

The Lumber Trade.

A Great Business That Has Developed in Greensboro.

The Result of its Favorable Location.

The teeming forests of North Carolina, stretching away over the uplands to the foot-hills and mountain ranges of the Blue Ridge, rich in pine, oak, hickory, and many other more expensive woods, and until comparatively a few years ago almost untouched by the woodman's ax, have been penetrated by the iron highways of commerce, dotted with many saw mills, and are now pouring their wealth into the realm of industry besides giving employment to thousands of busy toilers.

Greensboro is the most convenient center for the transaction of a large portion of this business as well as for the manufacture of building material and other finished products.

ACTIVITY IN BUILDING.

Seventeen years ago Greensboro had within its borders but 2,000 souls. The number gradually increased from year to year and in 1896 the general trend of industrial enterprise in this direction took a steadfast hold upon the city. Building operations were begun upon a large scale which have continued with unabating activity until the present day, and it is safe to say the operations in this line were never larger than at this time.

During this period there have probably been one hundred houses erected within the city limits every year, and this does not include the building of a whole town with a population of two thousand just outside the corporate limits.

During the past few days the Proximity Manufacturing Company has issued contracts for the erection of about two hundred additional houses as a part of their plant now being built here. The mill itself represents an outlay of \$300,000.

One of the most important factors in the building of Greensboro during the past few years has been the Messrs. Cone, who in connection with their town at Proximity Mills, the buildings about the Southern Finishing Mills, and other building operations in and about this city, have built all told at least a thousand houses either in or just outside the corporate limits.

Among those contractors and builders who have taken a most active part in all these operations may be mentioned Thomas Woodroffe, W. C. Bain, John Y. Smith, and W. A. Fries, the

latter being the superintendent of buildings for the Cone interests.

THE BUILDING MATERIAL TRADE.

The amount of lumber consumed in the manufacture of building material here is placed by conservative estimate at twenty-five million feet per year, and this does not include the enormous amount of plain lumber handled at wholesale, either directly in the Greensboro market or shipped by Greensboro wholesalers from the mountain mills to the Northern and Western States.

It is a notable fact that Greensboro manufactured building material commands a better price in the markets of the East than those of any other city in this section and finds a ready market throughout Virginia, West Virginia, District of Columbia, Maryland and Pennsylvania. The eight woodworking plants of Greensboro pay out annually for mechanical labor about \$35,000, divided as follows:

Greensboro Sash and Blind Co.	\$5,500
Cape Fear Manufacturing Co.	8,000
Guilford Lumber Manufacturing Co.	5,500
Brooks Lumber Co.	2,500
E. E. Bain	2,500
Thomas Woodroffe	3,000
B. H. Merrimon	4,000
Greensboro Furniture Mfg. Co.	4,000

These figures refer to the wood-working plants alone.

The building in Greensboro has been without intermission and unabated in its steady increase during all this period. The outlook for the future is better than it has ever been before. The character of the buildings reveal the work of the trained architect, and skilled mechanic, embracing modern designs and sanitary improvements. Yet with all this building we have not enough. Scarcely is a foundation laid before the house is either bought or rented, and there is scarcely a habitable building within the city without a tenant.

The music of countless hammers rings out at every turn from early till late, the song of the laborers' paradise, industrial activity.

Business Opportunity.

Somebody is going to make a lot of money manufacturing school and church furniture.

Greensboro is the right place for such a factory.

Oak, ash and poplar are cheap and plentiful in this country.

Business Opportunity.

Greensboro has need of a first-class up-to-date bakery.

Any hustler that will open such an establishment here and ply the trade daily with a couple of first-class modern wagons can build up a profitable business.

G. T. KEARSLEY & CO.,

(Next to Postoffice,)

GREENSBORO, N. C.

WE HAVE

YEARS OF EXPERIENCE

AND

Unusual Facilities for Selling Desirable Properties.

WE WANT LISTED WITH US FOR SALE

Good Farming Lands.

WATER POWERS, &c., AT REASONABLE PRICES.

Do You Wish to Sell or Buy a Business?

WRITE OR CALL ON US.

GUILFORD LUMBER MANUFACTURING COMPANY.

The lumber trade is represented in Greensboro by the Guilford Lumber Manufacturing Company. This business was established in 1889 and the success of the company during the past ten years has been in a measure due to the excellent shipping facilities and the central location of Greensboro. This and the business connections of the company in the lumber selling market and their large holdings of timber lands have given them admitted advantages over many concerns in their line.

