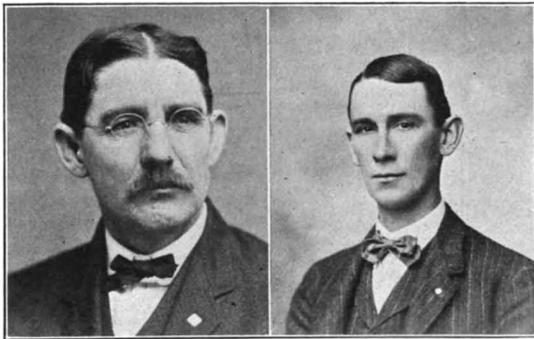


David Simpson, J. T. Nuckols,
Sec.-Treas., Williams' Contractor and Builder.
Slate Roofing Co.

roofing for all the modern apartment houses in the city. The company was incorporated in January, 1907. The executive officers are T. E. Williams, president, and John R. Williams, Jr., vice president, who are at the quarries, and David Simpson, secretary and treasurer, who is also the manager at Richmond.

J. T. NUCKOLS.

No city of its size in the south can show a larger number of substantial structures and beautiful residences than Richmond, and among those who have aided in this, none stand higher than J. T. Nuckols, general contractor and builder. Mr. Nuckols is a native of Virginia, and commenced business here fifteen years ago, and of late he has devoted special attention to office buildings, warehouses and factories, public structures and heavy construction work, and no contractor in the south can point to a larger number of this class of work than he. He built the Miller & Rhodes Department Store and the large concrete building at the corner of Fourteenth and Main streets, Southern Manufacturing Company's plant in Manchester, and the addition to the State Library. Mr. Nuckols is a member of the Chamber of Commerce and the Builders Exchange. His office is at 1111 East Main street.



Lewis T. Pemberton, Alfred Benson,
Firm, Pemberton & Benson.

PEMBERTON & BENSON.

The progressive spirit characteristic of Richmond is conspicuous in all those enterprises which serve the local needs and a leading exponent is the firm of Pemberton & Benson, whose activities include plumbing in all its branches, gas and steam fitting, steam and hot water heating, tinning and the handling of stoves, ranges and furnaces and general house furnishings. Their business premises at 320 East Broad street comprise three floors and basement, 75x20 feet, where they carry an immense stock and have thirty employees. They have a very large store trade from Richmond and vicinity and the prices quoted on their full line of house furnishings of every description are most attractive. Through their various branches of activity the firm renders a most efficient service to their patrons. In their plumbing and heating line they have had many large and important contracts, among which may be mentioned several fire department houses and other buildings and residences included in which are the Cannon Flats, Phillips Flats and the residences of O. H. Funston and J. B. Mosby, as well as many of the largest and finest in the Lee District. Lewis T. Pemberton and Alfred Benson are the individual members of the firm, which has membership in the Builders' Exchange and the Master Plumbers' Association. Both partners are natives of Richmond.

THE BANK OF COMMERCE & TRUSTS.

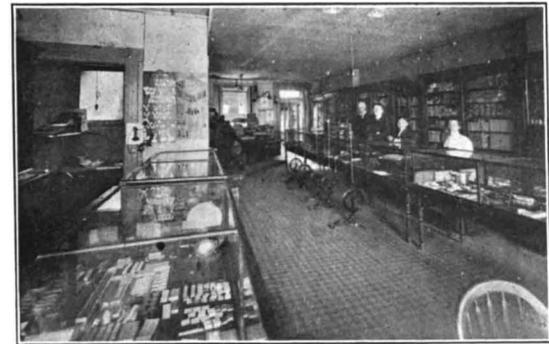
The main banking rooms of this institution are at Ninth and Main streets, and there are branches at 307 East Broad street (Bank of Commerce), and Twenty-fifth and Broad streets (Church Hill Bank). It does a general banking business and a general trust company business, and in each of its departments gives most efficient service. It lends money on city real estate and approved collaterals and has real estate loans for sale. It has a capital stock of \$200,000, and the statement issued at the close of business, November 16th, 1909, showed surplus and profits of \$50,000; deposits of \$834,184, and resources of \$1,094,579.81. The officers are Oliver J. Sands, president; A. R. Holladay, vice president; Chas. A. Peple, secretary and cashier; O. E. Parrish, cashier Church Hill Bank, and P. E. W. Goodwin, cashier Bank of Commerce.

VOSE DENTAL DEPOT.

