

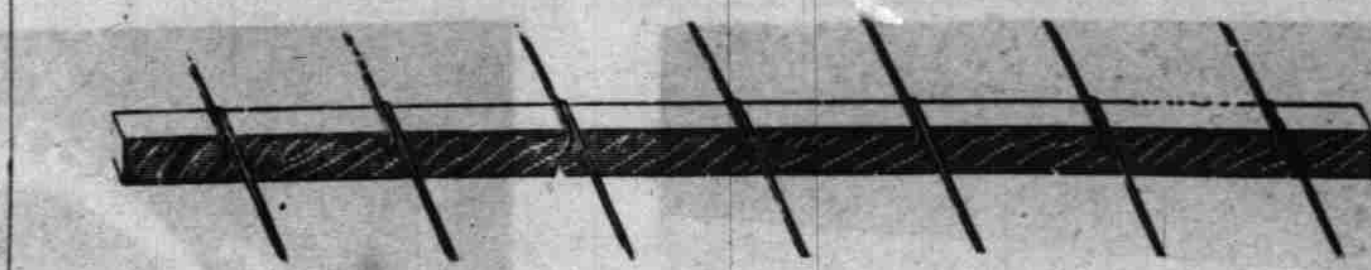
W. H. SNOW.

There are but few tobacco growers and dealers throughout all this country who have not heard of W. H. Snow, the venerable inventor and manufacturer of the Snow Modern Barn System and tobacco curing appliances, whose patent processes cover the removal of the leaves from the stalk and their scientific curing by artificial heat. His name has become a synonym with the proper treatment of the leaf and indelibly marked upon the pages of history wherein the growth and development of the industry are chronicled.



It is due to his advice and counsel, which embody the most scientific methods in the culture of the tender plant and the final curing of the leaf, that the growing of tobacco has been made a source of pleasure and profit to the farmer.

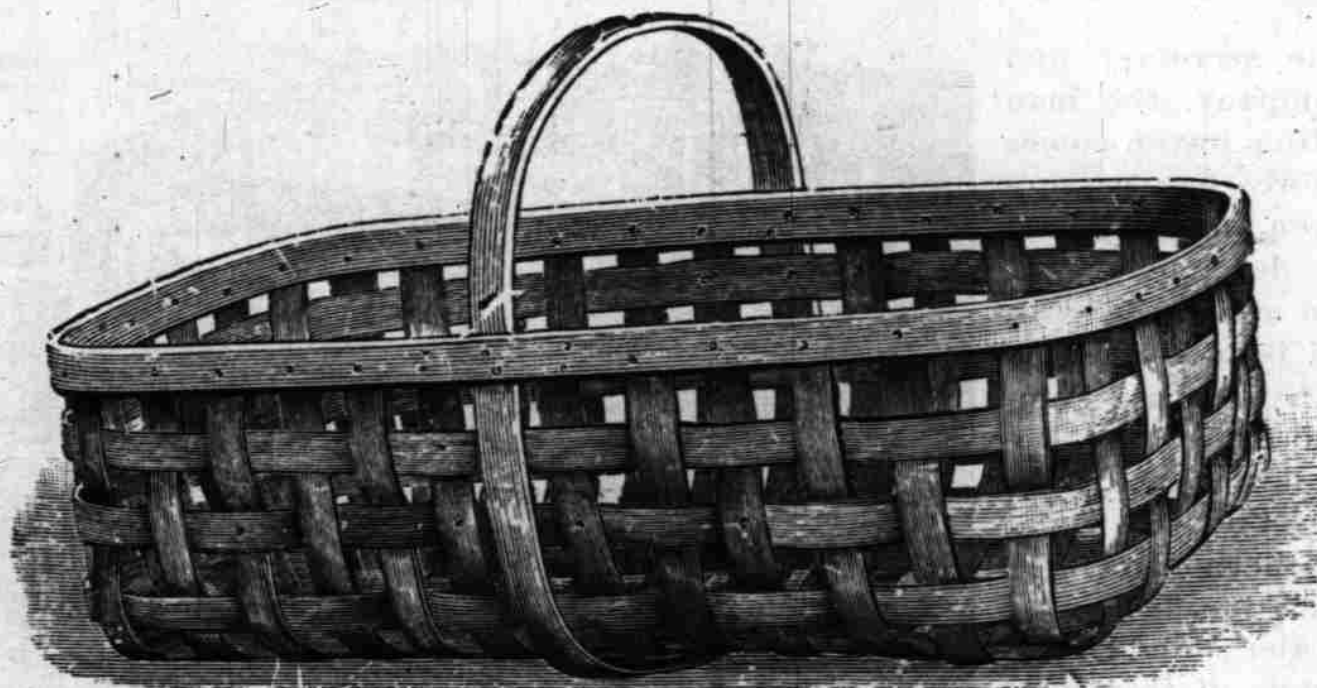
Captain Snow has issued numerous books and pamphlets descriptive of his method which have been distributed throughout the country, and his devices have wrought a revolution in the quality and character of the



product in almost all the tobacco growing states.

