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# AS OTHERS SEE US

A Tribute to West Virginia's  
Progress and Development  
by the Great Southern Com-  
mercial Journal, the Manu-  
facturers Record. 



*Issued by*  
THE WEST VIRGINIA  
BOARD OF TRADE

1911



# Activities For Progress In West Virginia



(Special Correspondence Manufacturers  
Record.)

Wheeling, W. Va., July 1.

The spirit of progress and optimism is abroad in West Virginia. This is reflected by men engaged in all lines of business, who seem to realize that at last investors and manufacturers are beginning to appreciate the wonderful value, extent and adaptability of the State's many varied natural resources and are turning their eyes in this direction in order to establish plants for developing them.

In the visit made to the principal towns in West Virginia along the Baltimore & Ohio Railroad your correspondent was especially impressed with the renewed activities of the various commercial organizations in those cities. These bodies are being recognized and rejuvenated. More of the progressive business men of the various cities are becoming directly interested in them and are giving their time and efforts in order that their respective communities may derive the most benefit from the attention which is now being directed toward the State.

Perhaps no influence has had a greater beneficial and stimulating effect upon the present encouraging outlook than the broad-gauged advertising campaign recently inaugurated in the Manufacturers Record by the Baltimore & Ohio for the purpose of centering the interest of investors, manu-

facturers and homeseekers in the wonderful possibilities of West Virginia. On every hand there is a consensus of opinion that the time has come for some aggressive work on the part of those having an interest in West Virginia to attract to its borders those who will take advantage of the opportunities offered by the State's resources.

### RAW MATERIALS

West Virginia's coal and timber have a world-wide reputation. These exist in such enormous quantities that most people heretofore have thought that they were the only resources the State possessed. So great were they in extent that they completely overshadowed the many other mineral deposits that are to be found in West Virginia in practically inexhaustible quantities, including limestones, clays, iron ores, glass sands, natural gas, oil, etc. Of course there has been some development of these resources, but none of them have been developed in keeping with their quality and extent. It is unquestionably a fact that West Virginia possesses raw materials of quality and extent that offer unusual inducement for a variety of industries. And when its location is considered in the heart of our greatest industrial activities and within easy reach not only of the leading consuming markets of this country, but also through the Atlantic seaboard of the markets of the world, this is truly an ideal state for the establishment of industries.

### RAILROAD FACILITIES

For the development of its resources, West Virginia has magnificent railroad facilities. These have been built along the most modern lines for the purpose of taking care of the great coal tonnage of the State, so that those locating within its borders will not have to undergo the trials and tribula-

tions of insufficient railroad service, but will find awaiting them facilities that are unsurpassed. In that section covered by the Baltimore & Ohio they will find a system that is thoroughly perfected to take care of all traffic, and one which, with its many branches and connections, can place finished products in the greatest markets of this country. Moreover, they will find a road that always co-operates to the fullest extent not only with those established industries in its territory, but also with those seeking locations for new industries.

It was no doubt with a full realization of the great possibilities of the territory covered by its lines in West Virginia that the Baltimore & Ohio has mapped out an aggressive campaign for its development. The faith of the Baltimore & Ohio in West Virginia is perhaps more strongly evidenced by the statement that it has probably spent more money on its track in West Virginia than in any other State through which it passes, and it is now engaged in betterments of large magnitude in many different sections of the State, as strikingly detailed in the article covering these improvements in the Manufacturers Record of June 15.

### **MINERAL RESOURCES**

The West Virginia State Geological Survey has made some quite extensive investigations of the State's various natural resources. Reports on these investigations have been published by the State in bound form, and one who reads them cannot help but marvel that a single State possesses within its borders deposits of minerals to such an extent and value. Among the more important of these resources may be mentioned limestones of great extent and wonderful purity, that offer to manufacturers of Portland cement, hydrated, agricultural and

other lime products, fluxing stone, etc., exceptional opportunities; rich clays suitable for the making of building brick, fire-brick, paving brick, pottery, terra-cotta products, roofing tile, etc.; iron ore deposits suitable especially for the manufacture of open-hearth steel; glass sands of exceptional purity and adaptability for the manufacture of the finest grade of glassware; oils, timber, salt, building stones, etc.

These resources do not exist in a few scattered pockets here and there, but they are all extensive, and most of them practically inexhaustible. One of their most striking features, too, is the fact of their exceptional purity, making them available for the manufacture of the finest grades of products.