This is the largest dental supply house in the South. The headquarters are at 721 East Main street, this city, and branches are maintained at Charlotte and Greensboro, N. C. The company carries in stock the goods of the Dentists' Supply Co., New York; Consolidated Dental Manufacturing Co., New York; Claudius Ash, Sons & Co., New York; The Ritter Dental Manu-



Sales Room, Pemberton & Benson, 320 East Broad St.



Sales Room, Vose Dental Depot, 721 E. Main Street.

facturing Co., Rochester, N. Y.; Ransom & Randolph Co., Toledo, Ohio; Lee S. Smith & Sons Co., Pittsburg, Pa., and L. D. Caulk Co., Philadelphia, Pa. Geo. F. Vose, proprietor, established business here ten years ago, coming to Richmond from Newark, New Jersey, where he had been in business many years. Two traveling men are now kept on the road through the South, and in addition to the orders which they send in, a very large mail order business is done.

H. SELDEN TAYLOR & CO.

The individual members of this firm are H. Selden Taylor and H. S. Taylor, Jr., whose offices are on the ground floor at No. 8 North Eleventh street. They operate as brokers and sales agents, and transact every sort of business relating to real estate, making a specialty of rentals and the care and management of property of estates and non-resident owners and have special facilities for the negotiation of loans on mortgages and for building improvements and for placing investments in Richmond realty for outside capital, a branch of the business that demands unusual and exacting knowledge of local conditions as well as wide experience and financial responsibility of a high order. The business was established by H. Selden Taylor about forty years ago, and his son was admitted to a co-partnership five years ago. Both are natives of Virginia.



Bowers Bros., 111 South Twelfth Street.

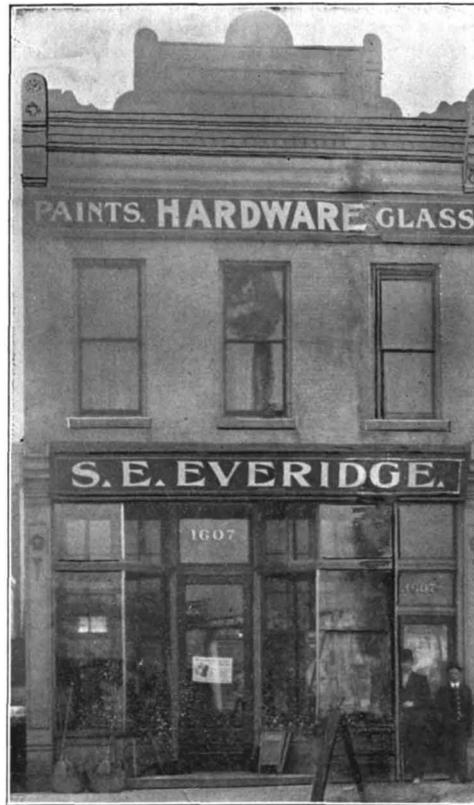
BOWERS BROTHERS, INCORPORATED.

This firm occupies premises at 111 South Twelfth street, three floors, each 40x80 feet and equipped with up-to-date facilities for carrying on the business in hand. The operations of the firm is a dealing in coffee, and the plant has improved roasting facilities and every other facility. The principal business is in bulk coffee and their leading package brands are "10-Penny," "Bowers," "Standard" and "Henrico" all of which are guaranteed under the Pure Food and Drug Act. They have two salesmen on the road and also do an important mail order business. J. C. Bowers is president, A. R. Bowers, vice-president, and W. R. Bowers, secretary and treasurer of the company.

AMERICAN CASH REGISTER CO.

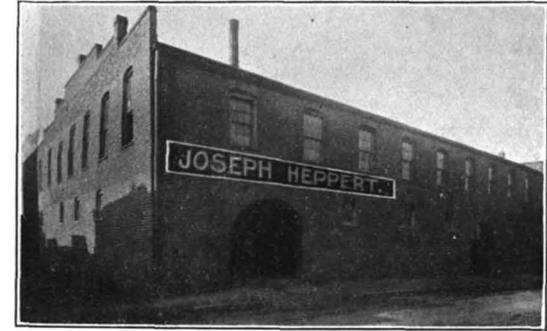
The cash register is an essential part of the equipment of any business where money is

taken in and the American Automatic Cash Register, represents the highest perfection of achievement in cash register design and construction. It is furnished with one or more total adding counters for cash, charge, received on account, paid out and no sale transactions, clerks' initials, printed sales record, and the new autogram device. These machines are also equipped with a new device for electrical illumination, which attracts attention to the indicators every time an amount is registered;



S. E. Everidge, 1607 West Broad Street.

lights up adding counters, printed sales records and cash drawer when the register is balanced; throws a bright light on the Autogram device every time it is used. S. E. Everidge, the Richmond agent has his headquarters at 1607 West Broad street, where he also conducts a general hardware business.

