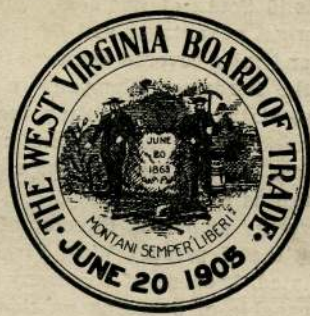


P533

West Virginia's Place in the Solid South of Business



AN ADDRESS BY MR. OLIVER G. BEANS,
OF WHEELING, BEFORE THE SOUTHERN
COMMERCIAL CONGRESS AT ATLANTA,
GEORGIA, MARCH 8, 1911 :: :: :: ::

ISSUED BY THE WEST VIRGINIA BOARD OF TRADE

West Virginia's Place in the Solid South of Business



AN ADDRESS BY MR. OLIVER G. BEANS,
OF WHEELING, BEFORE THE SOUTHERN
COMMERCIAL CONGRESS AT ATLANTA,
GEORGIA, MARCH 8, 1911 :: :: :: ::

ISSUED BY THE WEST VIRGINIA BOARD OF TRADE

West Virginia's Place in the Solid South of Business

AN ADDRESS BY MR. OLIVER G. BEANS, OF WHEELING, BEFORE
THE SOUTHERN COMMERCIAL CONGRESS AT
ATLANTA, GA., MARCH 8, 1911

At the great meeting of the Southern Commercial Congress in Atlanta March 8, 9, and 10, the program for the first evening consisted of addresses from representatives of the sixteen Southern States. West Virginia was well represented by Mr. Oliver G. Beans, of Wheeling, who rendered an able and informing address in "West Virginia in the Solid South of Business," presenting an array of facts and figures about our resources, advantages and development, which attracted no end of favorable comment and fully covered the important phases of the subject.

As Superintendent of the Bradstreet Company in West Virginia, Mr. Beans is accustomed to dealing in statistics and putting them in effective shape, and his paper was a valuable one, complete in detail and comprehensive in character. It is a splendid advertisement for the State, which should be read at home and abroad and reproduced in full as follows:

When Mr. Dawe, the worthy managing director of the Southern Commercial Congress, wrote me, asking that I present West Virginia's claims "In the Solid South of Business," I hesitated, because of the many able citizens of our State, who were so much more capable of speaking on this subject than I, yet, on a further consideration of this matter, I concluded that it might be rather fitting for a little fellow to speak for the little State, and when his second letter came to me informing me that as there would be seventeen speakers for this evening's program, and that ten minutes would be about the time limit for each, I felt much better, even though the thought of presenting the facts about West Virginia in ten minutes made me feel that the little boy's definition of a mother-hubbard wrapper—"It cover everything and touches nothing"—would be quite applicable in this case.

COME TO WEST VIRGINIA!

Our State, geographically speaking, is partly in and partly out of the South, with its jagged and narrow strips of hills forming, in the east, a wedge separating the grand old Mother State of Virginia from her sister State, Maryland, while on the western boundary, her spear-like points stand as a monument reaching to within one hundred miles of the northern boundary of the Nation, as history now records our limits, forcing aside the Keystone State of Pennsylvania from about seventy-five miles of Ohio river frontage, thus giving to the south this strip of territory now humming with developed activity.

This Little Mountain State which has been previously designated as the gateway to the Southland, forming the eastern boundary for the great Ohio river for about two hundred and seventy-five miles of its course to the majestic Mississippi, contains only 24,022 square miles of land and 148 square miles of water, being the smallest, except Maryland, of all the Southern States. Of the 15,374,080 total acreage within its boundaries, 5,498,981 acres are now improved farm lands, and 5,155,532 acres unimproved farm lands, giving to it the distinction

COME TO WEST VIRGINIA

of fifth place of all Southern States in percentage of development, being led only by Maryland, Kentucky, Tennessee and Virginia, in the rank named.

