

Greensboro as a Highly Favored and Growing Commercial and Manufacturing Centre.

This Section Producing as Fine Tobacco as is Found in the Country, By Bray Brothers.

Greensboro is the most important and centrally located city of the Piedmont section of North Carolina; has a population of 12,000, and is the geographical center of the famous Yellow and Mashogany tobacco belt of the State. This section grows that peculiarly fine quality and finely flavored tobacco which has so immortalized the name of North Carolina as the finest bright tobacco section in the world.

For general manufacturing purposes, such as plug chewing, plug cut, fine cut, granulated smoking, and cigarettes, and a fine quality yellow strip, the leaf tobacco grown in this territory is not excelled by that of any country or section of the world.

As an evidence of this fact the largest and most successful manufactures of the world are our largest buyers and only regret that they cannot get more of our superior leaf to use in their famous brands. We sell about 3,500,000 pounds annually, and with our co-

mmodious warehouses, our nice plug and smoking factories, and with our numerous energetic leaf dealers, we see no reason why we should not increase this aggregate every year.

We have the facilities for handling twice this amount every year. Our banks have an aggregate capital, surplus, and deposits of over \$1,500,000, and we are the centre of eight railroads which furnish us cheap freight rates to all points of the compass. With all these natural advantages and the superior quality of our tobacco, we see no reason whatever why our market should not be doubled in the next two years.

We invite all tobaccoist to investigate our facilities and our market before they locate or place orders or you might regret it. We will take pleasure in answering any inquiry you may wish to make regarding the market or the tobacco sold here.

BRAY BROTHERS.

Per C. A. Bray.

This as a Rapidly Developing Wholesale Center. * * By Milton L. Shields.

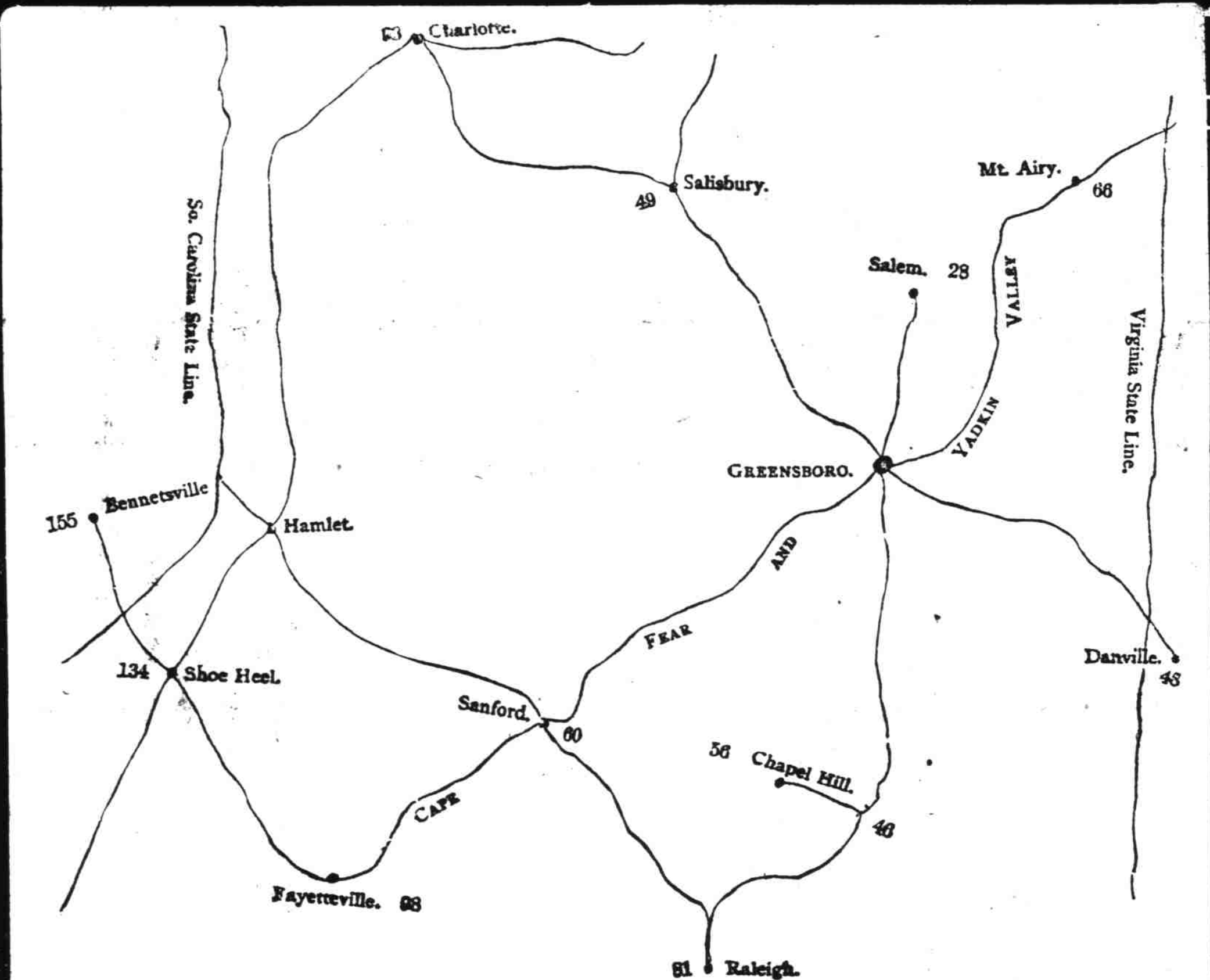
In this highly favored town, with its many and diversified interests, no line of industry has been so phenomenally successful as has that of the wholesale business. Its success has proven beyond all peradventure, that this is the most desirable distributing point for a large portion of the South. All points of the compass, North, East, South and West, are in easy access by our several lines and branches of the railway, and we have every good reason to believe that within the near future another line of railway will be added to our already excellent transportation facilities, furnishing us with most wholesome competition. Four years ago the wholesale business of Greensboro was confined to two lines, that of hardware and dry goods, now all lines are represented, and by houses that would be a credit to our largest cities. In that four years the volume of business has increased to such an extent that a fair estimate shows now that it is \$1,250,000 per year