In one of the latest issues he says: "There is great need of a scientific method of cultivating and curing the crop, which is wholly wanting at the present time. 'A great mystery doth hedge about' the industry. There are a great many varieties of tobacco and almost as many methods of cultivating and curing; all these methods can not be right. The great bulk of the tobacco grown at the present time is cured as the Indians cured the weed four hundred years ago. Demonstration has conclusively proven that the red man's method is based neither upon science nor economy. It is wasteful in both virtue and quantity from every point of view. The white man, with few exceptions, has blindly followed his red brother's tobacco trail, the only deviation being that the white man builds a shed to shelter his tobacco from the storms, while his red brother hung his tobacco on the bushes or in the peak of his wigwam to dry it. To shed the light of science, to group common sense methods, to help the planter out of the uncertain blind way in which he is now groping, is the object of this work."

He tells you how to plant the seed, the kind of soil that gives the most prolific yield, and when and how and where to set the crop, the worming and cultivation, the topping and suckering, and finally the proper curing to insure the brightest leaf and the highest price.



The Snow Tobacco Barn System has been endorsed by State boards of agriculture and hundreds of growers who have found it an indispensable adjunct to their business, and have written testimonials in cordial approval.

Captain Snow is the manufacturer of every kind of basket used in the gathering, curing and after handling of tobacco, as well as farmers, grocers, laundry, and other baskets and hampers made to stand the wear. His establishment for this purpose employs a considerable force of men to meet the large and continuous demand.

Captain Snow is the pioneer manufacturer of High Point, having been the first to perceive its incomparable location and highly favored surroundings. Every industry he founded is now busy and prospering. He blazed the way to industrial development and piloted numerous undertakings to prosperity. He came when others feared to venture and laid the foundation for its present commercial and industrial activity, and is known, loved and venerated as the "Father of High Point." Seven times the people have called him to the chief magistracy of the town, and he responded with characteristic usefulness. The people never pause to consider his views on questions or state and national policy, knowing that he is devoted to their material interests and able to promote these in the face of all difficulties. Be it said they have never been disappointed.

National Bank OF HIGH POINT.

The financial transactions of High Point are amply facilitated by its banking institutions, chief among which is the National Bank of High Point, which in its twelve and one-half years of business activity, has accomplished results little short of phenomenal; thus attesting the ability of the men at its head as financiers of the highest type.

The bank was incorporated March 13th, 1886, with a capital stock of \$50,000. The first officers were W. J. Armfield, president, A. J. Sapp, vice-president, and C. W. Worth, cashier. As proof of its wise and conservative



W. J. ARMFIELD, PRESIDENT.

management the bank has steadily increased its resources from the day it was opened and at the last semi-annual meeting showed that it had paid back to its stockholders the full \$50,000 capital stock, with a surplus of \$28,000 undivided profits, having paid an average of 8 per cent. since its inception.

The deposits carried are from \$130,000 to \$160,000 and the loans and discounts range from \$180,000 to \$200,000.

During the dark days of 1893 when failures came thick and fast this institution honored with cash every draft that was made upon it and rendered timely aid to numerous other business and financial houses who would otherwise have doubtless been forced into insolvency. The safe deposit vault which was erected in November, 1897, at a cost of \$1,250, has a floor space of 7 by 10 feet and is 9 feet high. Inside of the vault is a safe made by the Herrings of chrome steel and iron weighing 8,000 pounds, which is equipped with double time locks, double combination locks and double

doors requiring two of the bank's officers to effect an opening.

