

**GREENSBORO INDUSTRIAL AND IMMIGRATION ASSOCIATION.**

An Organization of the Active Business Men of the City who Seek to Promote its General Welfare.

This Association was organized in 1893 by a number of the most progressive business men of the city in order to obtain a more organized effort in the industrial enterprises in the world to lay before the world the advantages possessed by this city and to entertain the prospective home seeker, and to aid and counsel in the location for his business. The amount of good that has been accomplished by this organization could not be stated in this volume; its untiring efforts in the direction of development have marked an epoch in the history of the city that has broadened and deepened the channels of trade, and the quickening of all commercial life. The amount of effective work accomplished, the result of which is the location of several industries in the city, and the substantial encouragement given to new investors have brought to the city, but our own citizens have been induced to further their chosen sphere. In some instances stock has been bought outright in order to foster the development of business enterprises, and in other cases the taxes have been paid in advance for a term of years.

In the securing of freight rates and other accommodations for large receivers and shippers, this association has been particularly diligent, and in the use of its influence with the railroads to the end that Greensboro shall become a center of these great highways it has made substantial progress.

It has grappled with many of the complex problems that enter into the daily commercial of this section, and has secured to the city many of those blessings with which it is surrounded. The Greensboro Industrial and Immigration Association is regarded as the representative commercial body of the city, and its characteristics of conservative progression have been seen in almost every movement which has been instituted with a view to the solid growth and substantial development of the City of Greensboro and her trade relations with the outer world.

To those in quest of a new home in the "City of Flowers," away from the wintry blasts of the North and West, in a climate that is almost perpetual spring, a good place to live and a good place to make a living, this organization holds forth the fraternal hand of industrial friendship.

It invites the practical business man of every section to come and look upon the fair face of our city and examine the boundless resources that surround it.

All interested parties in quest of detailed information regarding any subject, whatever it may be that bears relation to the business life of Greensboro and Guilford County, may feel in writing to the Secretary of this Association that his communication will be received with the greatest favor. The present executive officers of the Association are as follows:

- J. H. Hunter, president, secretary and treasurer Hunter Mfg. & Com. Co.
- W. E. Stone, first vice-president; president Board of Education; secretary and treasurer George Manufacturing Company.
- E. P. Wharton, second vice-president; president Southern Guaranty & Inv. Co.
- W. M. Barber, secretary and treasurer; editor Greensboro Patriot.
- R. W. Brooks, lumber dealer.
- W. E. Beville, treasurer Greensboro Tobacco Association, director Greensboro National Bank.
- J. W. Lindau, secretary and treasurer Southern Finishing and Warehouse Co.
- J. M. Hendrix, J. M. Hendrix & Co., dry goods.
- Neil Ellington, president Greensboro National Bank.
- J. W. Fry, general manager Atlantic & Yadkin Railway.
- J. Norman Wills, secretary Odell Hardware Company. G. C.

**GREENSBORO HARDWARE COMPANY.**

Dealers in Hardware, Cutlery, Agricultural Implements, Etc.

The Greensboro Hardware Company was established in 1897, in which year they succeeded the Daniel Hardware Company, one of the oldest houses in the city.

The Greensboro Hardware Company have been successful. Why? They began right and stuck to it. Having for their business watchword "the best none too good for our patrons," knowing that merit would compel recognition, they bought the best productions of the best makers and in pursuance of this policy selected the Osborne farm machinery as the most perfect farm machinery devised by those who have made a study of this class of mechanics. The Osborne mowers, harvesters and binders combine in one all the desirable qualities of the other makes and also embody more originality in construction than any machine ever seen in the harvest field. To summarize, these machines combine strength, lightness and efficiency. They are cheap from the standpoint that the best is always the cheapest, and the farmer who buys "Osborne" machinery feels when he pays for it that through its aid he has been able to solve to his satisfaction the oft propounded query, Does farming pay? During 1898 the Greensboro Hardware Company sold eleven Osborne mowers and twelve binders.

In addition to farm machinery this company carries a full line of farm implements of all kinds, and builders' shelf, and heavy hardware, cutlery, tools, guns, sporting goods, hollow and woodenware, and stoves. Among the latter are Buck's Regal Cook, with adjustable top shelf.

Buck's Emblem Cook is a stove that makes the buyer glad that he bought that kind. The ware-rooms of the company are located at 223 South Elm street, are of ample proportions and the interior arrangements perfect. Mr. W. E. Phipps and Mr. M. C. Stewart, who look after the details of the business are conversant with the trade and its wants. Mr. J. R. Stewart is also a member of the company.

**GUILFORD BATTLE-GROUND.**

Five miles north of the city of Greensboro is the spot where on March 15th, 1781, our forefathers under General Greene met and did battle with the Hessians under Lord Cornwallis, who two days later fled to Wilmington and soon after surrendered at Yorktown.