The yards and plant of the company located on Ashe street are equipped with every convenience for the storage and manufacture of lumber. The trade is exclusively in Carolina pine, and the stock of this staple lumber carried is from 500,000 to 2,500,000 feet. The manufacture of building material, including sash, doors, blinds, frames, mouldings, brackets and other articles used in the exterior and interior wood work of buildings, is an important part of the business and one to which special attention is given. Estimates are furnished for supplying the material of their line for all kinds of buildings but not for the construction, as the company adheres strictly to its legitimate line and does not put itself

in competition with the building contractor. The trade of the company extends to many points in South Carolina, Virginia, West Virginia, Washington, D. C., and throughout the State of North Carolina.

THE TROY PLANT.

The increasing demand for lumber has made marked inroads on the pine forests of the section near Greensboro and in order to insure a continued supply which would enable them to meet the requirements of their patrons for years to come the company have located mills and drying kilns at Troy,



PARTIAL VIEW OF GREENSBORO PLANT.

N. C., right in the heart of the pine lumber section of the State. Their drying kilns at this place have a capacity of over 70,000 feet of lumber on a line of railroad that connects with both the Southern Railway and the Seaboard Air Line, giving them as good shipping facilities as can be had by a section that is in the midst of a primitive forest.

The company employ twenty-five skilled workmen in the Greensboro works and thirty-five at Troy. The officers of the company are President, C. A. Reynolds; Secretary and Treasurer, W. D. Mendenhall. Both take an active part in the management of the business, which is a very important one and has been a prominent factor in developing the material affairs of Greensboro.

Furniture Men, Read This.

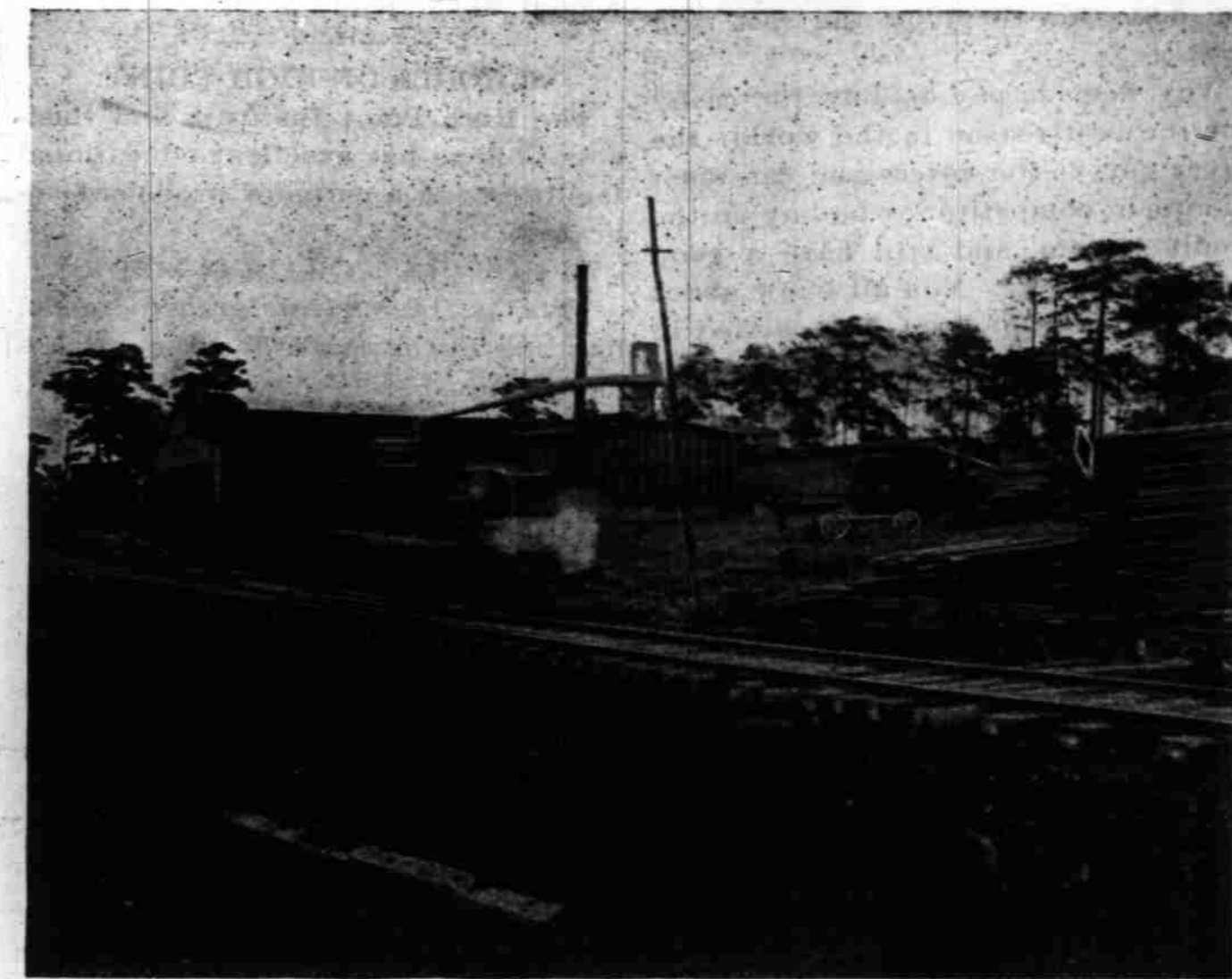
Greensboro wants another furniture factory. We have one now, it is paying a big dividend annually.