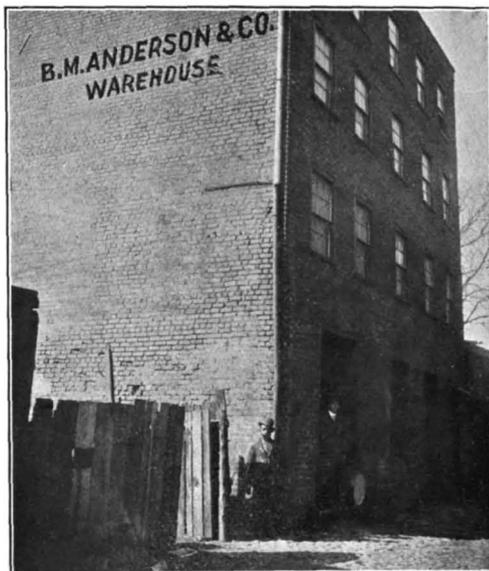


Joseph Heppert's Factory, Corner Catherine and Graham Streets.

JOSEPH HEPPERT.

The extensive building operations in force in Richmond calls for many firms who handle lumber and manufacture building materials, and one of the leaders thus engaged is Joseph Heppert, whose main office and yard on Catherine street, extends from Graham to Hancock streets.

The factory, a thoroughly well equipped building, is located on the corner of Catherine and Graham streets. In this factory are manufactured sash, doors, blinds, mouldings and brackets, and all kinds of general mill work is carried on. Mr. Heppert is also an extensive dealer in lumber, shingles, laths and general builders' supplies. For excellency of workmanship his manufacturers are unexcelled. He has been in the same business for twenty-four years, and there are few whose judgment of lumber is more accurate and thoroughly reliable than his. Mr. Heppert is a native of Germany and came to this country when sixteen years of age.



Warehouse, B. M. Anderson & Co.

B. M. ANDERSON & COMPANY.

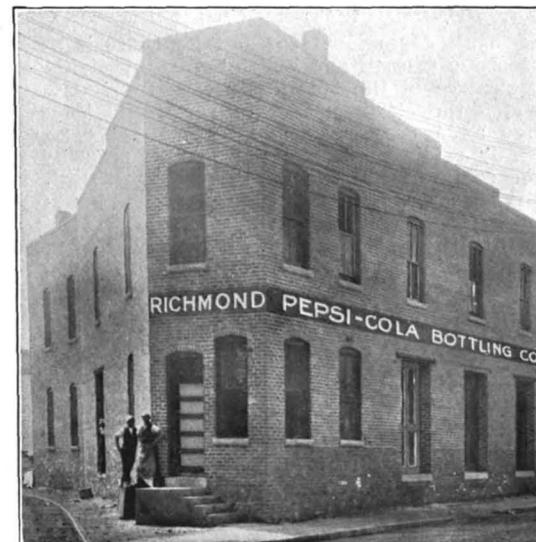
This house was established in March, 1903. The office is in the American National Bank Building, and the warehouse in the rear of 1906 East Main street. A distinctive feature of the business is the completeness of the stock, which includes linseed oil, white lead, paints, spirits turpentine, varnishes, lubricating oils, glass, etc., besides which the company manufacturers Dura Asphalta Elastic Roof Paints. The selling territory includes Virginia, North and South Carolina and Georgia, and is covered by travelling salesmen, keeping the house in close touch with the trade and the large volume of business handled last year is an encouraging sign of the generally prosperous conditions which prevail. B. M. Anderson, the founder and sole proprietor of the business, is a native of South Carolina and has been a resident of Richmond for the last eight years. E. C. Phillips, of Royston, Georgia, conducts the company's sales in the far South.

A. MEYER'S SONS.

Prominent among the concerns contributing largely to the wealth of this city, may be mentioned as ranking first, her carriage builders and manufacturers' agents for carriages, buggies, wagons, etc. In this line of business no firm has met with greater success than A. Meyer's Sons. With office and repository located at 731 East Cary street, and a thoroughly equipped factory at 120 South Eighth street, this concern enjoys the well-earned patronage of the carriage and wagon trade in the city of Richmond. They represent the following leading manufacturers: The Peters Buggy Company of Columbus, Ohio, the Martin Carriage Works of York, Penn., the Haywood Wagon Company of Baldwinville, N. Y., and others. The firm established in the year 1870 by Mr. A. Meyer, is now carried on by, in fact



A. Myers' Sons, 731 East Cary Street.



Richmond Pepsi-Cola Bottling Co., 1700 Dock Street.

has been carried on for the last eleven years, by his two sons, A. J. Meyer and C. W. Meyer.