These indeed would be sufficient for any State to boast of, but when one considers that in connection with them there is also an inexhaustible supply of natural gas for the manufacture of products from these resources their importance and value are considerably enhanced.

### NATURAL GAS AND COAL

During 1909 it was estimated, from such sources as data was available, that the output of natural gas in West Virginia was 156,435,000,000 cubic feet, and less than one-third of this was consumed in the State, the rest being sent to adjacent States. This figure, however, does not approach the capacity of the State's gas wells, because it is said on good authority that within a 25-mile radius of Clarksburg, which is in the center of the State's most productive gas fields, the capacity of the wells in that section are sufficient to produce 1,000,000,000 cubic feet daily. This natural gas is sold to manufacturers in West Virginia at prices ranging from 4 to 10 cents per 1000 cubic feet, ac-

ording to the location and other manufacturing conditions. In comparison with coal, water-powers and other methods of producing power, there is none as cheap as this. Always back of this, and insuring additional cheap power, is the fact that 51 of the 55 counties of the State are underlaid with vast coal deposits of the finest grades in the country, so that manufacturers locating in West Virginia, even if the gas supply might at some future time become exhausted, can obtain coal cheaper than it would be possible in any other section.

When one considers all of these facts, there is wonder that capital and investors have not sooner appreciated the magnificent opportunities awaiting them in West Virginia.

They are, however, awakening to these opportunities, and each year sees additional plants of large calibre being located within the State. But what has been accomplished is as nothing compared with the great possibilities available. West Virginians feel that they are on the verge of the greatest period in the State's industrial history, because at last its resources are being given the consideration they merit. They are not slow to see the drift of affairs, and consequently, as previously referred to, are laying their plans so as to take advantage of every opportunity that is offered for expansion industrially.

One of the most encouraging parts of this work is that the various communities are co-operating with it. Perhaps no State has a more efficient State Board of Trade than West Virginia. This organization embraces in its membership those industrial, financial and commercial leaders who have made West Virginia what it is today, and, in addition to all of them

working individually for their own particular communities, they are working collectively through their State body. There can be but one result from such co-operative work, and that is, the development of the State along the broadest possible lines.

In every community visited by your correspondent was he impressed with the liberal treatment accorded established and organizing enterprises by the banks. They work hand in hand with the trade organizations of their city for its advancement along broad business and industrial lines.

Another striking feature of the State's development is the growing number of interurban electric railway lines. These connect up a number of important cities and outlying sections. They are always being extended to keep pace with the growth of the territories they serve, and at this time a number of new projects of large magnitude are being organized, the result of which will provide the State with interurban lines connecting up a great many of the principal cities.

To give some idea of the recent and present activities going on in the several towns visited a brief reference, without any attempt to go into a general description of each community, will prove of interest as indicative of how West Virginia is expanding in all directions:

### WHEELING

Wheeling, the largest city in West Virginia, is located on three trunk lines—the Baltimore & Ohio, Wabash and the Pennsylvania railroads—and together, including smaller lines, there are nine railroads serving the city. It also has the advantage of water transportation on the Ohio



River, so that excellent shipping facilities are available. A belt line connecting all of the railroads entering Wheeling is also operated. Manufacturers are allowed the same freight rate that applies to Pittsburg on all raw materials and finished products to and from all points within a 100-mile radius.

Wheeling's principal manufactures consist of iron, steel, tinplate, glass, tobacco, stoneware, sanitary ware and chinaware products. Numerous other articles are also made in this city. Wheeling possesses plants of such important concerns as Wheeling Steel & Iron Co., La Belle Iron Works, American Sheet & Tinplate Co., National Tube Co. and the Carnegie Steel Co., which in themselves are evidences of the value of Wheeling's location as a manufacturing center.

Natural gas is used almost exclusively for industrial purposes, the price for this ranging from 10 to 15 cents per 1000 cubic feet, according to the amount consumed. In addition, Wheeling's industries always have the great coal deposits of the State to fall back upon, and coal can be obtained in Wheeling at a cost of about \$1 per ton.