High Point, fifteen miles from here, has ten furniture factories, all making money, but does not want any more because it will affect the price of their raw material.

Greensboro has every facility that High Point ever had for this line and many they never had.

Fine oak lumber can be laid down here for about ten dollars per thousand, a tremendous advantage over the New England or Western price.

Greensboro is the railroad center of North Carolina, has eight lines and two great systems, and possibly two more coming. Labor is cheap and plentiful.

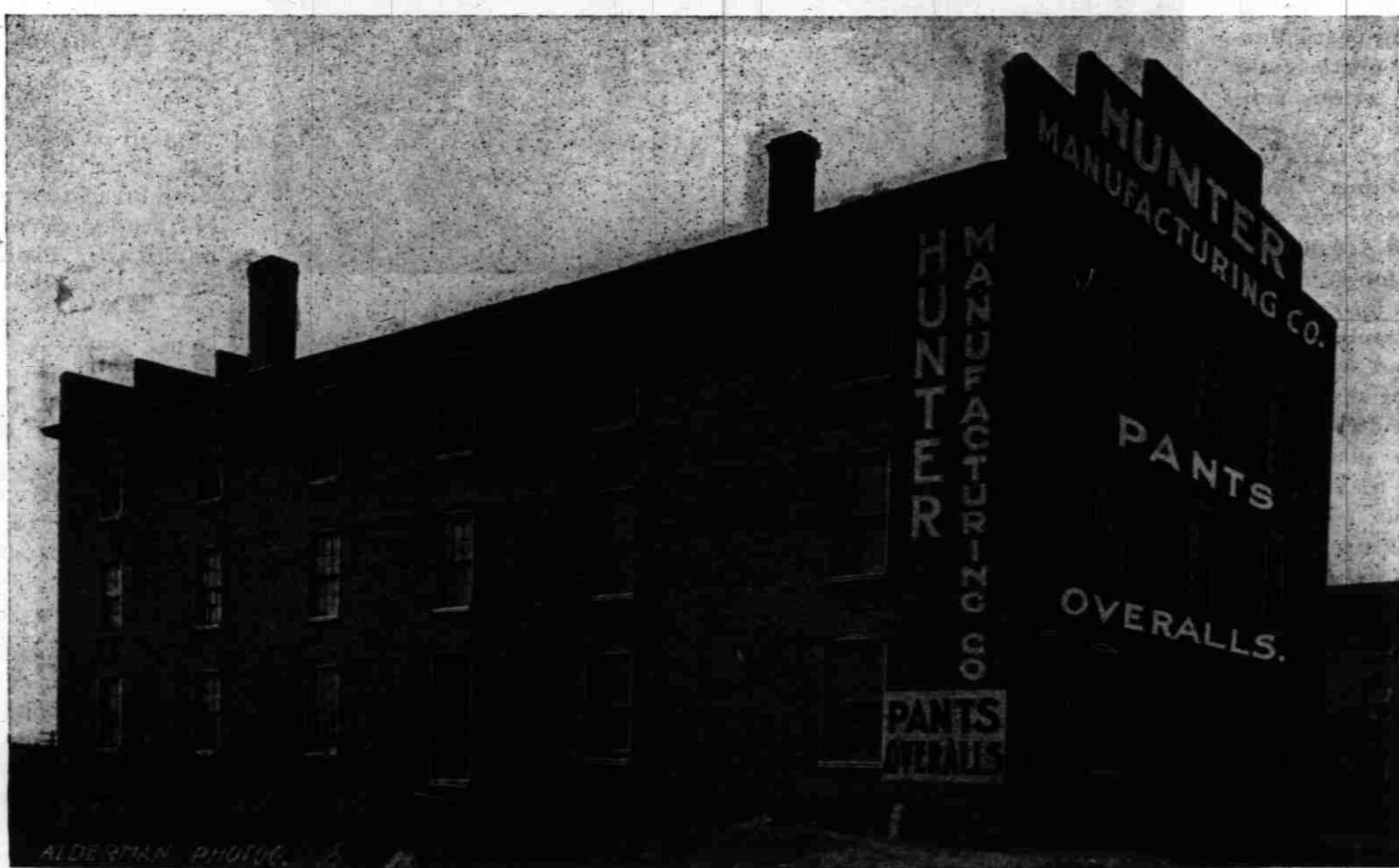


THE MILL AT TROY, N. C.

HUNTER MANUFACTURING

... AND ...

COMMISSION COMPANY,



MANUFACTURERS OF AND

Direct Agents for Southern Cottons.

Old North State Overalls---Pants.

The accompanying illustration portrays the office and factory building of the Hunter Manufacturing & Commission Company.

The business was begun on January 10th, 1897, and for eighteen months

thereafter was conducted strictly as a company are: R. G. Vaughn (Cashier commission business, handling the City National Bank), President; C. G. products of the company's own and Wright (capitalist), Vice-President, other Southern mills, and distributing and J. S. Hunter, Secretary and their goods direct from the manufacturer to the trade. The officers of the

On November 1, 1898, the plant of

the Glenn Manufacturing Co., of this city, was purchased and the manufacture of pants and overalls added to the business. To accommodate the large and growing demand, and to facilitate the future development of the

business, on March 1st of the present year a large three-story and basement building, 50x100 feet, was secured on Buchanan street and fitted with every modern convenience for the manufacture of pants and overalls, as well as for the general offices and warerooms of the company.

The capacity of the plant has already been doubled, using forty machines and giving employment to forty-five hands, and it is the intention of the company to again double the capacity of the plant as soon as additional power can be secured.

The Commission Business.