About ten years ago several of the most prominent gentlemen of Greensboro desiring to fitly perpetuate the memories of this event, organized the Guilford Battle Ground Company, Incorporated, which embraces in its membership many of the most prominent men of this and adjoining states, and set about to beautify the spot made sacred to the memory of those who fell.

Beautiful driveways were laid out, the springs cared for, pavilions erected, and an artificial lake constructed fed by waters from numerous springs. Cottages were built, one for the keeper and one for the officers of the company, and a fire proof museum building in which are kept many relics of the Revolutionary period.

Several handsome monuments have been erected to the soldiers and statesmen of that time.

The State of North Carolina makes an annual appropriation to aid in the keeping of the grounds, and once the National Government gave material aid to this end.

The Atlantic & Yadkin Railway runs through the battlefield and has a station there for the accommodation of the thousands of visitors who have come from almost every State in the Union to see this historic spot.

The Guilford Battle Ground serves as a park and picnic ground for the city of Greensboro, and on July 4th of each year from ten to twenty thousand people gather to hear speakers of state and national repute.

The credit of preserving this beautiful spot in commemoration of the gallant dead whose dust now mingles with the earth from whence it sprung, is largely due Judge David Schenck and Major Joseph M. Morehead. Their efforts are appreciated by a grateful nation.

ALFRED COLLINS.

**Greensboro Telephone Exchange.**

Here the artist with his camera has invaded the sanctum of the two charming young ladies who preside over the Greensboro telephone exchange, a system which for convenience and completeness would do credit to any city in the country.

The Greensboro exchange now has one hundred and fifty eight instruments, all of which are giving universal satisfaction. In fact it is much more convenient to talk over a system

possible service for the least money, has built the exchange to its present high state of perfection. He began in July, 1894, with fifteen instruments in which he used the magneto system, but these were soon changed to battery 'phones and the American Electric Telephone Co.'s instruments were used throughout. He supplies either wall or desk telephones. The latter, being portable, are very convenient for office work.



GREENSBORO TELEPHONE EXCHANGE.

of this size than in the larger cities. for "Central" knows everybody, and it is manifestly very much less trouble to ask Miss Central for "John Smith's" office than to spend several minutes in searching a voluminous telephone book in quest of his number.

The system was installed by Mr. T. J. McAdoo, who has a life-long experience in things electrical, and who by persistent effort in giving the best

**WALTER W. ROWE,**  
DENTAL SURGEON,  
GREENSBORO, N. C.

Office, 101 1/2 East Market Street.  
Office Hours, 8:30 to 5 P. M.

**A PROGRESSIVE BUSINESS.**

On the front cover design of this edition we portray a busy coal yard scene which may be interesting to many who know the Cunningham Brothers and have had the pleasure to deal with them.

Messrs. J. M. and C. D. Cunningham are the proprietors of this business, both natives of Greensboro who have grown up to serve their fellow citizens and by their business methods have gained the respect and admiration of all.

They entered the coal and wood business in 1895, where the new Southern Railway freight depot now stands, and about three years ago removed to their present location, 345 South Davie Street, where the business and facilities have been increased from time to time as was warranted by the demand.

For the careful unloading of the cars they have erected a coal chute to prevent the coal from breaking, and have sheds with a storage capacity of five hundred tons. They use altogether thirteen wagons, and conduct a city dray line for the hauling of freight and expressage to and from the business houses.

They purchase coal in lots of ten to twenty-five car loads at a time and handle only the best Pennsylvania Anthracite and the Bituminous coal coming from the best Tennessee and Virginia mines. They are also large dealers in fire and kindling wood, the latter being made of rich fat pine.

Orders are promptly delivered in all parts of the city and surroundings. Mr. J. M. Cunningham is engaged in the United States Revenue Service, while his brother, Mr. C. D. Cunningham, has entire supervision of the business.

It is with pleasure that we commend this firm to the people of Greensboro and speak for their business integrity and ability.

**Boyd, Glenn & Waddell,**  
Fire Insurance.



PARTIAL VIEW OF THEIR OFFICE.

The leading fire insurance companies of the country are represented in Greensboro by live, painstaking agents but none more so than Messrs. Boyd, Glenn & Waddell, who are local agents for some of the oldest and most reliable foreign and American fire insurance companies, representing a total surplus of more than \$40,000,000. The firm writes insurance on all kinds of insurable buildings and the prompt adjustment of losses is a feature of the business which commends the firm to the public, as nothing is more annoying to the insured than delay in arranging payment of losses after a fire. This with the fact that the companies which they represent are of the very highest standing renders them a most desirable firm with whom to place risks.

**FIDELITY & CASUALTY CO. OF N. Y.**  
This company stands in the front rank of accident and fidelity companies. It issues accident, health, steam boiler, employers liability and

plate glass insurance policies. Messrs. Boyd, Glenn & Waddell have written a large amount of business for this company and the unquestioned reliability of the company will doubtless cause an increase in this special line of insurance corresponding to the increase in business in this vicinity.

**LIFE INSURANCE.**

This firm represents several of the oldest and most reliable life insurance companies in the United States.

