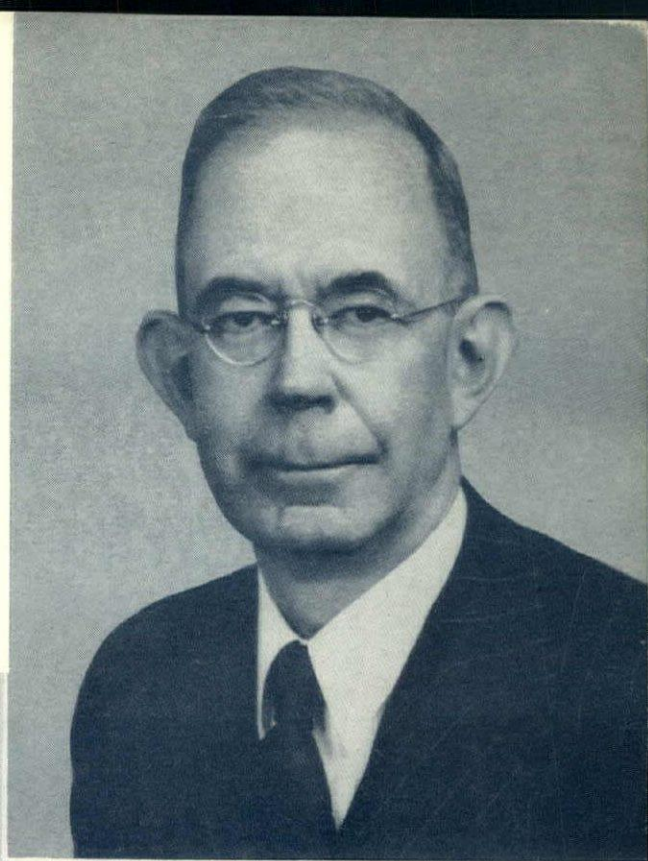


AN INDEPENDENT
PUBLICATION

FOUNDED 1878



Featuring:

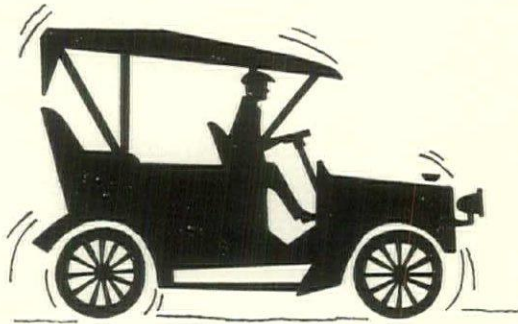
SAMUEL D. MAY,
VIRGINIA'S HIGHWAY COMMISSIONER

THE OLD DOMINION PURCHASING AGENTS ASSOCIATION

SEPTEMBER
1958

FIFTY CENTS

How up-to-date is your telephone service?



Check your answers to these questions and find out

1. Do you have
 - (a) the Speakerphone, for hands-free calling? ☐ Yes ☐ No
 - (b) the Automatic Answering Phone for taking messages when no one's in the office? ☐ Yes ☐ No
 - (c) push-button phones for inter-office communication? ☐ Yes ☐ No
2. Are you making the best use of Long Distance for
 - (a) building sales? ☐ Yes ☐ No
 - (b) speeding collections? ☐ Yes ☐ No
 - (c) improving service to customers? ☐ Yes ☐ No
3. Do you know about
 - (a) the Call-Collect plan for bigger sales? ☐ Yes ☐ No
 - (b) Telephone Credit Cards? ☐ Yes ☐ No

If you have answered "No" to more than two of the above questions, maybe you'd better take another look at your communications. For information and advice about how to cut costs, serve your customers better, just call our Business Office. No obligation, of course.



The Chesapeake & Potomac Telephone Company of Virginia

WILLETT BROS. TRANSPORTATION



315 Carver Avenue, N.E.

Phone Diamond 3-9324

ROANOKE, VIRGINIA

*Our sincere greetings to Chairman Samuel D. May
and to our many good friends in the Virginia Highway Department*

W. W. JOHNSON & CO., INC.
Contractors

BUILDING — HIGHWAY — PUBLIC UTILITY

113 MATOAKA COURT

PHONE: CA 9-4749

WILLIAMSBURG, VA.

To express our appreciation for the opportunity to serve . . .

AN OUTSTANDING STATE HIGHWAY DEPARTMENT

PENNIMAN & BROWNE, INC.

CHEMISTS — ENGINEERS — INSPECTORS

Engineering Div.—6252 Falls Road, Baltimore 9, Md.

Our Most Cordial Wishes to

Samuel D. May

Chairman of the Virginia Highway Commission

PITTS THEATERS OF VIRGINIA
Fredericksburg, Virginia

We Salute Chairman Samuel D. May

And Our Hundreds of Friends in the Highway Department

WILLIAM CLEM

Clem Road Gravel Company

P. O. Box 241

ALEXANDRIA, VIRGINIA

Felicitations to Commissioner Samuel D. May

W. G. MATHEWS, JR., INCORPORATED

— Quarries —

NATURAL BRIDGE, VA. - - - LOW MOOR, VA.

Building Materials

PAINT — Clifton Forge, Va. — HARDWARE

GENERAL OFFICES

CLIFTON FORGE, VIRGINIA

Phone 2120 & 2129

*Felicitations to Samuel D. May and our many friends
in the Highway Department*



APPALACHIAN OIL CO.

BRISTOL

Phone North 5146

CHILHOWIE

Midway 6-3121

FRIES

Riverside 4-5312

YOUR FRIENDLY ATLANTIC DISTRIBUTOR

JIM WORLD, President

*We salute Virginia's new Commissioner of Highways,
Samuel D. May*

A. F. COMER TRANSPORT SERVICE

Haulers of Petroleum Products in Bulk in Tank Trucks

INTRA AND INTERSTATE SERVICE

801 Free Toll Highway 13

PORTSMOUTH, VA.

P. O. Box 711

ROCKY MOUNT, N. C.