greater than it was at the beginning of that period.

Many reasons have combined to bring this about the main one of which is a saving in freight rate to the trade. This is due to the fact that jobbers here can buy goods as cheap from the manufacturers and importers as can those in the larger cities, and also because of the peculiar railway freight rates in this State, whereby the shipper pays freight only on the actual weight of the case if it be less than a hundred pounds. Another point in favor of this as a jobbing center is the fact that the wholesaler here can sell goods for less than those in larger cities because the cost of operating his business is less, taxes and rents are lower, labor and clerical hire cheaper, the cost of living cheaper, etc. All these reasons and many others which I will not attempt to mention, combine to make this one of the most highly favored jobbing centers of the entire South.

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Banking and Its Development as Treated by the President of I. & I. Association and the Greensboro Loan and Trust Co.

The growth and prosperity of a city depend upon the productiveness of the surrounding country, its transportation facilities in all directions and the energy of its people. Without enumerating the various products of field and forest surrounding this city and the lines of railroad going in all directions it is only necessary to mention two facts to show that Greensboro is well supplied with all of the requisites named in the first paragraph of this letter. The census report shows that the population of Greensboro in 1890 was 3,317 and in 1900 was 10,035, an increase of 202 per cent. in ten years. While these figures show a remarka-

ble growth, there is another fact which shows even a greater increase in the business development of our city. The individual deposits in all the banks here on February 4, 1899, were \$643,156.04 and on February 5, 1901, were \$1,141,538.64, an increase of nearly half a million dollars, or 77 1-2 per cent in two years. Several years ago the business men organized the Greensboro Industrial and Immigration Association for the purpose of inducing the location here of manufacturing plants and the establishment of new business enterprises of every kind and we feel that the Association has accomplished much along these lines. J. W. FRY.

Greensboro, North Carolina, Its Advantages as a Commercial, Manufacturing and Educational Centre.

It is a common remark of observers that this place is naturally situated for development into an important commercial and manufacturing centre unsurpassed in a large section of the country. It is not only in a few hours distance direct to the larger cities of the country, but is a distribution point for one of the largest and richest and fastest growing portions of the South. Its railroads diverge in every direction, and it is the great central and meeting point between the eastern and western part of the State. It is situated in the Piedmont Section, the richest in the State, and is the center of one of the most thickly occupied manufacturing sections of the entire South. Within a radius of 60 miles of this point there are 62 cotton mills, operating

18,987 looms and 525,024 spindles, nine knitting mills, three woolen mills, innumerable wood manufacturing factories. The soil is fertile and the climate admirable. PRESENT AND PROSPECTIVE DEVELOPMENT. The present rate of growth of this place is almost phenomenal. In point of population, the increase for the past ten years according to the United States census reports, has been between 200 and 300 per cent, and greater than that of any other town in North Carolina. The population now within the actual city limits numbered, according to the last census, 10,035, while including suburbs it will reach the neighborhood of 20,000. Not only in population (Continued on Eighth Page.)