During the past ten years, a gain of 262,319 has been made in population, the census just completed, showing 1,221,119 persons within its borders, and, of this increase, it is well to note that 48,453 more natives of other States came into West Virginia than those who left this State to make their homes in other States. Healthful conditions, as well as the growing business possibilities, may, in a measure, account for this large influx, for, from our geological survey, we find—

23 points over 4000 and under 5000 feet.
37 points over 3000 and under 4000 feet.
80 points over 2000 and under 3000 feet.
224 points over 1000 and under 2000 feet.

WHEELING

Before passing to the State at large, I wish to mention, with modest, yet just pride, our State's metropolis, the city of Wheeling, for, while located as it is, surrounded by high hills, handicapping it from being, with its population of only 41,641, nearer the top than twenty-second place among the southern cities, yet, from a commercial standpoint, it ranks nineteenth of the South and sixty-first for the entire United States, with bank clearings for 1910 of \$100,318,478. Wheeling's manufacturing interests are extensive, employing over 12,000 with an annual pay roll of \$7,850,000; capital invested of \$123,000,000, and a total value of product of \$325,000,000.

PETROLEUM

As this State has been producing oil and gas continuously since 1876, this factor of West Virginia's wealth needs but little comment, as its standing in particular is a well known fact, Oklahoma, California and California alone led in production for 1910, West Virginia producing 11,862,742 barrels.

AGRICULTURAL

To the homeseeker and farmer seeking a location, this State offers an exceptional opportunity, with more than one-third of its entire area in undeveloped farm lands, only awaiting the tilling to bring forth its fruits in proportion to the effort expended. The yield of farm products, exclusive of the apple, peach and tobacco crops for 1910, was \$43,046,000, largely shown in the following tables:

	Acreage	Yield	Per Acre	Value
Corn	920,000	27,736,000	25.6	\$20,972,000
Hay	680,000	891,000	1.41	11,450,000
Wheat	410,000	5,125,000	12.5	6,075,000
Oats	100,000	2,520,000	25.2	1,426,000
Potatoes	43,000	4,204,000	106.7	2,856,000

Another feature of farming, the raising of live stock, can be more fully developed, as many of the hillsides being shorn of their timber, are affording greater grounds annually. Of live stock, we now have:

	Value
Horses	\$22,064,000
Milch Cows	8,645,000
Other Cattle	11,498,000
Sheep	3,049,000

The present facilities of the State could care for ten times this number of stock, which together with the other advantages of the raising of cattle in such close proximity to a ready market, should make this State an ideal location for such an enterprise.

COME TO WEST VIRGINIA

HORTICULTURE

The hills and the valleys are adapted to the culture of all fruits that grow in this latitude. In the Eastern Panhandle, hillsides that a few years ago were considered worthless waste land of little or no value, are now producing the finest of apples and peaches in the greatest abundance, and it has been found that not even in the Northwestern States are the conditions superior for raising fruit. This industry has grown with remarkable rapidity, and its close proximity to the great markets of New York, Baltimore, Boston and Philadelphia assures its future for all time. Large amounts of capital are already invested in this industry, and so extensive has it become that many of the orchards belong to and are managed by incorporated companies. In the counties of Hampshire and Hardy, one million peach trees were planted last fall and spring, and in Berkeley county alone it is said a half million dollars were received for its apple crop last year.

EDUCATIONAL

Within the past ten years, West Virginia has made remarkable strides in this direction, the total value of public school property being increased from \$3,700,000 to \$8,125,000; of normal school property, from \$315,000 to \$1,000,000; of university property, from \$500,000 to \$1,400,000, making a present value of all public property now used for educational purposes valued at \$10,550,000, and for common school expenditures, this State ranks seventh of all Southern States, regardless of size or population, spending for this work during 1910 the sum of \$3,500,000.