Felicitations to Samuel D. May and the entire Highway Department



CENTRAL OIL CORP.

YOUR NEIGHBORHOOD SHELL DISTRIBUTOR

"Service Our Motto"

ROCKY MOUNT, VIRGINIA

*Felicitations
to*

*Virginia's New
Highway Commissioner
Samuel D. May*



RAWLINGS TRUCK LINES, INC.

Fast and Dependable Service

PURDY, VIRGINIA

*We salute our new
Highway Commissioner,
Samuel D. May*

TURNER BROTHERS Contractors

— Specializing in Grading —

LAND CLEARING

EXCAVATING

BASEMENTS

ROAD & STREET

CONSTRUCTION

35 4th E.

SALEM, VIRGINIA

*Felicitations to
Mr. Samuel D. May*

**Belmont
Trap Rock
Company,
Inc.**

PRODUCERS OF
CRUSHED STONE

Staunton, Virginia

*Our compliments to Vir-
ginia's new Commissioner of
Highways, Samuel D. May.
We have always been proud
of our participation in the
tremendous expansion of the
Virginia Highway System.*



**NORFOLK
CONTRACTING
COMPANY**

NORFOLK, VIRGINIA

*Congratulations to Chairman Samuel D. May
and to our many friends in the
Virginia Highway Department*

**THE VIA CONTRACTING
COMPANY, INC.**

5200 Lakeside Avenue

Richmond, Virginia

Phone EL 3-4480

We join in wishing great success to
SAMUEL D. MAY,
Virginia's New Highway Commissioner

**SECURITY STORAGE & VAN LINES,
INC.**

Agent
ALLIED VAN LINES

Charlottesville, Virginia

We Salute
MR. SAMUEL D. MAY,
Virginia's New Commissioner of Highways

**AMERICAN ASPHALT
PRODUCTS CO.**

60 P Street, S.E.

Phone LIncoln 6-3810

WASHINGTON, D. C.

*Our wish for success to
Commissioner Samuel D. May*

McCorkle Lumber Company
Retail Lumber & Building Supplies

Phone 600
BIG STONE GAP, VA.

*Felicitations to Chairman Samuel D. May
and our hundreds of friends in the Highway Department*

LURAY GAS & OIL CO.

HARRY ZEPP
LURAY, VIRGINIA
DISTRIBUTOR OF SHELL PETROLEUM PRODUCTS

FELICITATIONS TO SAMUEL D. MAY, HIGHWAY COMMISSIONER
OF THE COMMONWEALTH OF VIRGINIA

POWERS CHEVROLET, INC.

Sales



Service

Guaranteed Work • 24-Hour Wrecker Service
PHONE 2241 HAYSI, VIRGINIA

Salutations to
Samuel D. May
Virginia's new Commissioner
of Highways

**LEFFIE
HAMMOCK**

ROCKY MOUNT, VA.

We wish to congratulate
our new Highway Commissioner,
Samuel D. May



**MONGER
BROTHERS**

ELKTON, VA.

*Felicitations to Virginia's New Highway Commissioner,
Samuel D. May*

Wright Contracting Company
General Contractors

Highway and Airport Construction
Drainage, Draining, Sewage and All Types of Paving

COLUMBUS, GEORGIA

*All Good Wishes for Success
to
Mr. Samuel D. May,
Our New Highway Commissioner*

**ELMON GRAY
and
COMPANY**

SENATOR GARLAND GRAY

WAVERLY, VIRGINIA



Published Monthly At The State Capital
By Virginia Publishers Wing, Inc.

EDITORIAL OFFICES: 303 West Main Street
Phones MI 4-6717 — MI 4-2722

CLIFFORD DOWDEY
Editor

ROSEWELL PAGE, JR.
Business Editor

JULIA GWIN AULT
Associate Editor

DONNA Y. LAURINO
Executive Editor

FRANCES GORDON
Managing Editor

R. N. ANDERSON, JR., AIA
Architectural Editor

Copyright 1958 By VIRGINIA RECORD

"Second Class Mail Privileges Authorized at Richmond, Va."

SUBSCRIPTION PER YEAR \$4; TWO YEARS \$7

Please address all mail to: P. O. Drawer 2-Y, Richmond 5, Va.

VIRGINIA RECORD is an independent publication cooperating with all organizations that have for their objectives the welfare and development of Virginia. While this publication carries authoritative articles and features on statewide and local industrial, business, governmental and civic organizations, they are in no other respect responsible for the contents hereof.

VOLUME LXXX

SEPTEMBER 1958

NUMBER NINE

THE MYTH OF LINCOLN . . .

"THE SOUTH'S FRIEND"

Part I

IT MAY COME as some surprise that in a recent, unpublished poll, taken among national newspaper editors, Abraham Lincoln won first place as the president regarded as America's greatest chief executive. It is doubtful if any informed person would, on an objective weighing of contribution, place Lincoln before George Washington — without whom there would have been no union to preserve; and Jefferson, among others, would certainly contend for first place on merits alone. But, ever since John Wilkes Booth's bullet began the myth of Lincoln, the Civil War president has been viewed (out of the South) more as a character of legend, a folk-lore hero, than as a mortal who occupied the White House during trying times.

There is an amalgam of reasons for Lincoln's apotheosis. Washington, on whose broad shoulders the Revolution was carried and the republic founded, is in a remote period. Jefferson, Madison and Monroe, the Adams' and Andrew Jackson, also lived in comparatively remote times, and were concerned with no single issue that is readily dramatized for other generations. But Lincoln was the first president who existed in a critical period that was not remote in time and whose issues could be—at whatever expense to facts—readily dramatized.

What is so simple as "freeing the slaves" and "preserving the Union"? And, in the period when Lincoln did these things, the world was becoming more as we know it. The clothes were

more like ours, and there were photographers to catch the likeness. Telegraphy was a fore-runner of modern communication, and metropolitan newspapers sent observers to the scene. In brief, Lincoln was the first president in a crisis who was "covered" by mass media of communication.