Faith in Wheeling's future is evidenced by the fact that the Baltimore & Ohio has recently spent between \$2,000,000 and \$3,000,000 in improving its freight and passenger service, and the city has now one of the finest stations along the company's line. These improvements acted as an impetus to others, and there have since that time been erected in Wheeling, among others, such buildings as the Y. M. C. A. Building, Wheeling Public Library, Schmulbach Office Building and Dollar Savings Bank Building. The Schmulbach Building, which covers a

large area and is 12 stories in height, is the largest office structure in the State. The Dollar Savings Bank Building has just been completed at a cost of \$100,000, and it is a splendid example of a modern banking house. It is one story in height, and will be devoted exclusively to the bank's business. In decoration and design, both interior and exterior, it is thoroughly in keeping with the dignity and standing of the institutions. Another important improvement being made, to cost \$150,000, is that of the German Bank, which is housed in the historic Washington Hall. The National Exchange Bank is also to add two stories to its present office building.

One of Wheeling's most progressive industries is the manufacture of stogies. These plants run continuously throughout the year, and it is estimated that during 1910, 150,000,000 stogies were made. The Pollock stogie factories, which employ 600 people are to build a nine-story factory building for the purpose of putting the industry under one roof. The Marsh stogie factory has two plants, and has just completed a new one which will employ 500 people.

The McLure Hotel is having plans prepared for a 100-room annex, which will be modern in every respect. The Wheeling Can Co. is doubling the capacity of its plant. The Wheeling Electrical Co. is erecting a new plant in South Wheeling at a cost of \$500,000. Extensive improvements are also being made to its large power-house by the Wheeling Traction Co.

An evidence of the public spirit abroad in Wheeling is shown by the raising in a short period of \$150,000 through the Board of Trade to build a market-house and audi-

torium. An illustration of this building appeared in the "Manufacturer's Record" of June 29. The design of the market-house is imposing and dignified, and will prove an important acquisition to the city's public buildings.

The fact that Wheeling's business men are not too busy to look after the welfare of the working classes in the city is shown by work of the Playground Association, which was formed by them for the amusement of the children. Three large playgrounds have been established and equipped with various apparatus for the children's pleasure. The ground are presided over by school teachers and they will unquestionably have a beneficial effect on the moral and physical training of the class of children which are reached.

Wheeling is surrounded on all sides by a number of small industrial towns, including not only those in West Virginia, but also several in Ohio, all of which trade in Wheeling, so that while the population of Wheeling proper is about 42,000, the population of the Wheeling section which is dependent upon it is approximately 150,000.

In addition to having an excellent street railway system, there are a number of interurban lines extending in different directions from Wheeling which connect with all of the important industrial towns around it

## HUNTINGTON

Huntington is one of the most attractive cities in West Virginia. It would be hard to find a more desirable location for the establishment of a thriving industrial business and home city. It lies on a broad level plateau, which is sufficiently large in

extent to provide for its growth in the future.. When the town was organized it was laid out along well-defined lines, and these have been closely followed as the city expanded. Its streets are broad and well paved, and all houses set back a certain distance from the sidewalk, thus giving a very pleasing appearance.

Huntington, in addition to being an important industrial and business center, is noted as a city of homes and educational facilities. A great many of those living in the city have established homes in Huntington for the purpose of educating their children.

In looking about for the real cause of Huntington's steady and substantial growth, it is easily found in the fact that the city has a great variety of manufacturing industries. It is not dependent upon any single one for its existence, consequently business is always good in Huntington. Through its Chamber of Commerce the business interests have displayed a broad spirit. They co-operate to the fullest extent with those desiring to establish industries there, and it has been this spirit which has proven such an important factor in Huntington's growth.

Since taking in Guyandotte, Huntington has a population of 35,000, according to the school census. Huntington has 22 miles of paved streets, and recently voted \$400,000 for the improvement of other streets, building sewers and purchasing a site for a new city building. Last May the county voted \$300,000 in bonds for beginning the construction of brick highways.

One of the things that strikes the visitor to Huntington at this time is that of the great amount of new building work done going on. This includes not only manufac-

turing plants, business buildings, hotels and public buildings, but a great number of new dwellings. The character of the dwellings being erected are in themselves evidences of the substantiality of its people. For the most part these houses are of brick construction, well designed and well built, and are equipped with all modern conveniences. The most encouraging part about them is that these houses are owned by those living in them.

Huntington's location and railroad and water shipping facilities are such that it draws business from a wide area, covering sections of the three States of West Virginia, Ohio and Kentucky. Huntington is also quite an important jobbing center on account of its location, and all of the principal lines are handled by its warehouses.