RICHMOND PEPSI-COLA BOTTLING CO.

An especially flourishing business in a very important field is done by the Richmond Pepsi-Cola Bottling Company, who—from their headquarters at 1700 Dock street, cover twenty-nine counties in the State of Virginia and they find Richmond a convenient distributing center for their trade. They now have three delivery wagons in service in Richmond, two in Petersburg and two in Lynchburg, and their business is conducted on a well organized system. Absolute cleanliness is strictly maintained all through the establishment and the perfect conditions under which the bottling is done is not the least important factor in the quality of their Pepsi-Cola product. F. N. Gilman, president, and E. C. Toone, vice-president, are natives of Virginia. A. B. Connor, secretary and treasurer, is a native of South Carolina.

VA. BONDED WAREHOUSE CORPORATION.

In all departments of activity there is now a vigorous growth and development in Richmond, indicative of the stability of the foundation on which the city's prosperity rests, and its prestige as a commercial and industrial center is firmly established. As the natural gateway for the commerce of the South and Southwest, the city has a commanding influence and a most important addition to its commercial facilities is furnished by the Virginia Bonded Warehouse Corporation. This concern, incorporated in December, 1908, commenced business in October, 1909, on the completion of their large new warehouse at Eighteenth and Cary streets. In this steel fireproof building they have a floor space of 86,130 square feet, with every facility for handling merchandise promptly. A spur from the tracks of the Southern Railway runs from one end of the building to the other, delivering cars direct at one side of the warehouse, while on the opposite side are four doors for receiving and delivering freight by wagon. It is the largest bonded warehouse in the South, is 130½x132 feet, five stories high, affording a capacity of 1,250,000 cubic feet of space. It is equipped to handle and store all classes of merchandise and is bonded under the laws of the United States Internal Revenue Department. It has 412,000 cubic feet of space heated for aging of spirits. The building is of the best modern construction, is absolutely fireproof, besides which it is equipped throughout with an automatic sprinkler system and the rate of insurance is only one-fourth of one per cent. The facilities offered by this new warehouse to merchants, manufacturers and distillers are a most important addition to the advantages which Richmond offers as a business center, and are an example of the liberal and progressive spirit in the city's commercial and industrial development. The officers of the corporation are F. W. Scarborough, president; E. D. Hotchkiss, Jr., vice-president, and H. S. Hotchkiss, secretary and treasurer.

E. L. TAYLOR & COMPANY.

This firm occupies extensive premises at 1415-1417 East Main street, where they carry a large and comprehensive stock of everything required

by the wagon and carriage builder, their list including Goodrich Rubber Tires, Stinson wheels, Concord axles, Rowland springs, Akron

Oil Cloth Company's line of enameled duck, drill, etc., enameled leather, dash leather, carriage cloth and full line of trimming supplies.



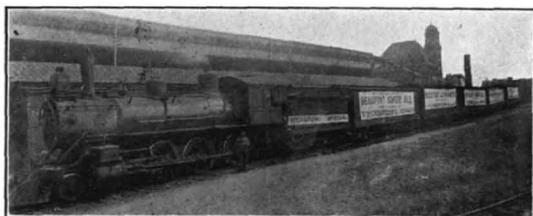
Warehouse, Virginia Bonded Warehouse Corporation, Corner Eighteenth and Cary Streets.

Selle gears, and the Silver Manufacturing Company's line of band saws, hub borers, spoke tenoners, drills, etc, carriage and wagon paints, Masury's Japan colors and varnishes, Standard

The business was established in 1904, and has grown steadily from the start. The individual members of the firm are E. L. Taylor, C. W. Taylor and A. J. Meyers.

BEAUFONT GINGER ALE.

"In Carload lots, and lots of Carloads."



This illustration represents a special train-load shipment of Beaufont Ginger Ale to one jobber.