FINANCIAL

In order to fully set forth the rapid strides shown by the uncovering and developing of this State's resources, we submit the following statement of true wealth and assessed valuation of property during the past thirty years:

	1880	1900	1910
True	\$350,000,000	\$659,600,000	\$1,160,000,000
Assessed	146,991,688	240,634,580	1,120,346,066

Deposits in State, savings and private banks—

1880.....	\$ 4,034,743
1900.....	21,323,927
1910.....	54,478,082

NATIONAL BANK STATISTICS

	No.	Capital	Deposits	Total Resources
1880.....	17	\$1,961,000	\$ 2,040,126.05	\$ 5,939,454.83
1900.....	40	3,849,660	15,548,822.68	25,242,824.47
1910.....	103	9,092,470	44,091,084.00	72,001,259.00

Another vital and very important factor in this State's financial condition, to a prospective home-seeker or investor, is disclosed through the State's balance sheet of December 31, 1910, which shows the best condition since the formation of the State, and, together with the receipts for January 1911, less expenses for that month, leaves total net cash resources, in all funds to the State's credit, of \$4,087,812.50.

TRANSPORTATION AND WATER POWER

While the railway mileage of the State in 1900 was only 3,485 miles, there has been added 1,195 miles to January 1, 1911, giving us 4,680 miles of railroad and about 500 miles of navigable streams, yet, several of our counties are yet without a mile of this class of transportation, and are solely dependent upon the State and private highways, the building and maintaining of which we are forced to reluctantly admit has been somewhat neglected in the past, although an in-

COME TO WEST VIRGINIA

telligent and progressive movement is now being developed to bring about a betterment of this condition.

From the reports of the State Commissioner of Public Roads, I learn that we have approximately 31,500 miles of highways, and for the year 1910 there was levied in taxes for road purposes \$800,907.71, in addition to which there was raised by capitation tax \$107,189.90, a total of \$907,160.61, or an average of \$28.83 per mile of road.

Of the estimated maximum power of the South's waterways, amounting to 9,129,750 horse-power, the rivers of West Virginia (Kanawha, Monongahela and Ohio) represent 1,403,000 horse-power, of which amount, however, only 20,500 horse-power is at present developed for use.

Of all the Southern States, West Virginia contains the least wet or swamp lands, so noticeable in the southland, having but 22,400 acres, while in Maryland, the next smallest, with regards to this class of land, there are 192,000 acres.

MANUFACTURING

In this particular, West Virginia also holds an enviable position, for, to us is given the possessorship of the largest pottery, largest glass factory, largest drug and medicine plant and largest stogie manufacturing plants in the United States, also the largest axe factory, largest shovel factory and the largest independent tin mill in the world.

During the past two years there have been established four hundred and ninety-eight new industries, employing twelve thousand three hundred and sixty-nine, with a monthly pay roll of five hundred and sixty thousand three hundred and thirty-eight dollars. Another exceptional condition and great inducement to the further extension and growth of our industries is the intelligent and efficient labor we have to offer, as this State has the largest per cent. of native-born American citizens of any State in the Union.

West Virginia's manufacturing interests are numerous and exceedingly diversified, representing a capital invested of seventy-three million eight hundred thousand, with an annual pay roll of forty-seven million one hundred thousand, and with the value of its products amounting to one hundred and ninety-five million dollars.

There still exists many opportunities for intelligent labor, especially within our mining districts, and, to such we extend a hearty welcome, knowing that the State, containing the greatest number of intelligent wage-earners, is the best State in which any one can live.

COMMERCIAL MORTALITY

At this point it seems very apropos to set forth the business conditions as regards commercial failures, the basis being "Bradstreet's" statistics for the year 1910, as relates to West Virginia and the Southern States collectively. In numbers of failures, West Virginia ranked fourth, Florida having only fifty-nine, Arkansas, one hundred and twenty-three, Mississippi one hundred and twenty-eight, while those failing in West Virginia numbered one hundred and forty-nine with total failures in the entire South amounting to 2,673, with capital employed and liabilities shown as follows:

	Assets	Liabilities
West Virginia	\$ 593,340	\$ 1,229,400
Southern States	14,580,761	30,382,819