More than that. He was the first president to be entered into history by a totally partisan presentation of a triumphant section, and New England so used propaganda during its period of ascendancy that Americans believe today (despite all facts and the Jamestown celebration) that Pilgrims founded the country, started, fought and finished the Revolution, and that Lincoln (a product of New England abolitionists) finished the job of making the United States in the image of the Founders at Plymouth Rock. To complete the Lincoln legend, this frontier-product of New England culture died a martyr's death in his dedication to the New England ideal.

Where the New England ideal entered into the American dream, Lincoln was perfect type-casting. Humbly born, a "rail splitter," he retained his humbleness amongst the great, and, though really the greatest, such was his passion for "freedom," that he gave his life in order that the Union must be preserved without slavery. How can you top it? It is a detailed parallel of the life of Our Lord.

Like any legend, it contains germs of the truth. Lincoln was humbly born

(Continued on page 29)

CONTENTS

Meet Samuel D. May—Virginia's New Highway Commissioner.....	8
by Virginia Waller Davis	
The Men With the Multi-Million-Dollar Lists	12
by Virginia Waller Davis	
Virginia Business Review.....	15
by Rosewell Page, Jr.	
"Worth Mentioning".....	34

COVER NOTE

Our cover presents the Director of the Virginia Department of Highways and Chairman of the Virginia Highway Commission, the Honorable Samuel D. May, to whom this issue is dedicated. Also shown is the headquarters building of the Department over which he presides. The definitive biography of Mr. May by Virginia Waller Davis is a feature of this issue.

We are grateful to the Virginia Highway Department for the photograph of their building used on the cover.

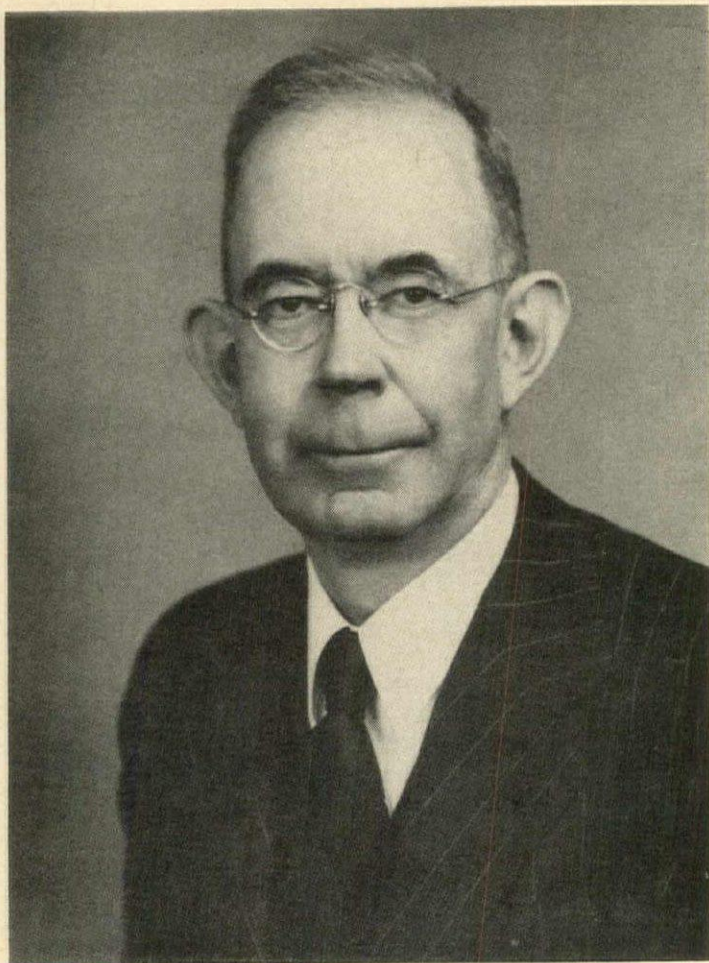
Photos on pages 9 and 19 by Colonial Studios, Richmond.

**J. R. FORD
COMPANY,
Inc.**

**Asphalt
Paving
Contractor**

Victor 7-4444

**LYNCHBURG,
VIRGINIA**



Virginia's highways are big business. Meet the businessman who makes them pay off . . . in comfort, safety and convenience for the millions who use them!

Meet . . .

SAMUEL D. MAY

VIRGINIA'S NEW HIGHWAY COMMISSIONER

By VIRGINIA WALLER DAVIS

SPEND a lifetime in an automobile and you learn a lot about highways.

Anyone who doesn't believe this can take the word of one who knows. . . . Virginia's newly appointed Highway Commissioner, Samuel Davidson May, from out of the "great Southwest", where as a traveling salesman for 22 years he got the "consumers point of view" as Virginia pulled out of the mud of centuries and began unrolling smooth ribbons of highways across the length and breadth of the Commonwealth.

Back in 1917 when he first started jogging over these highways there were

so few good roads that you could almost count them on the fingers of one hand. The next year (1918) the current State Highway System was born and from an "on-the-spot," eye-witness seat he watched it grow, and cheered from the sidelines.

Today his seat is not on the sidelines but at the top, as he shoulders the responsibility of some 50,000 miles of highways, numerous bridges, tunnels, sidewalks, ferries and all that goes into their construction and maintenance plus additional miles of interstate highways, thrown in for good measure.

On his team are all manner of highly trained engineers, construction workers, scientists, landscape architects and office assistants, numbering, in all, close to 10,000 on duty in all corners of the Commonwealth.

It is a man-sized job . . . and "a man" has been picked to do it . . . Sam May, 63-year-old Tazewell native with the contagious grin. This man is unimpressed by his own importance but eager to get on with the job and likes to refer to himself as a sort of sidewalk superintendent in this big undertaking. But those who know him have something else to say.

Five years ago when there was a vacancy from the Bristol Highway Construction District on the eight-man Highway Commission, citizens of Clinch Valley literally moved on Richmond in a body to urge the Governor to appoint Sam May to the job. He himself wasn't a candidate and didn't seek the job, but those men who had known him for a lifetime knew of his keen business ability and high sense of duty to any service to which he might be drafted. The Governor (Battle) was impressed. Sam May took office soon thereafter.