Whenever citizens of Richmond see a bottle of "Beaufont Ginger Ale," they are apt to exclaim, "that's good stuff" and "it's made in Richmond." They are proud of it—and justly so—for the name "Beaufont" stands for the very highest class of "Ginger Ale" and "Sparkling Water." It was once thought that only the "Irish" could make Ginger Ale—but the Beaufont Company, with their high ideals as to quality and excellence, have produced a beverage that is unsurpassed at home or abroad. A steady increase in sales and extension of territory has resulted. The above picture represents a special trainload of Beaufont shipped at one time to one jobber. It is the largest single shipment of ginger ale known to the trade. The office and works of the company are at the corner of Ninth and Byrd streets.

MANN & BROWN.

Vigorous growth and development are found in every department of Richmond's activity and one which is of special interest is the business of Mann & Brown, florists, who have greenhouses at the new reservoir, a salesroom at 5 West Broad street and a branch office at the Jefferson Hotel. At the new reservoir they have twelve acres of ground devoted to the growing of flowers and plants and their greenhouses have 200,000 square feet of glass. Their Broad street salesroom is 30x70 feet and makes a very handsome display, being elegantly fitted

up and stocked with a large assortment of choice flowers and plants. Besides growing flowers and plants for the market they do an extensive business in decorations and they are engaged for the leading social functions in Richmond, and for the decoration of churches, banquet halls and residences. W. A. Mann is a native of Virginia, while his co-partner H. Brown, is a native of England. Both are members of the Chamber of Commerce and of the Business Men's Club.

OCEAN ACCIDENT AND GUARANTEE CO.

This company writes liability, automobile, elevator, steam boiler, plate glass, burglary, messages, hold-up, fidelity bonds, health, personal accident and credit insurance. It issues standard protection, and special "ocean" forms in all lines. The head office of the company is in England. The United States branch has its assets well invested in United States bonds, State and Municipal bonds, railroad bonds and mortgage loans on real estate. It holds city of Richmond bonds and its Southern investments also include bonds of the Atlantic & Charlotte Air line, Atlantic Coast line, Baltimore & Ohio, Louisville & Nashville, Norfolk & Western, Richmond-Washington, South Carolina & Georgia, Texas & Oklahoma and Washington Terminal railroads. Mr. Philip S. Powers, who has been general agent for Virginia for the last five years has his office at 609 Mutual Building, and has built up an extensive business for the company in his territory.



Tower-Binford Electric & Manufacturing Co.

TOWER-BINFORD ELECTRIC & MANUFACTURING CO.

This company operates as manufacturers and jobbers of electrical apparatus and supplies, and in their offices and warehouse, at 5 Governor street, the visitor will find a large and varied stock consisting of motors, dynamos, insulators, arc and incandescent lamps, batteries, wire and cables and supplies of every kind that are used in either the light, sound or power transmission department of the trade. In the



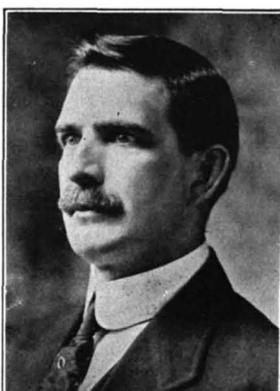
Greenhouses, Mann & Brown, at New Reservoir.

manufacturing department, a specialty of the company's workings is the manufacturing of knife switches, switch boards, panel boards and other specialties. The business was established in April, 1889, is incorporated under Virginia laws, and removal has recently been made to their present quarters, where they occupy approximately 50,000 square feet of floor space. The business extends throughout all the Southern States. Several salesmen are kept on the road attending to the wants of customers, while a large force of workmen are employed in the factor. P. H. Mayo is president; Geo. A. Tower, vice president; Julian Binford, secretary, and W. S. Mayo, treasurer of the company.

NEW RIVER COAL COMPANY.

As a trade center for the distribution of staple commodities, Richmond is being utilized by many great commercial and industrial concerns, prominent among which is the New River Coal Company. They are miners and shippers of New River coal, and handlers of New River coke and Kanawha gas and splint coal. The mines of the company are on the Chesapeake & Ohio Railroad and Virginian Railroad, and they have tidewater docks at Newport News, Va., and at Sewall's Point, Va. The main office is at Caperton, West Virginia, and the executive officers are G. H. Caperton, president, C. D. McCoy, treasurer, both of Caperton, and W. H. Warren, of Richmond, secretary, with offices in the American National Bank Building. The company was incorporated in 1909, and has already taken an important place in the trade by the large volume of business which has been developed through the energy of Mr. Warren from his offices here. He has immediate charge of the sales throughout the Eastern states, where the New River coal and coke are gaining a wide appreciation because of their fuel economy, and especially in the matter of making steam. In the present status of industrial conditions this is of special importance to steam plants and in the tests affecting thermal units, the products of this company have made an exceedingly good showing. This has helped very much to encourage the sales, and as the company has started out

with clean coal, it is also making a clean record for promptness in the filling of orders and for keeing to the spirit as well as the letter of its contracts. Mr. Warren, who is making the most of these conditions in the development of the Eastern trade, is a native of West Virginia and became a resident of Richmond three years ago.