An important influence in the city's growth has been the liberality of its banking institutions, which have never hesitated to co-operate with those establishing new enterprises in its midst. During March past five new enterprises were located in Huntington through the efforts of the Chamber of Commerce. These included four wood-working plants and one gas-engine plant. Several other important concerns are being considered now, and there is every reason to expect that they will find suitable locations.

The list of articles made in Huntington is a very extensive one, too long to be given here, but there are a great variety of wood-working, clayworking, iron and steel, leather and glass industries.

Some idea of Huntington's growth may be had from the following table of statistics:

	1900	1910
Banks .....	3	9
Cap. stock and surplus	\$397,000	\$1,700,000
Deposits .....	\$1,400,000	\$4,700,000

Miles paved streets....	3 2	22
Sewers .....	8	25
Schools .....	10	16
Real estate transfers..	198	1,360
Postoffice receipts.....	\$24,704	\$85,060
Population .....	11,923	31,161

Natural gas is burned almost exclusively both for domestic and manufacturing purposes. The rate for manufacturing purposes is governed by the amount used, but it is quite an attractive one.

Huntington has the advantage of two trunk lines, the Baltimore & Ohio and the Chesapeake & Ohio, while the Norfolk & Western Railway, which is but six miles away, is reached by a switching charge. Being directly on the Ohio river, it also enjoys the advantage of water transportation. There is quite an extensive interurban electric railway system running from Huntington. This connects up a great many towns with the city, and extends as far as Ashland, Ky., and Ironton, O.

As the largest city in the vicinity of the great development going on in Eastern Kentucky, it is but natural that a great deal of business should be derived by Huntington from this section, and it is now furnishing large volumes of supplies and equipment to those undertaking new work in that section.

One of Huntington's most unique plants is that of the United States Bung Co., which manufactures bungs exclusively and ships them to all parts of the world. This company is now building a pulp plant to utilize its waste materials.. Another interesting set of industries are five plants manufacturing furniture for the home. These different plants make tables, chairs, sideboards, buffets, bedroom suites and mattresses. Each works in the interest of the others, and salesmen from one house in go-

ing on the road always carry samples and prices from the others, so that salesmen from each house are equipped to sell dealers with complete furniture for the home. This co-operative spirit is felt by all of them in the increased amount of business obtained.

A most interesting plant is that of the H. R. Wylie China Co. This plant has a thoroughly modern pottery, and it is making the highest grade of chinaware and art pottery. Among Huntington's large established industries are the Chesapeake & Ohio railway shops and the branch plant of the American Car & Foundry Co., both of which employs large numbers of men.

On account of West Virginia's proximity to the tobacco fields of Kentucky, a very large tobacco warehouse was established in Huntington last fall, and it is handling a great quantity of Burley tobacco. It is estimated that in the first year they will handle 12,000,000 pounds, in the second year 24,000,000 pounds, and in the third year 50,000,000 pounds. Thus is Huntington becoming an important tobacco-selling market, and in view of the large amount of raw materials assembled at this point, an excellent opportunity is offered for the establishment of tobacco manufacturing plants of various kinds.

The Baltimore & Ohio has recently made some extensive improvements in its freight and passenger shipping facilities in Huntington. A steel, brick and concrete freight shed 38x375 feet long has been erected. This is equipped with all modern facilities for handling freight. The platform track holds 25 cars, while the house track hold 35 cars. A team track is also available for loading freight from the cars into wagons. The entire freight yard was also raised 30 inches. The passenger station is also being remod-

eled and brought up to date. The people of Huntington have been much pleased with the improvements which the railroad has made in the city.

## PARKERSBURG

Parkersburg is known as one of the home towns of West Virginia, on account of the great number of working men who own their own homes. The city is located on the main line of the Baltimore & Ohio on the way to Cincinnati, and has excellent railroad shipping facilities in all directions, in addition to having the advantage of river transportation by being on the Ohio river.

The city has a number of diversified industries, which has been one of the reasons for Parkersburg's steady growth and advancement. Among the important industries of recent years located in Parkersburg are the Vitrolite Company and the Baldwin Tool Works. The Vitrolite Company manufactures white slabs which are used for interior tile work, such as wainscoting, bathroom work, etc. The Baldwin Tool Works, formerly located in Columbus, O., moved recently to Parkersburg, and have quite a modern plant for the manufacture of shovels of all kinds. This company, of course, was not a new industry, and its products were well established on the market. Since locating in Parkersburg they have been unable to supply the demand for their shovels.