Already familiar with every inch of ground in the Bristol Construction District, he at once made an on-the-ground re-study of it with Highway Commissioner Anderson . . . an eye opening experience . . . and there his dedication to the cause of highways in the Commonwealth began, and has gained steady momentum over the years.

Governor Stanley not only reappointed him as a member of the Highway Commission but also named him as Chairman of the Old Dominion Turnpike Authority when it was created in 1954 to study the feasibility of a turnpike from the West Virginia line near Bluefield to the North Carolina-Virginia line near Mt. Airy. After many months of hard labor these plans are filed, pending the outcome of proposed interstate routes.

In appointing him last month to the top highway job . . . which amounted to all but a draft . . . Governor Almond was taking no chances. He had watched him work, knew his record, was impressed with his dedicated approach to the duties of his office during the past five years as a member of the Commission, and unhesitatingly announced "his broad knowledge of, and his keen interest in Virginia's highway problems admirably equip him to assume the heavy responsibility of this high position. . . ."

Sam May took twelve days to think it over . . . days in which he weighed a complete change in his way of life and some considerable personal sacrifice, against the challenging opportunity to be of greater service to his state. "Service" won out . . . and helping tip the scales toward the move to Richmond and added responsibilities were two small Richmond boys, aged six and nine. When they heard "Grandpa" might move to Richmond the whoop of joy which they let out could almost have been heard in the Clinch Valley mountains.

On August 18th Virginia's new
to tell the Virginia Story

Highway Commissioner took his oath of office before Judge Moscoe Huntley with Governor Almond on hand to see a good job well done, and immediately two precedents in Highway Commission history were established.

Mr. May became the first Highway Commissioner from Southwest Virginia . . . and the first to live in Virginia but operate his business in West Virginia.

Of course anyone familiar with the

lay of the land in the state's Southwestern tip knows that you just have to cross the street, sometimes, to be in another state, but, when it comes to Sam May, nobody pays any attention to state lines. Forty-one years ago he started out in a wholesale hardware business in Bluefield, West Virginia and Bluefield, West Virginia is his place of business today. But there have been some changes made.

(Continued on page 11)



Mrs. Mary Brown May, "the power behind the throne," being led down the steps of the Highway Building in Richmond by the Commissioner, her husband, the Honorable Samuel D. May.

We congratulate Samuel D. May upon his appointment
as Virginia's new Commissioner of Highways.

GUY H. LEWIS & SON

Phone EL 6-3849
McLEAN, VIRGINIA

We Salute Samuel D. May
Virginia Highway Commissioner

W. E. Graham & Sons

GENERAL CONTRACTORS

CONCRETE BRIDGE CONSTRUCTION
ROAD BUILDING
GRADING AND MACADAM PAVING

CLEVELAND, NORTH CAROLINA

Heartiest Greetings to Commissioner Samuel D. May

BROCKWELL TRUCKING CO., INC.

Hauling Contractor

STONE — SAND — GRAVEL

Box 471

Phone 2529

EMPORIA, VIRGINIA

We Salute Samuel D. May,
Our new Highway Commissioner

READY-MIXED CONCRETE



ECONOMICAL — IT INSURES

- Precise Measure
- Quick Service
- Proper Mix

CALL
NORTH **3590**

Also Specializing
Pre-Stressed & Pre-Cast

BRISTOL

READY MIX CONCRETE CO.

JAS. F. INGOLDSBY

112 Washington
BRISTOL, VIRGINIA

We wish to compliment
Samuel D. May upon his
appointment as Chairman
of the Virginia Highway
Commission. We are hap-
py to be a part of the Vir-
ginia Highway Building
Program.



Kentucky-Virginia

Stone Company,
Inc.

MR. W. B. PAYNTER, *President*

Phone 176

MIDDLESBORO, KY.

"Meet Samuel D. May"

When he joined the Bluefield Hardware Company in 1917 it was as a traveling salesman . . . he is president of the company today, and chairman of the board. Operating in several states, it specializes in mill and mine supplies, but no highway equipment or materials.

Had it not been for the death of his father during his first year at the University of Virginia (1912-13), Sam May would probably have been an attorney like his father and grandfather before him, both prominent members of the Tazewell Bar. That event, however, changed his life and although he continued on a second year at the university, he was so eager to start making a living that when school closed he got a job in a retail hardware store in Tazewell, and kept it for three years until he transferred to Bluefield, and traveling.

Flashing one of his contagious grins, he says they told him at the university that "they could use the space", but actually there was no holding him because he could "use the money."

They say about Sam May in his home town of Tazewell that when he started traveling, he really *traveled* . . . up at dawn, never back till bedtime and so seldom seen on the streets of Tazewell in daylight that if people hadn't seen him in church on Sunday they might have forgotten what he looked like.

During those traveling days, practically every merchant from Bluefield to Big Stone Gap, plus those in neighboring states, became customers and steadfast friends and he was as familiar a figure as the mailman and as welcome as a first-of-the-month check.

A bespectacled, pipe-smoking gentleman of medium stature and easy manner, he has heavy eyebrows beneath which his eyes alternately give forth a merry twinkle or seriously look straight at you . . . and through you.

He claims to be "no worrier" and says that "at least up to now, when I go to bed I go to sleep".