W. H. Warren,
Secy. New River Coal Co.



M. H. Fidler,
Plumber and Gas Fitter.

R. L. BARNES SAFE AND LOCK COMPANY.

This company established twenty-two years before their incorporation, which took place in 1908, does an extensive business. Its plant covers one-half a block, besides which they have a large city warehouse, consisting of four floors, 25x200 feet, at 1308 East Main street, where their customers receive the most courteous treatment and exceedingly prompt attention is given to the rapid and satisfactory execution of their orders. The company sells the products of Diebold Safe and Lock Co., of Canton, Ohio, in Pennsylvania, Delaware, District of Columbia, Virginia, Tennessee, North Carolina and South Carolina. It manufactures standard fire and burglar-proof safes and vaults, fire-proof safes with burglar chests, railroad safes, jewelers' safes, skeleton safes, house safes, safe deposit boxes, express messenger

boxes, time, combination and key locks, automatic bolt-operating devices, anti-dynamite devices, fire and burglar-proof vault fronts, steel lining, county and jail work. R. L. Barnes, the president, and Mr. R. H. Barnes, vice president of the company, together with their able assistant, J. S. Hopkins, secretary and treasurer, are natives of Virginia, and form a thoroughly competent and efficient corps of directors for this prosperous company.

M. H. FIDLER.

Mr. Fidler established business five years ago and his workings include sanitary plumbing, tinning, gas fitting and stove repairing, his well-equipped shop being at 1907 East Main street. He makes a specialty of work for the tobacco factories, and has made a reputation for his success with the largest contracts. Repair work receives special attention and he has an ample force of men ready for any emergency. He is a native of Virginia.

ELECTRICAL ENGINEERING & SUPPLY CO.

This company, with headquarters at 618 East Main street, was incorporated in May, 1909. They do a general business as electrical engineers and contractors, deal in electrical supplies of every description. Their activities include electrical construction, motors, fixtures and repairs and they have a most efficient organization in all departments. The success of the company is very largely due to the energy and ability of the president, Mr. Joseph F. Leonard, who is also in another business as broker and manufacturers' agent, with offices at 308 Mutual Building where he does an extensive business in supplies for steam and electric railways, mills, mines, machinists and contractors and represents the signal and electric department of the Railroad Supply Company of Chicago.

H. W. WOODY.

The profession of which Mr. Woody is a prominent representative, is one of the most exacting in its demands, and in his experience and facilities he is prepared to render a most efficient service. As a funeral director and em-

balmer, he has a commanding prestige, and is second to none in the size and character of his patronage. He takes full charge of funerals, giving expert attention to every detail, and in either the simplest or the most elaborate funeral his services give equal satisfaction. He is an expert embalmer, and is fully qualified in all branches of the profession. His office and undertaking parlors are at 2518 East Broad street. Mr. Woody holds a diploma from the Renouard Training School for Embalmers of New York and has passed the examination of the State Board of Virginia. He has resided in Richmond all his life, and is universally respected by all who know him.

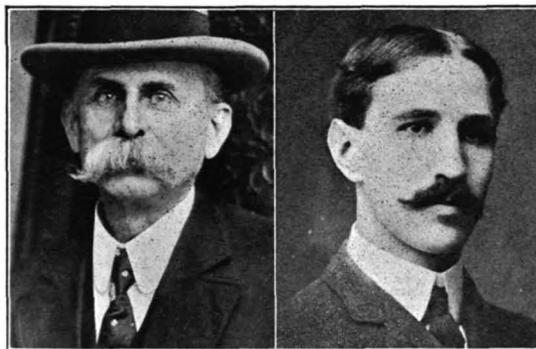
THE WARREN COAL COMPANY.