An interesting new industry being established in Parkersburg is that of the Lessell Artware Co., which is just beginning operations. This company will manufacture artistic pottery ware, and will use clays coming from the south side of the Little Kanawha river. Several pieces have been made of this material, and they evidence its



peculiar suitability for high-class pottery work.

Wood county, in which Parkersburg is located, last April voted \$180,000 in bonds for the building of 10 miles of good roads. These are to be constructed of vitrified brick on four-inch concrete base.

Parkersburg has ten banks and one trust company, and they have all been important factors in the growth of Parkersburg, due to their liberal treatment of those establishing industries. A number of bankers in this city are at present working on a plan to build a 3,000-foot bridge across the Ohio river into Ohio in order to draw the trade of that section into Parkersburg. This bridge is to cost about \$500,000, but the business interests feel it would be well worth the investment considering the large amount of trade that would be drawn into the city by it.

Parkersburg has quite a large and interesting shoe factory, the product of which is sold over quite a large territory. In addition Parkersburg has a number of wood-working, clayworking, iron and steel plants, as well as others of diversified character, all of which go to make up a strong, substantial and growing community.

The adaptability of this section for the growth of apples and other fruits, is being demonstrated by the Rosemar Orchard Co., the moving spirit of which is Mr. Frank P. Moats, an attorney in Parkersburg. Mr. Moats has always been a great believer in the possibilities of the country around Parkersburg for horticulture, and with some other men purchased 200 acres of land five miles from the city and located on the hills bordering the Ohio Valley. Nine thousand new trees were planted, and the old trees were trimmed and sprayed. The latter are expected to give from 1,000 to 2,000 barrels

this year. In addition to growing apples, the principal one of which is the Rome Beauty, which is famous in this section, other fruits, including peaches, pears, plums, quince and berries and grapes will also be raised.

## CLARKSBURG

Clarksburg is located in the heart of the most extensive natural gas, coal and timber section, and is within short reach of many other valuable raw materials. As a result, quite a number of important industrial plants have been located at this point and have been able to build up prosperous enterprises. Perhaps Clarksburg's greatest asset is its natural gas. It is conservatively estimated that the capacity of the gas wells now existing within a radius of 25 miles of Clarksburg will produce a daily output of 1,000,000,000 cubic feet. When it is considered that this fuel is sold to manufacturers at the rate of four cents per 1,000 cubic feet, it is readily seen that here is found the cheapest fuel possibly obtainable. Natural gas has been the magnet that has drawn and will continue to draw important industries to Clarksburg.

A striking incident of the advantages of this section is shown by the experience of one of the big plants located here. This plant had so grown that it felt an additional plant was necessary. In order to be sure in the location of its new plant that manufacturing conditions would be the most favorable from every standpoint, investigations were made of possible locations throughout the country. The result of these investigations was to locate the new plant within eight miles of the old one. The value of this section was further emphasized by the fact that this manufacturer was able to buy 50 acres of coal lands right at

his plant, in order to safeguard himself in the event that the natural gas should at some future date give out.

At present Clarksburg has eight large glass plants, employing about 1,500 men, and a large sheet and tinplate mill, employing 1,100 men, and two important zinc spelter plants employing 1,200 men. In addition it has a number of woodworking plants, potteries, flour mills, clayworking plants and other diversified industries, so that it is readily seen from an industrial standpoint the city is steadily advancing.

The city itself is quite an attractive one from the viewpoint of its business and residence buildings and the municipal conditions. It has several large modern office buildings, banking structures and a large, well-run hotel that would be a credit to any city. There are eight banking institutions in Clarksburg, having combined resources of \$9,000,000, and they do not hesitate to co-operate with the Board of Trade for the location of legitimate enterprises. Clarksburg has a very important back country from which to draw business. Harrison county, in which it is located, is the second county in the state from the standpoint of taxable valuation. Moreover, as previously stated, it is in the heart of a very extensive coal and timber section; in fact, the section below Clarksburg, and covered by one of the branches of the Baltimore & Ohio, is claimed to be one of the richest in the country in the way of value of natural resources, and it is even claimed that the resources in this section will equal in value the silver and gold deposits of Colorado.