Today he is to be found in a corner office on the third floor of the Highway Building with a grandstand view of Richmond's downtown skyline and Virginia's newest toll road which circles up and over housetops and railroad

to tell the Virginia Story

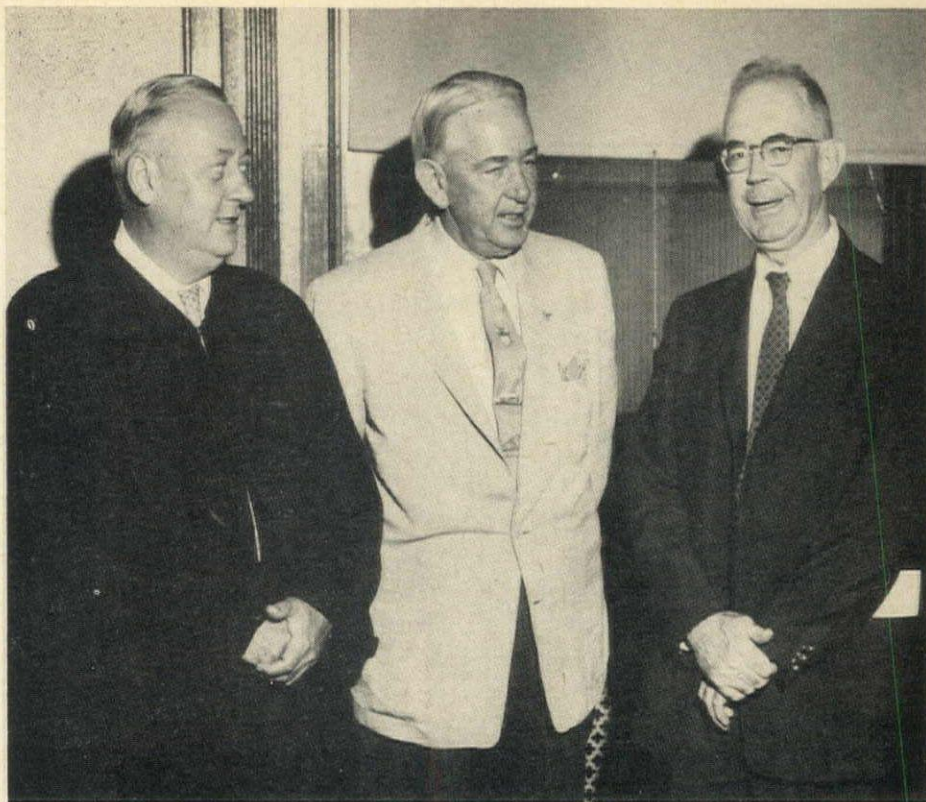


Photo by W. L. Heath, Jr.

Mr. May (right) and Governor Almond (center) just after the "swearing-in" ceremonies in Hustings Court on August 18, at which Judge Moscoe Huntley (left) officiated.

tracks in an unobstructed sweep.

The big desk he uses is the same one on which a former Commissioner, the late Henry G. Shirley, so delighted to whittle, and to which General Anderson, who succeeded him, contributed his share. It was suggested that Mr. May was entitled to one a little smoother on the cuffs, but he is pretty fond of this one where such distinguished predecessors have sat . . . and behind which hangs the big blueprint of all the highways in the state.

At the present moment he is not a "clean-desk" man . . . too much has piled up in too short a time . . . but he will dig out from under, as he always has, and live up to his reputation of getting to the bottom of things, whether they be hardware, highways or just plain headaches.

His job is a dual one, for as Highway Commissioner he is both Chairman of the Commission and also Director of the Department of Highways . . . a role requiring full time service, and having a multiplicity of problems.

All this means that among other things, the regular Saturday golf foursome at the Tazewell Country Club which, over the years, has been as regular as the Sunday church bells, must go into the pleasant limbo of the past, unless weekend business trips allow it. If they don't, at least one of the number,

who claims he was "in the low nineties . . . or high eighties" . . . "but you see I play left-handed golf" . . . will miss it sorely.

That sounds like as good an excuse as any other golf story . . . because the new Commissioner is not left-handed . . . at anything except golf, that is.

Until named to the Highway Commission in 1953, Mr. May had never held an appointive job of any kind, and, as for politics, he claims he was "just in the ranks." His friends say, however, that if there was ever a meeting in Tazewell County . . . political or otherwise . . . when things fell flat it was because he *wasn't* master of ceremonies. With his ready wit and delightful humor, when he presided it was always a sure thing that he could come up with just the right story at just the right time, and what might have been a squabble would turn out to be a love feast.

There is nothing he would rather do, time permitting, than spin a yarn, and his collection of stories is the wonder of his friends.

On matters which do not pertain to highways or hardware he says "see Mrs. May" . . . and Mrs. May, the former Mary Brown of Tazewell, whom he married in 1919, is quite used

(Continued on page 19)



Officers and guests at the "head table" at the Old Dominion Purchasing Agents Association's summer meeting, held at The Homestead, Hot Springs, Virginia, July 18th and 19th. Left to right: Larry B. Whitehouse, chairman of Value Analysis-Standardization for the National Association's fifth district; Gladys M. Adkins, treasurer; Edward C. Johnston, first vice president; Mrs. Furman B. Pinson, Jr.; Furman B. Pinson, Jr., guest speaker; Mrs. Marshall E. Robinett; Marshall E. Robinett, president; Mrs. V. M. de Castro; V. M. de Castro, guest speaker; Mrs. F. M. Butler, Jr.; F. M. Butler, Jr., second vice president.

The Men with The Multi-Million-Dollar Lists

by VIRGINIA WALLER DAVIS

THE MEN with the multi-million-dollar shopping lists are about to observe their fifth birthday as a group.

Lone wolves, they decided, may go far, but nothing beats combined knowledge and experience. With that thought in mind, on a bright October day in 1953, they brought into being, on the proverbial shoestring, Virginia's latest professional organization which today is recognized and honored across the nation as the Old Dominion Purchasing Agents Association, a member of the National Association of more than 20,000 strong.

Prior to that October day five men had been busy unknotting the shoestring so that it would work smoothly, without a hitch, on the day when 67 purchasing agents should gather in Richmond from all parts of the state to become charter members of the group and toss Virginia's hat in the ring as the ninety-third organization composing the National Association.