The coal trade has an especially good representation in Richmond, and an especially large business is done by the Warren Coal Company, whose offices are in the Chamber of Commerce building. This company began business January 1, 1909, as wholesale dealers in Standard, New River and Pocahontas coals, and Kanawha Gas and Splint coal. The headquarters are in this city and there is a branch office at Chicago to handle the Western business. The sales from Richmond extend throughout North and South Carolina and Virginia, and the business is steadily growing. L. D. Warren, manager of the company's business, is a native of West Virginia, and is an expert in the coal trade. In the development of the business he has brought the benefit of a long experience, a thorough knowledge of the trade and of the territory and a tireless energy. He is steadily gaining new business and the reliability with which deliveries are made on his contracts commands special satisfaction. He is a member of the Chamber of Commerce and of the Business Men's Club, and the growth of his business is an important factor in the expansion of Richmond influence and prestige.

EDWARD S. ROSE COMPANY.

But a single glance is needed to show the prominent part which has been played in this section by concerns which act as the medium of exchange between capital of other sections

and the realty here and among the foremost of the concerns thus engaged is the Edward S. Rose Company, whose offices are on the ground floor at 11 North Eleventh street. Both Edward S. Rose and Spencer Cornick comprising this company have been identified with the business from their youth up and have been valuable aids in up-building Richmond and in developing the resources of the State, and during this time they have handled many of the most important real estate deals which have been transacted here. The concern has built up a very extensive business in real estate in-



Edward S. Rose

B. C. Pattee

vestments and make a particular specialty of making investments for non-residents in property which promises a speedy and sure remuneration in value. All departments of a general real estate business are, however transacted, selling and exchanging property on account of others, making loans on mortgages, on good real estate security or for building purposes and placing fire insurance in sound companies at the lowest rate of premium. Both Mr. Rose and Mr. Cornick are natives of Richmond and are accounted among the foremost real estate operators here.

L. C. SMITH & BRO. TYPEWRITER CO.

The writing machine is an indispensable business utility and writing in sight is in line with modern progress. The L. C. Smith &

Brothers typewriter is not only the leading machine writing in sight, but it has built in the machine all devices for the many kinds of work that are now or likely to be required of a typewriter. It is the complete machine for every kind of typewriter work, the fulfilment of the practical results of typewriter experience extending over a quarter of a century. The Richmond branch at 24 North Seventh street was established about two years ago, and its territory comprises the State of Virginia. B. C. Pattee, the manager, is a native of Virginia and has had a long experience in the typewriter business. With this up-to-date writing machine, he has been particularly successful and he has closed many important contracts with railroads, large business houses, schools and other users of many typewriters.

GOLSAN & NASH.

The real estate office of Golsan & Nash at 735 East Main street was opened January 1, 1910. They handle real estate in all its branches and are making a specialty of loans. By their energy in going after business they have already acquired a large renting list of residences and business property and the satisfaction which they are giving through their progressive methods, and reliable dealing is bringing a steadily increasing volume of business. The personnel of the firm includes H. Logan Golsan and J. Pope Nash, both natives of Virginia.

EVANS-ALMIRALL & CO.

Engineers and Contractors for Heating and Ventilating New High School Building. (See illustration of Building on Page 54.)

This company's operations covers the field of engineers and contractors for heating, power piping and ventilating, and it is the sole owner of the Evans-Almirall hot water heating system. They were the engineers for the Richmond High School. Among their other large contracts in this part of the country are the central heating plant for the Washington and Lee University at Lexington, Va.; the Atlanta Terminal Station, at Atlanta, Ga.; the University of North Carolina at Chapel Hill, N. C.; the State, War and Navy Building, at Washington, D. C.; the Virginia State Penitentiary and many

other large and prominent buildings. H. C. Whitehurst is the resident manager of the company, with offices at Tenth and Byrd streets. Mr. Whitehurst is a native of Richmond and is a practical engineer of long experience. He is a member of the American Society of Mechanical Engineers, and has much large work in hand at this writing.

D. S. SNYDER.

As a plumbing and heating expert, Mr. Snyder has a reputation second to none. He uses only the best materials and workmanship and his methods are up-to-date in every respect. His shop at 917 Bank street is well equipped in every way and carries a full line of supplies and specialties. All work is done under his personal supervision and he employs an ample force of skilled mechanics who take pride in co-operating to make a perfect job.