**THE AMERICAN BONDING**

And Trust Company furnishes bonds for administrators, guardians, officials and others holding positions where bonds are required. Their charges are reasonable and Boyd, Glenn & Waddell will give all information in regard to the company.

**THE OFFICES**

Of the firm are located in the Katz building on Elm street. The individual members of the firm are S. H. Boyd, R. G. Glenn and D. C. Waddell.

**J. N. LONGEST.**

Contractor and Builder.

Mr. Longest is one of Greensboro's most popular and active contractors and builders. He has fairly won a foremost position among the builders of the State. In early life Mr. Longest acquired a thorough knowledge of his profession under John Denny, of Graham, N. C., one of the best known builders of his day. In 1887 Mr. Longest entered the business arena as a contractor and builder. Just prior to this time he was in charge of the construction of the North State tobacco factory at Reidsville, N. C., and had the building up to the second story when he resigned the superintendency to embark in business on his own account.

His first operations were the erection of a number of fine residences and business blocks in Reidsville. Among the latter were the Doggett and Harris blocks. He also built the Reidsville M. E. Church, South, a handsome edifice costing \$15,000. During the five years Mr. Longest was in business in Reidsville he virtually erected the buildings that now comprise the town. In 1892 he moved to Greensboro and has since that time built many of the finest residences that adorn the residential sections of the city. Among them are the homes of Mrs. Fanny Ross, Captain J. H. Gilleland, J. B. Stroud, Turner Rankin, J. C. Murchison, Dr. George W. Whitsett, Robert Akins, Hardy Gregory and O. Williams. Mr. Longest has during the past two years been engaged in extensive building operations at Pinehurst, N. C., the Yankee paradise that James W. Tufts, of Boston, Mass., has dropped down in the health-giving pines of the Southland. At this popular winter resort he erected the Holly Inn, one of the most attractive hotels in the South, in which no modern convenience is wanting, besides a department store, school building, town hall and many residences there. Much of Mr. Longest's success in his vocation can be attributed to the fact that he has departed from the old time-worn style of architecture and introduced changes new, pleasing and attractive to this community.

G. C.

**S. E. HUDSON.**

Groceries and Country Produce.

This business was established in 1872 by the present proprietor. The location was then on Elm street, opposite the present store. Mr. Hudson started in a small way but by strict attention to business and always selling good, reliable goods at rock-bottom prices he soon acquired a large trade which increased as the years went by until it attained such large proportions as to render the facilities and accommodations afforded by the original store entirely inadequate to the demands of his increased business. Determined to have an up-to-date store and one that would meet the requirements of his trade and be a valuable addition to the commercial houses of the city, Mr. Hudson in 1895 bought the property 513 South Elm street and erected thereon the two-story brick building which he now occupies. It is 25 by 94 feet in dimensions and well adapted for the purposes for which it is used and conveniently fitted up.

It would be impossible to name all the goods carried by this house. Among them are groceries, provisions, teas, coffees, spices, canned and potted goods, table luxuries, and household necessities. A high standard of excellence is always maintained.

"The Valley Mills' Best Patent and 'Carnation' flour are acknowledged to be the par excellence of flours and will make more and whiter bread than any flour on the market and bread that retains the nutritious properties of the wheat. Mr. Hudson gives his personal attention to the business and with the aid of four assistants is enabled to give prompt attention to his patrons, among whom are numbered many of the leading families of Greensboro, and vicinity. Goods are delivered free and no pains are spared to retain old customers and gain new ones, which the "store on the hill" is doing every day.

**G. W. ST. SING,**  
MANUFACTURER OF  
Carriages, Phaetons, Buggies, Carts,  
AND WAGONS.

Repairing and Smithing Done Neatly and Promptly.  
HORSE SHOEING A SPECIALTY.  
Fine Track Shoes Made to Order.  
South Davie St., GREENSBORO, N. C.

**FLOUR, FEED,  
CANNED GOODS.**

**D. F. CAUSEY,  
GROCER**

520 EAST WASHINGTON STREET.

GROCERIES,  
PROVISIONS,  
... LOW PRICES.

Wood Delivered Promptly and Free of all Charge.

**The Oldest Drug Stand in Greensboro.**



WARD'S DRUG STORE.

There are few people in or about this section who are not familiar with Ward's old reliable drug store where for many years they have had their prescriptions filled and bought their medicines.

Mr. Ward is a native North Carolinian who has been in the drug business for the past eighteen years. He came to Greensboro in 1888 and in 1893 opened at Dr. Glenn's old stand, 108 South Elm street, where he still keeps, and began the upbuilding of his present large trade.

Mr. Ward gives little attention to fancy wares, carrying only those necessary toilet articles and proprietary

preparations as adjuncts to his large line of pure, fresh chemicals, and gives his personal attention to the compounding of all prescriptions, with which he takes especial pains. It is safe to say that prescriptions left at Ward's drug store receive the most careful attention.