On the eve of its fifth birthday the Old Dominion Purchasing Agents Association numbers well over 100 and represents the major business and industrial companies doing business in Virginia—a cross-section of such far-flung national activities as Allied Chemical and General Electric . . . DuPont and Reynolds Metals . . . Celanese Corporation and Westinghouse . . . Merck and Co. and Ford . . . Johns-Manville Products and American Safety Razor . . . West Virginia Pulp and Paper and Continental Can . . . Chesapeake

Corporation . . . Virginia-Carolina Chemical and the Federal Reserve, and some eighty-odd others including railroads



G. Lloyd Nunnally, director of the newly-created Department of Purchases and Supply for the Commonwealth of Virginia, pictured at his desk when he took over his new job several weeks ago. He has served the association for two years as chairman of Public Relations, and before taking over the top buying job for the Commonwealth, was in charge of purchases for the Highway Department.

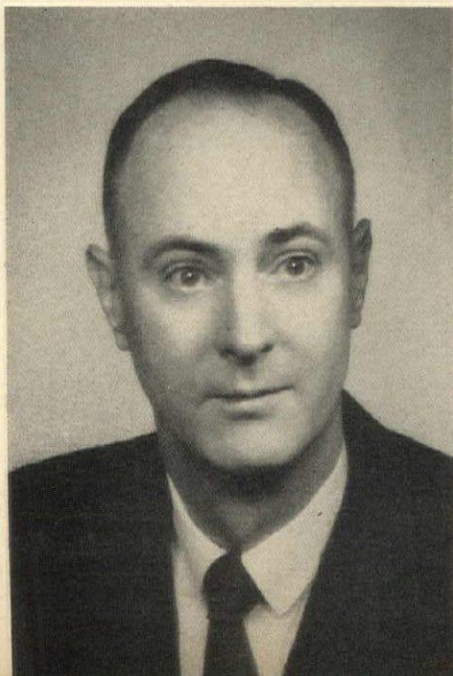


Above and right: C. E. Garrette, association director, is "dean" of the group in point of service, having spent a lifetime in the employ of Craddock-Terry Shoe Company, Lynchburg, where he is now in charge of purchasing; John H. Morrow, association director, was born in Kansas City and, after attending the University of Missouri and college in Colorado, joined General Electric in Schenectady, New York in 1941, remaining with the company ever since in various capacities. For the past six years he has been purchasing agent of the Industry Control Department, which was established in Schenectady in 1952 and transferred to Roanoke in 1955; Leo A. Wise, director of materials, American Safety Razor Company, Staunton, is also a director of the association and has served on the Membership, Bulletin, Nominating and Standards Committees, participated in activities of the Forum Committee, and was a transfer from the New York association; J. H. Wurdeman, former secretary of the association and now a director, is a native Washingtonian who began his purchasing career in 1942 with contractors building the Pentagon. He is now purchasing agent with Experiment Incorporated, Richmond.

Below: Leon Norfleet, chairman of the association's important Forum Committee, is assistant purchasing agent for Reynolds Metals, Richmond; Harry W. Swink, chairman of the Education Committee, has been on the staff of Virginia Polytechnic Institute since 1937 and purchasing agent since 1945; James R. Woody, chairman of the Bulletin Committee, is manager of the General Service Department, engaged in purchasing for the Federal Reserve Bank in Richmond.



Marshall E. Robinett, 1958-59 president of the Old Dominion Purchasing Agents Association, who has served as a director and first and second vice president of the association as well as having the distinction of having been a charter member. A native of Norfolk, Mr. Robinett was with Norfolk and Western Railroad, Gary Steel, and Whaley Engineering Company in Norfolk before becoming assistant purchasing agent and traffic manager for Bristol Steel and Iron Works, Inc. in 1950. He is an alumnus of V.P.I.



and resort hotels . . . metal products and pump and well works . . . public utilities and carpet manufacturers . . . mills and packers . . . banks and record companies . . . manufacturers of glass, cedar chests, shoe boxes and venetian blinds . . . shipbuilders and machine foundries . . . hospitals and bottling works . . . chemical companies and cigarette manufacturers . . . universities and steel and iron works . . . cities and colleges and a variety of others including the Commonwealth of Virginia itself, with its shopping list of thousands of different items from anesthetics to baby bottles and steel girders to paper clips.

The profession which this organization represents may well be considered still in its infancy compared to some others in the business world, for, as one member put it, it wasn't so long ago when one man in a small concern did the buying and acted as personnel director and vice president in charge of almost everything. Then, as business grew, an accountant was hired to keep

the books and do purchasing in his spare time, but—as the "boss" finally realized that buying was a necessary evil and business more and more complex — the professional purchasing agent came into being.

If the profession is an infant in the business world today, it is as lusty a one as the state and nation could ever hope to produce, and recognition is now given to the fact that the purchase of raw materials represents 63 per cent of the sales dollar. On the wisdom and buying efficiency of purchasing agents across the nation may well hang the story of whether their companies operate in the red or in the black, live up to a contract or go over the mark, declare a dividend, or must sadly report: "Due to conditions beyond our control we regret to say (etc.) . . ."

As far back as 1915 there was such a growing demand for trained men in the purchasing field that the first nucleus of what is today the National Association was organized for the ex-

(Continued on page 22)

*We felicitate Samuel D. May upon his appointment
as Chairman of the Virginia Highway Commission*

W. H. Scott, Inc.

AIRPORT AND HIGHWAY
GRADING AND PAVING

P. O. Drawer 418

FRANKLIN, VIRGINIA

*We salute the Virginia Highway Commission,
with felicitations to Samuel D. May upon his
appointment as Chairman of the Commission.*

BENSON-PHILLIPS COMPANY, INC.

— Since 1891 —

3100 Virginia Ave.

Newport News, Va.

Phone 4-1707



W. C. DeBUSK

DeBUSK PETROLEUM COMPANY

ABINGDON, VIRGINIA



DISTRIBUTOR OF PHILLIPS 66 PETROLEUM PRODUCTS

*Congratulations and Best Wishes to Mr. May and
Our Many Highway Department Friends*

MARION S. BRANCH CO.

1703 Campbell Ave.

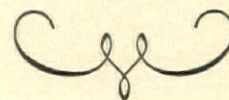
Phone VI 5-1766

LYNCHBURG, VA.