W. H. JETER & CO.

The prestige of Richmond as a commercial, industrial and financial center is firmly established, and the vigorous growth and development now manifest in every department of the city's activity, are indicative of the firm foundation on which the prosperity of the city rests. The real estate business, which is such an accurate barometer of general prosperity, is well represented, and W. H. Jeter & Co., with offices at 1110 East Main street occupies a front place in this business. This firm has been established two years, and makes a specialty of farms in the Old Dominion. Their activities include buying, selling, renting and exchanging farms, timber lands, or suburban property, and they are prepared to execute all commissions promptly and to the entire satisfaction of their customers and clients. They have a large list of farm property for sale in all parts of the state and are prepared to satisfy almost every requirement as to location, condition, price and terms. Correspondence is invited, and all inquiries addressed to the firm will receive prompt and careful attention. Mr. Jeter is a native of Powhatan county, Va., and has a wide acquaintance through the state. His co-part-

ner, R. A. Harris, is from North Carolina, in which state he was with the Security Life & Annuity Company, of Greensboro, for six years, and later was district manager in Eastern North Carolina for the Jefferson Standard Life Insurance Co.

B. A. BERGER MANUFACTURING CO.

This company established and incorporated in 1908, manufacture a number of steel specialties, which have an extensive sale all over the United States and in Panama and South America. Berger's steel sink brackets are made for all styles and sizes of sinks. They will not



B. A. Berger Manufacturing Co., 16-18 N. 20th St.

and cannot break. Berger's steel tank brackets for range boilers and expansion tanks, are equally as durable. Berger's steel display stands for closets and lavatories are simple, durable and inexpensive. Berger's steel broom rack, made for wall or ceiling, is aluminum bronzed, and neat in appearance, and is the most convenient for grocers and others selling brooms. Berger's steel hose reels, for garden hose, etc., are preferred to all others. Their plant, at 16 and 18 North Twentieth street, occupies a two-story building, 45x60 feet, and is equipped with the latest and best facilities for the business. They sell to jobbers only and have three traveling salesmen on the road.

W. P. VEITCH.

Richmond stands for enterprise and business activity and the vigorous growth and development manifest on all sides are indicative of the stable foundation on which the prosperity of the city rests. In the construction work on buildings and other construction contracts, W. P. Veitch has an active and important part and his business is directly connected with the city's material growth and progress.

Mr. Veitch is a contractor for granolithic floors and walks and general concrete construction work of all kinds, besides which he does railroad construction work, including the building of concrete bridges and viaducts, as well as excavating work for all purposes, and he is always ready to furnish estimates. His facilities and equipment are equal to the requirements of the largest contracts and in all the work on which he has been engaged he has added steadily to his reputation. Concrete work now enters largely into the best modern construction, and in making this his specialty Mr. Veitch has shown a progressive spirit and has made a reputation for reliability in this special field of contracting which is bringing a steady increase of business. His yard and office are at 214 South Sixth street, where all inquiries receive prompt attention. Mr. Veitch did the repair work on the State Capitol Building after the addition of the two wings, and the general re-construction of the building. The Legislature appropriated a large sum for this work and engaged him to overhaul and put the building in perfect shape.

JNO. T. HESSER COAL CO.

Richmond enjoys a commanding prestige, which is strengthened by the location here of great wholesale houses and selling agents operating through the South. J. T. Jewett, General Sales Agent of the Jno. T. Hesser Coal Co., of Cincinnati, Ohio, has his office at 218 Mutual Building, from which he directs an extensive business through Virginia, North Carolina, South Carolina, Florida and Georgia. The mines are in the New River and Kanawha districts of West Virginia, on the line of the C. & O. Railway, and the John T. Hesser Coal

Co., act as selling agents for the operators. Their specialties are gas coal, smithing coal and Kanawha splint coal, also New River smokeless coal and foundry coke. This company is handling a large and increasing business in coal and coke and the growth of the sales from this office, is a direct result of the energy and ability of Mr. Jewett, who came with them in 1901.

Mr. Jewett is well known to the trade all through his territory, and is accounted one of the best known coal men in the city.

VIRGINIA AUTO COMPANY.

No industry has made greater strides in the city than the selling, handling, storing and repairing of automobiles, and among the leading concerns thus engaged is that styled the Virginia Auto Company, whose garage is at 223 West Broad street, of which, Mr. Wm. M. Batten is proprietor. Mr. Batten is the distributor for the Studebaker "E. M. F." cars, and the Studebaker-Flanders Automobile, manufactured by the "E. M. F." Company at

Detroit, and distributed to the trade by the Studebaker Automobile Co., of South Bend, Ind. These cars possess exceptional merit and are a production of a ripe experience of America's oldest, greatest and most successful vehicle manufacturers, and in their design and construction is included all those features which lengthy experience has proven to be essential and desirable in cars of the highest grade, and they are guaranteed to give more motoring value for the cost than any other cars on the market to-day.

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