Being interested in Southern cotton mills the observation and experience of the company led them to believe that a cotton commission house in North Carolina, managed on the same modern business methods as those in the East, could be successfully operated here. Success has attended the business from its very inception; it has increased in volume and broadened its realm at every stride, and to-day is handling a larger and better trade than ever before. The Hunter Manufacturing & Commission Company handles either the total output or parts of the products of eighteen Southern mills, making brown and colored cotton goods, sheetings, all weights, counts and qualities, drills all weights, plaids all weights, bleached cottons, cottonades, hickory stripes, chevots, denims, jeans, blankets, wool yarn, and knitting cottons.

The trade extends among the best and largest jobbers and wholesalers in all the principal Southern cities, Baltimore, Philadelphia and New York, and as far west through the principal commercial centers to Omaha.

Pants and Overalls.

The natural advantages that surround this city, and the immediate proximity to the mills, have made it possible for this company to turn out a superior grade of goods at less than the prevailing price, and cheap goods at corresponding figures.

The "Old North State" overalls have already become widely known. They are made of high-grade material, with extension fly, reinforced crotch, felled seams throughout, and patent "non-pull off" buttons. These buttons are used on all the grades of pants and overalls turned out by the firm, a thing not found on any but the most expensive goods, which adds materially to their selling qualities.

These lines are giving universal satisfaction from Texas to New York. The plant is turning out sixty dozen pairs per day, and could easily sell as many more.

Mr. J. S. Hunter, the leading spirit in this business, has taken an active part in the material development of Greensboro. He is the President of the Greensboro Industrial and Immigration Association, and is widely known and respected throughout this section of the country.

Mr. T. A. Hunter, the first road representative sent out by this company, is now a stockholder, and enjoys the reputation of being one of the hardest-working men on the road to-day—and few men enjoy a larger trade.

This company prides itself in the class of men sent out to solicit business. They are hard workers and thoroughly reliable.

Greensboro expects this business to develop very materially during the present year.



INTERIOR VIEW OF OFFICE.