Felicitations to

COMMISSIONER

S. D. MAY



VAUGHAN

&

COMPANY

Bankers

FRANKLIN

VIRGINIA

VIRGINIA BUSINESS REVIEW

by

ROSEWELL PAGE, JR.

Sam Winoker, president of Pride of Virginia, Inc., processors of turkeys, announces the finishing of the plant and plans for an open house in the near future. Pride of Virginia is the largest employer of labor in the Timberville area, a balanced project employing over 200 persons and handling a vast amount of poultry in a short space of time.

In Richmond several parcels of land in the 300 block West Cary Street have been sold to a newly chartered corporation, Alexander Realty Investment Corp., which says the property will be developed for business use. The corporation bought 332-336 West Cary Street from Virginia Ice Machine Corp. for \$52,500, according to the Real Estate Board of Richmond. E. Grady Paul, registered agent for the purchaser, says the property will be developed and leased to business already in Richmond.

Garrett & Massie, the printing firm, plans to build new offices on Richmond's North Side next year. The new structure will be on land recently bought for \$57,000 northeast of the intersection of School and Roane Streets, one block east of Chamberlayne Ave. The building will have 24,000 square feet on one floor. Davis and Spiers will construct Garrett and Massie's new building, for which Huff and Shifflett are architects. G. Edmond Massie, III, vice president, says the firm will move from its present quarters next June, near its 50th anniversary. The move has been made necessary by sale of Massie's present property at 14th and Franklin Streets for \$142,500 to the state of Virginia as a site for erection of future office space.

Sharp gains in sales and profits in the first half of 1958 were recently reported by Commonwealth Natural Gas

to tell the Virginia Story

for the parent concern and its subsidiaries. W. H. Trapnell, president, told the board of directors that consolidated net income applicable to common stock was \$746,247 in the first half of this year, an increase of 16 per cent over a comparable period last year. Per-share earnings rose from \$1.80 to \$1.98.

Henry J. Stern, president of Kaufman and Co. and of Cavalier Motels, Inc., announces plans to build a 150-unit motel with two restaurants, a private club and a swimming pool just west of Willow Lawn Shopping Center in Richmond. The land fronts 196 feet on Broad Street Road and is 500 feet deep. It is at the southeast corner of Broad Street and Byrd Avenue.

Stern said he has contracted to buy the property for \$120,000 from Eastern Shore Real Estate Corporation, and he estimates the cost of the motel project at \$1,350,000. It will be two stories tall, containing meeting rooms for business and civic groups.

Savings in Richmond's nine commercial banks were nearly 14 million dollars higher at the end of the 1957-58 fiscal year than they were a year earlier, according to quarterly statements recently called for by the Comptroller of the Currency and the State Corporation Commission's bureau of banking.

Operations of General Electric Company's Communications Products Department with headquarters in Liverpool, New York, and manufacturing facilities in Utica, Syracuse and Clyde, N. Y., will be consolidated in the new

Lynchburg G. E. plant. This announcement was made recently by Max I. Alamansky, manager of the Lynchburg rectifier plant and Harrison Van Aken, general manager of General Electric's Communications Products Department.

As a result, increased employment is expected at the Lynchburg plant. The Communications Products Department now employs more than 1,300 persons in four cities of New York State.

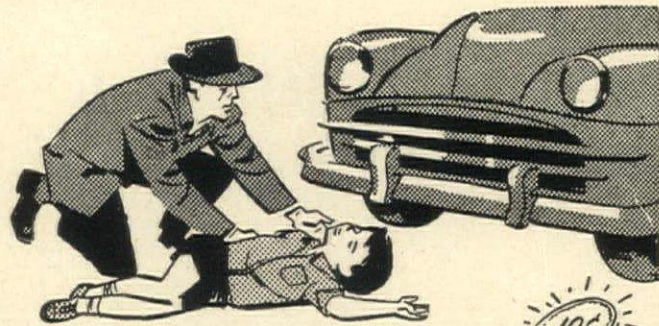
Mead Corporation of Lynchburg has purchased a substantial interest in Lamex, Inc. at Norcross, Georgia. This announcement was made recently by D. F. Morris, president of Mead. Lamex manufactures polyethylene products for textile, agriculture, food and paper industries.

Electro-Motive Division of General Motors Corp. and Alco Products, Inc., will build the 268 Diesel locomotive units which the Norfolk and Western Railway recently announced it is purchasing at a price of about \$50,000,000.

Stuart T. Saunders, president of N. & W., in announcing plans to purchase the 268 Diesels said it would enable the railway to dieselize completely at present traffic levels in a year and a half and that 202 steam engines would be retired by the end of 1960. Sixty modern steamers will be held as standby power.

On West Marshall Street in Richmond there is an interesting and

(Please turn the page)



Here's the dime he couldn't stop on!



Think you can stop your car on a dime? Don't kid yourself. Youngsters at play don't always give you time to. Better slow down near schools and playgrounds. A dime's a pretty small tagret.

NASH EUCLID EQUIPMENT SALES CORPORATION

U. S. Route 11, West

SALEM, VA.

Your Virginia Distributor For EUCLID EQUIPMENT

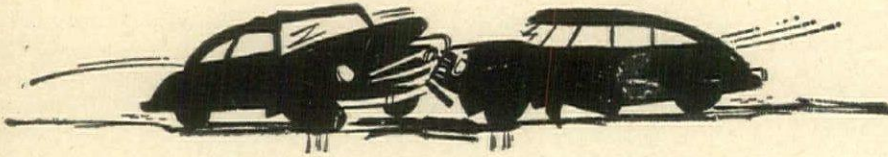
For Moving Earth, Rock, Coal and Ore

U. S. Route 1, South

RICHMOND, VA.

*Felicitations to Samuel D. May,
Virginia's new Commissioner of Highways*

SLOW DOWN AND LIVE!



WILSON TRUCKING CORPORATION
WAYNESBORO, VIRGINIA

Felicitations to Virginia Department of Highways

TAYLOR CONSTRUCTION CO., INC.
AND
SUMMERS-TAYLOR PAVING CO.