LUMBER

While lumber is probably the leading asset in the natural wealth of the southland, seven-tenths of the entire forest area of the Nation being therein contained, and from which \$300,000,000 gross income was derived last year; yet of all this vast wealth, our little Mountain State held the eighth place for 1910, with a pro-

COME TO WEST VIRGINIA

duction of 1,473,000,000 feet (board measure) and during the past thirty years has yielded 16,620,000,000 feet of cut lumber, ranking eleventh of all Southern States. In the face of this tremendous output, when the area of our State is considered, there yet remains of virgin timber, 6,600,000 acres and only 506,059 acres, containing 2,608,400,000 feet, that is now under operation, leaving about the amount cut in the last thirty years yet unscathed by the woodman's axe.

So far we have only but touched the actual wealth held within the recesses and hills of our State, for its resources are chiefly composed of its mineral deposits, and of these we have only mentioned the gas and petroleum. Rich deposits of bromine, clays, cement, coal, glass sand, grindstones, iron, salt, sand and gravel and limestone are found in many sections of the State; the mineral products of the State for 1910 exceeded in value \$100,000,000, or more than the production of any two other Southern States combined.

COAL AND COKE

Reaching the great coal deposits of this State, where it is held earth-bound, waiting to be brought to the surface and exchanged for gold dollars, few persons realize that bituminous coal is the ONLY thing that comes out of the earth that does not have to be smelted, refined or washed before it is ready for use. Coal moves the world, the spirit of progress comes from it, railroads and steamships borrow from it, in carrying the world's commerce, and every other machine that is, and works, derives its energy directly or indirectly from this source; it makes the world habitable; it gives to the cities their mighty power and splendor; in fact, there is nothing more useful to the human family.

West Virginia fairly glistens from the glow of her "Black Diamonds" and will continue to do so for many years to come; the report of the State Department of Mines, for the last calendar, 1909, shows that from 713 producing mines, operated by 391 firms, together with miscellaneous operations, the total production amounted to 51,446,010 tons, an increase over the previous year of 9,548,167 tons.

In this commodity, West Virginia takes precedence over all other Southern States, having 10,000 square miles of workable coal fields, and for the calendar year of 1910 had an estimated production of sixty-five million short tons, or more than four times the production of its nearest southern competitor, Alabama. To December 31, 1910, West Virginia has supplied to commerce and trade 791,000,000 or more than three-eighths of the entire South's supply, and has yet remaining for the present future generations about one hundred and sixty billion tons, scattered over thirty-four of the State's fifty-five counties. Of this vast supply, in addition to that adapted only to domestic use, high grade steam coal is also found as well, and confined largely to the northern sections is found that excellent grade adapted for the manufacture of coke.

Good coke must have strength to support the burden of ore in the furnace; should be low in phosphorus and sulphur, being essentially of carbon and ash, with not over two to two and a half per cent. of volatile matter, and in all these points West Virginia coal produces a coke that ranks better than the necessary average, and, in quantity of production ranks second, being led only by Pennsylvania and followed by Alabama.

In the making of West Virginia coke, 30,027 bee-hive ovens and 206 by-product ovens are operated, using 8,423,637 tons of coal, making 5,368,743 tons of coke.

Other minerals which might be mentioned in connection with the productions of this State are the clay products, in which we hold tenth place of the Union, the value of these products equaling one-tenth of the value of our oil productions, and one-third that of our gas. Salt is another mineral abounding in several sections of our State, and in 1907 we ranked as ninth State in the Union's produc-

COME TO WEST VIRGINIA

tion, but this industry has, in a large measure, been abandoned, and but two active operations are now existing in the State.

STONE

Eastern West Virginia, principally, abounds in high-grade limestone, much superior to most deposits, with a tested depth of two hundred feet, from which shipments aggregating 400,000 tons annually are reported.