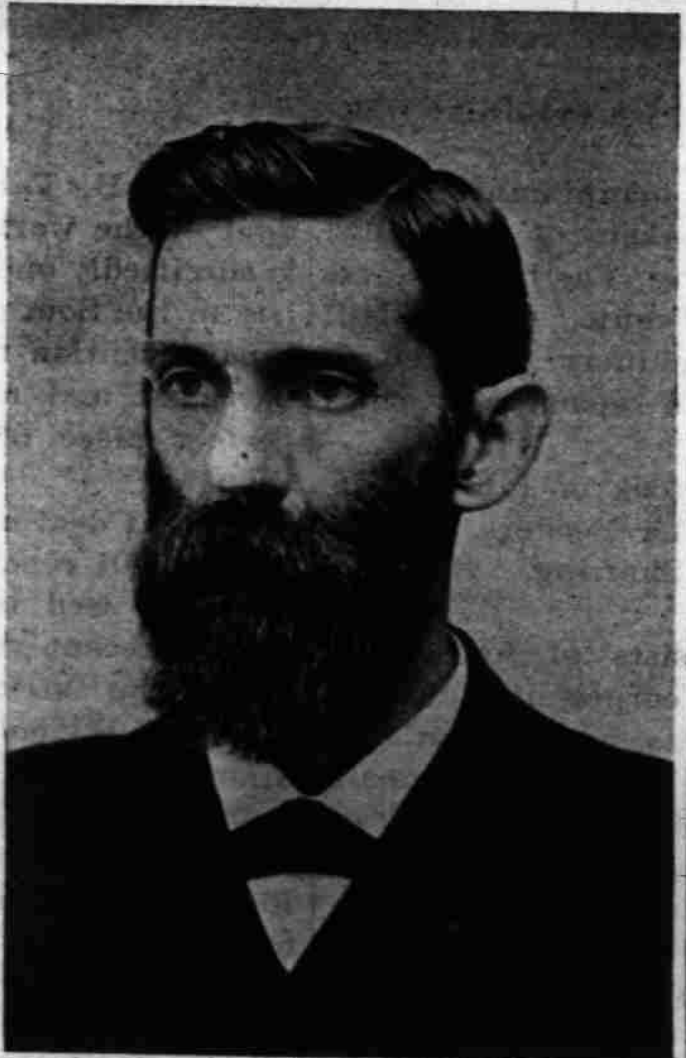
The most fitting and appropriate



E. M. ARMFIELD, CASHIER.

illustrations for this article are the portraits of those men who have been a part of the living process of its development.

Mr. A. B. Sapp, whose portrait accom-



A. B. SAPP, BOOKKEEPER.

panies those of the president and cashier, has been the bookkeeper of the bank from the beginning of its career. Mr. E. M. Armfield, the cashier since 1888, a native of this county, assumed that

important position when but 19 years of age and was at that time the youngest bank cashier in the United States. The president of the bank, Mr. W. J. Armfield, the father of the bank, is a native North Carolinian bearing those distinguishing characteristics of polished refinement coupled with a wide ranged executive ability which has been the keystone of his eminently successful career. His best efforts and highest aspirations have been devoted to the promotion of the financial interests of this section. He has been identified with the development of several financial institutions, among which is the National Bank of High Point, the National Bank of Greensboro, and the Bank of Randolph, of which he is vice-president.

The directors are W. H. Ragan, J. A. Lindsay, N. C. English, J. H. Millis and W. J. Armfield.

Novelty Manufacturing Co. GREENSBORO, N. C.

In this inventive age when some of the best products of mechanical genius are being produced their manufacture and introduction is an important one to the inventor as many a meritorious device never nets the inventor any pecuniary benefit owing to his lack of means or a business knowledge necessary to introduce it.

In fact the inventor seems to be considered the legitimate prey of the patent attorney, capitalist and manufacturer. After he passes through the crucible of the attorney, and fails to fall into the hands of the capitalist he is often left without means to introduce his device. The Novelty Manufacturing Company meets just such emergencies; it does not rob the inventor of his labor or charge him exorbitant sums to manufacture his invention but makes terms that enable him to introduce it. They can also aid those who have ideas which they have not worked out. They will furnish estimates and take contracts for the manufacture and introduction of novelties of all kinds.

Among the specialties made by the company are indestructible bed springs, folding cots, folding poultry coops, fruit crates and egg cases. They control many patents, among which is a wagon for advertising purposes which is well worthy of investigation by those who wish to invest. Without a doubt it is the best advertising idea ever conceived other than newspapers. Somebody will make a big hit and big money with it.

HIGH POINT CHAIR COMPANY,

HIGH POINT, N. C.



Among those establishments that make High Point famous for its tremendous output in furniture, the High Point Chair Company contributes its full quota and enjoys a large trade, the result of careful and conscientious workmanship and natural advantages that enable them to put their goods upon the market at a low figure consistent with their quality. The business was established in 1890 by Joseph B. Best, and has since been

operated with conspicuous success.

A variety of styles are manufactured, bottomed with split, cane or rattan, as the purchaser may prefer.

The frames are made of smooth and tough white oak, for which portions of North Carolina are famous, and in strength they are not surpassed by any chair in the market. Hundreds of dozens are sold annually in North and South Carolina, Virginia, Georgia, Florida, Tennessee and other South-

ern States, where they are given perfect satisfaction.

A large force of highly skilled workmen steadily at the factory are engaged in making and bottoming the chairs.

Correspondence is solicited with furniture dealers who desire to handle the best and fastest selling chair on the market. Write the High Point Chair Company for descriptive catalogue and prices. Orders are promptly filled.

ALMA FURNITURE CO.

HIGH POINT, N. C.



... MANUFACTURERS OF ...

CHEAP AND MEDIUM GRADE SAFES.

CORRESPONDENCE SOLICITED.

Guilford Foundry and Machine Works,

HIGH POINT, NORTH CAROLINA.

Now open for business and prepared to do all kinds of foundry and machine work. Steam powers furnished on short notice. One of the best moulders in the state.



W. H. ROACH, Manager.

Have You a Novelty?

WRITE US!

NOVELTY MANUFACTURING COMPANY

GREENSBORO, N. C.

We invite correspondence from all who have any invention which has merit and who wish to put it on the market. Our terms are liberal.

WE CAN HELP YOU.



RESIDENCE OF REV. W. L. GRISSOM, Greensboro, N. C.