### FAIRMONT

In addition to its various industrial enterprises, Fairmont is in the center of one of the greatest coal developments in the United

States—that of the Consolidation Coal Co., which has its principal offices in this city. Through the West Fork and other valleys near Fairmont the Consolidation Coal Co. has 48 coal mines, producing annually 7,500,000 tons of high-grade bituminous coal and giving employment to more than 10,000 men. The centering of this vast industry in Fairmont has been an important factor in its growth and development. In order to house the offices of this and other enterprises in which the Consolidation Coal Co. are interested, they recently erected a splendid nine-story modern stone-front office building.

In addition to being on the main line of the Baltimore & Ohio, Fairmont enjoys water transportation, as it is at the head of slackwater on the Monongahela river, thus offering an additional outlet for the products of its industries.

Fairmont is also located in the great natural gas belt of West Virginia, and this fuel is supplied to manufacturers for five cents per 1,000 cubic feet. The supply is controlled by local people, who by their liberality and broad arrangements have been the means of attracting to Fairmont some very important diversified industries.

Fairmont is also situated so as to take advantage of the valuable resources in the territory along the Richwood branch of the Baltimore & Ohio, and it is well located in regard to the important clay, glass, sand, limestone and other raw materials abounding in the state, the result of which enables Fairmont to offer attractive arrangements for the establishment of industries at the point where raw materials can be assembled cheaply, the manufacturing cost is low and the distribution facilities excellent for reaching wide consuming markets.

From Fairmont several interurban electric railway lines extend in different direc-

tions. They connect the city up with Clarksburg, Bridgeport, Mannington and other intermediate points.

One of Fairmont's most interesting industries is that of the Fairmont Mining Machinery Co. This plant manufactures special equipment for mines and sends its products into many different parts of the country. It employs quite a large number of men.

In addition to a number of glass plants, Fairmont is the home of one of the most modern bottle-making plants in the country. This is the plant of the Owens West Virginia Bottle Co. Contrary to the usual plant of this kind, this one is operated entirely by automatic machinery, no skilled glass men being employed, the only mechanics being machinists that are kept on hand to make such repairs as may be necessary from time to time. So thoroughly is this plant equipped that from the time the raw material enters at one end on a trestle until the bottles are completed ready for packing not a single hand touches them. The product is not only more uniform in weight and shape, but it presents a better appearance than hand-made bottles. The initial installation was six machines, with a capacity of 200 gross of bottles per day of 24 hours. Six additional machines are now being put in, which will double the capacity of the plant, and when this addition is completed it is planned to add three more machines, so that when completely finished the plant will have a capacity of 3,000 gross bottles, or over 400,000 bottles daily. This bottle company was attracted to Fairmont on account of the great supply of natural gas and the favorable arrangements made by the local people in regard to using it.

Fairmont business men have just organized a new trade body to be known as the Chamber of Commerce. The leading

business men in various lines are giving the new organization their earnest support, and are actively participating in its work, both as officers and members of committees. The Chamber of Commerce is planning a very active campaign for securing new industries and the expansion and improvement of the city generally. They are going to extend every encouragement to those desiring to locate in Fairmont to take advantage of the opportunities offered there by reason of the city's ideal location in relation to the varied resources of West Virginia.

### GRAFTON

Every indication points to Grafton entering upon a new industrial expansion. In addition to the Baltimore & Ohio erecting a new passenger station to cost \$125,000, it has also built two new 16-track railroad yards for the classification of freight trains, the eastbound yard having a capacity of 400 cars and the westbound yard 420 cars. Grafton is the terminal of four divisions of the road, which makes it a very important point for assembling and distribution.

A splendid new hotel is being erected, this to be seven stories in height and to cost \$125,000. The government is also to erect a new Federal building to cost, including the site, \$200,000. Thirty-five new residences are in course of construction, and the spirit of activity is noted on every hand. In fact, it is stated that more improvements have been undertaken in the city during the past year than in the last five or ten years. At present Grafton has several glass works, tile and woodworking plants, brickmaking plants and other industries of a varied character, but when its location is considered, together with its railroad facilities for reaching out into so many different directions, its closeness to a supply of so many

raw materials, there is every reason to predict a steadily-growing expansion of the city.