Lake Superior ores require from 1,000 to 1,200 pounds of limestone to the ton, for fluxing, while open-hearth steel requires from 180 to 200 pounds of high-grade limestone to the ton, hence, with the steel output exceeding an average of a million tons a month, it can readily be seen what West Virginia's rugged hills of stone can assist in producing. Dolomite, Lower Helderberg and Oriskany Stone are plenteous and accessible.

IRON ORE

Twelve counties of our State, and possibly others, have rich deposits of red and brown Hematite iron ore, one county alone (Pendleton), which is within close proximity to the sandstone quarries, has the Clinton and red Hematite ore beds, estimated to contain 6,750,000 cubic yards of ore, which, estimating a cubic yard of this ore to weigh three tons, there would be 19,710,000 tons of ore, enough to supply three blast furnaces, with a 500-ton daily capacity each, over forty years. This, as you note, represents the supply of but one of the counties known to contain iron ore.

The estimated ore of Greenbrier and Pocahontas counties is 17,500,000 tons, while Hampshire and Hardy counties are said to contain 75,000,000 tons, enough to last five 500-ton capacity furnaces for one hundred years. Grant, Mineral, Monroe, Randolph and Tucker counties have also extensive showing of hard Oriskany sandstone, which forms an important guide to ore formations, yet little or no development has been the result of these findings.

Most naturally, the question will arise that if these statements be true, why has West Virginia receded from third place in the iron industry, in 1880, to practically out of the race in twenty years. In explanation of this, it is well to note that the ores of West Virginia are of the lower grade and exceptionally good for charcoal iron, and in the earlier stages of the iron industry much charcoal iron was used, many dismantled and abandoned charcoal furnaces yet standing in our rich ore section, as silent spectators to the onward march of progress and invention, for, after the discovery of the Bessemer process, it was found that the higher grade Lake Superior ores could be transported to this district and converted into iron and steel at a much reduced cost over the old style charcoal furnace process, hence, the West Virginia ores, being too high in phosphorus for the Bessemer, and the charcoal too expensive a process to compete, have fallen into disuse. Nevertheless, as eventually comes to the waiting, a new process has been discovered, and is fast superseding the Bessemer process, being known as the open-hearth process, and for which the ores of this State, as shown by the following analysis, can now be profitably utilized:

Metallic Iron	57.00
Silica	7.12
Alumina	6.31
Lime	1.46
Magnesia08
Phosphorus	6.27
Manganese15
Carbon Dioxide	1.23
Water	1.18

COME TO WEST VIRGINIA

The open-hearth steel output now exceeds that of Bessemer, and is growing rapidly, can be made more cheaply, has a much better wearing quality, arising from a higher carbon and lower phosphorus condition, and requiring less skill in its manufacture, with the absence of loss from over or under heating which has to be so carefully guarded in the making of the Bessemer process. It is estimated that West Virginia possesses 120,000,000 tons of brown and 20,000,000 tons of red hematite ore, not including ore in deeper levels not estimated; yet for the year just past our output was only 6,000 tons of brown and 9,000 tons of red ore. For the past ten years West Virginia has continuously held fifth place in pig iron production, with a production, for the year 1910, of 258,000 tons.

I trust you will pardon me if I become too enthusiastic in my closing statement, but, in the preparation and compilation of these facts, concerning the little Mountain State of West Virginia, it has been thoroughly demonstrated to me, and I have endeavored to so present it to you—Mr. Laborer, Mr. Farmer, Mr. Merchant, Mr. Manufacturer, Mr. Capitalist—that you will readily see that we really have—the cheapest fuel, either natural gas or coal—the best transportation facilities, three great trunk lines, besides smaller lines and waterways; lowest possible tax rate, excellent schools, churches, colleges, healthful climate; in fact, instead of being an oasis, WEST VIRGINIA is the MECCA of the ENTIRE SOUTHLAND.

INQUIRIES ABOUT WEST VIRGINIA OPPORTUNITIES AND LANDS WELCOMED.

*Address R. B. NAYLOR, Secretary West Virginia Board of Trade,
Wheeling, West Virginia.*

**COME TO
WEST
VIRGINIA**