While the foregoing necessarily gives but a cursory glimpse into the resources of this remarkable State, they should be sufficient to arouse the curiosity and interest of those who in these days of economic industrial operation are seeking locations for industries at points where they can be conducted to the best advantage. The outline here of the opportunities of West Virginia, the developments that have taken place, the cooperative, enthusiastic attitude of its people have not in any sense of the word been exaggerated; rather has the subject been treated in a very conservative manner, and those who will investigate for themselves will find far more than they have expected. It is indeed surprising that capitalists and investors have not earlier devoted their attention to this section.

#### WHAT THE STATE OFFERS

Consider for a moment: West Virginia has limestones of great purity, shales, clay, natural gas and coal, all of the raw materials necessary for the manufacture of Portland cement, and yet there is but one plant in the state making this product, which is so widely used.

West Virginia has large deposits of iron ore in the eastern part of the State, also limestone and coking coal of high quality, and yet there is not a single blast furnace making pig iron from these deposits.

West Virginia has rich clays suitable for the manufacture of brick of all kinds, pottery, stoneware, etc., and yet there are but few plants making such products.

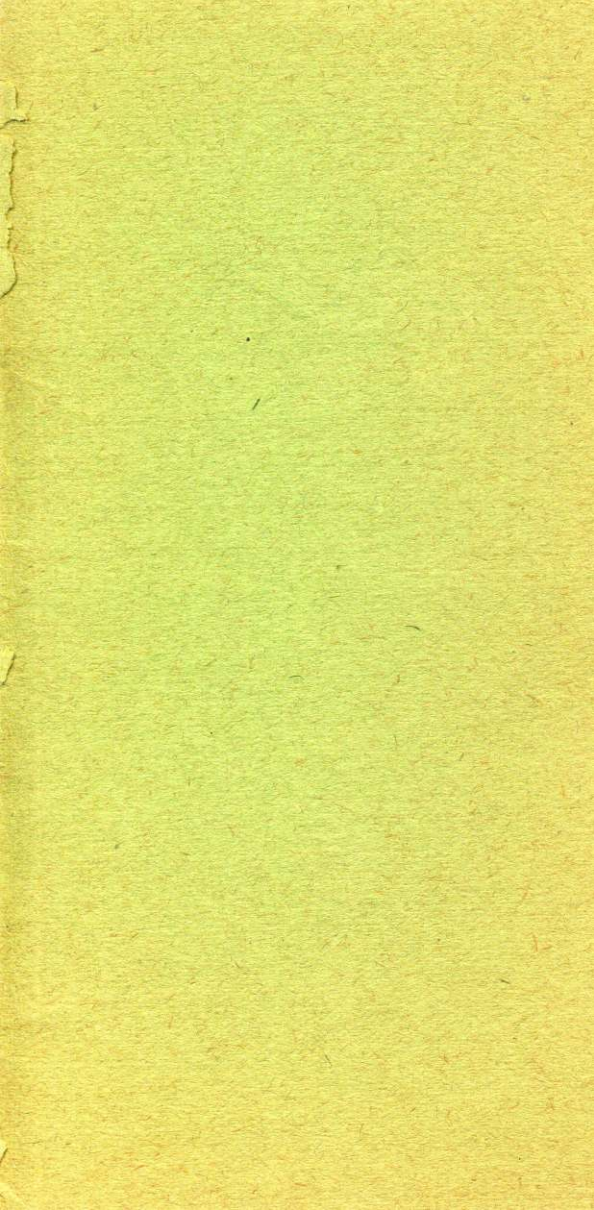
And so we can take up the various resources of the State outside of coal, and none of them have been developed in keeping with their extent and value. Capital

and industry, however, are not going to allow these deposits to remain comparatively dormant much longer; in fact, those who have been keeping in touch with the trend of events in relation to West Virginia industrially feel that the State is on the verge of the greatest period of its history from a manufacturing standpoint. It has been these conclusions that have caused such widespread optimism among the business interests of the State, so that no time would be more opportune for the investigation of the State's possibilities and location of industries than now. Those doing so will be met with great encouragement and co-operation.

WM. H. STONE.







**W**EST VIRGINIANS  
welcome New Enter-  
prises and New Peo-  
ple to share in their pros-  
perity and to aid in the  
further development of great  
natural wealth for their mu-  
tual advantage.



Write Secretary

West Va. Board of Trade  
Wheeling, W. Va.