L. R. TAYLOR, President
R. W. SUMMERS, V. Pres. & Sec'y.-Treas.

General Highway Construction
ELIZABETHTON, TENN.

Ballenger Paving Co.



Phone CEdar 2-1845

Lee Road Paris Station
GREENVILLE, SOUTH CAROLINA

*Felicitations to Virginia's new Highway Commissioner,
Samuel D. May*

FIRST NATIONAL BANK
OF BASSETT, VA.

Member: Federal Reserve System
Member: Federal Deposit Insurance Corporation

NOTTINGHAM HAULING CO., INC.
Hauling and Grading Contractors

PAY-LOADERS

1100 St. Julian Ave.
Phone Madison 2-7858
NORFOLK, VA.

(Continued from preceding page)

unique business establishment. It is known as the International Roll-Call Corporation and its purpose is three-fold: to manufacture, sell and install and maintain voting machines for use in the several state legislatures of the United States, and eventually, they hope, in the Congress.

Headed by M. F. Thompson, who is ably assisted by L. M. Parker, this company makes it possible for any legislative body in this country to keep track of the votes cast by its membership on a given question of the day.

The art of electrical voting was established back in 1869 by Thomas A. Edison when he was granted a patent on an "Electrographic Vote Recorder." But it remained for M. F. Thompson and his father to invent, perfect and patent the first perforating roll call machine between the years 1915 and 1922.

In 1922 they demonstrated the perforating roll call to Congress and the next year installed the first commercial perforating roll call in the Virginia House of Delegates. It is a fascinating device which, by the simple process of pushing a button on a legislator's desk, records his vote by lights flashing by his name written on a board on the wall of the legislative chamber, usually above and behind the presiding officer's desk. At the same time, a permanent record is made by the perforation of a roll call list. This is kept in the archives of these legislative bodies. To quote a brochure on this subject: "The fascinating field of electrical voting is so small (48 states) and so saturated (27 house and 6 senate machines in use) and the sales volume so slight (1.05 machines a year for 41 years), that it has never long supported competition. Even an \$80,000 sale a year obviously will not support two manufacturers, or one properly. In 1951, the survivor (International Roll-Call Corporation), to avoid exhausting the field and so protect the states, offered to install under rental and maintenance contracts. The states eagerly accepted them." This then is the current procedure in many instances.

These machines have greatly facilitated the legislative process. The operation goes something like this:

1. The Clerk illuminates the bill number on the main indicator boards.
2. After debate, the Speaker states the question, and pushes a button. This action rings a gong, and unlocks the members' voting switches.

3. The members vote simultaneously. They can change their votes if they so desire.
4. After asking if all members have voted or if any want to change, the Speaker directs the Clerk to take the record. The Clerk pushes a button causing the shaft of the selector to make one revolution. In doing so, it picks up impulses of current to operate the high-speed totalizers; and to perforate and eject the triplicate record cards.

For anyone interested, and every good citizen should be, in how his legislator votes, all that is necessary is to make a trip to the Capitol while the legislature of Virginia is in session and watch the voting procedure. If the question before the house is closely contested, the red and green signals flash with great intensity and speed. A vote can be taken in about ten seconds; but the presiding officer is sure to allow plenty of time, for the enactment of a law in Virginia is a serious business and, like matrimony, ought "not to be entered into unadvisedly or lightly."

IN THE NEWS . . .

Milton B. Henson of Buena Vista, general manager of Radio Station WREL and ex-vice president of the Rockbridge Broadcasting Corp., has been elected president of the Virginia Association of Broadcasters. . . .

D. W. Butt is the new resident highway engineer at Lexington. He succeeds **W. M. Jeffress**, now assistant district engineer at Culpeper. . . .

Raymond V. Long, director State Department Conservation and Development, has announced the appointment of **Marvin M. Sutherland**, Big Stone Gap, as executive assistant to the department director. . . . **C. Wade Ferguson** of Greenville County is the new president of the Association of Virginia Peanut and Hog Growers, succeeding **J. L. White** of Elberon. . . .

L. W. Bates of Bluefield succeeds **James J. Gills**, retired, as manager of Appalachian Power Company's Bluefield Division. . . . **Bob Graves**, news editor for the **Journal Messenger**, has gone to work for The Daily Press Publications in Newport News. . . . **Harold Wallenfeltz** of West Bend, Wisconsin, comes to South Boston as operational manager for White House Milk Company. White House recently took over Coble Dairy's interests there. . . . **Ralph Jessee** has been re-elected president of the Lee Farmers Warehouse. . . .

Douglas Prillaman, formerly teller at The First National Bank of Bassett, is

(Continued on page 30)

to tell the Virginia Story

Felicitations to S. D. May, Virginia's new Highway Commissioner

THE RICHLANDS NATIONAL BANK

GRADY W. DALTON, Vice President & Cashier

"SERVING SOUTHWEST VIRGINIA FOR MORE THAN 40 YEARS"

Member FDIC and FRS

RICHLANDS, VIRGINIA

WAYNE WILSON

TAZEWELL OIL CO.

TAZEWELL, VIRGINIA

Distributor of Shell Petroleum Products

Felicitations to Commissioner S. D. May

The George F. Hazelwood Co.

General Contractors

BUILDING • PUBLIC UTILITIES • HIGHWAY

W. A. DOUGLAS, Pres.

A. H. WILSON, Vice-Pres.

CUMBERLAND, MARYLAND

Albert Brothers Contractors, Inc.

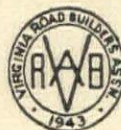
General Contractors

ROAD BUILDERS — EXCAVATING

CRUSHED STONE

DRIVEWAYS — STREET PAVING

SALEM
VIRGINIA



Phone
Dupont 9-4741

Felicitations to Highway Commissioner S. D. May

HARRISONBURG MOTOR EXPRESS

P. O. Box 249

Phone 4-4485

HARRISONBURG, VIRGINIA

Felicitations to Commissioner S. D. May

E. A. BEVILLE GARAGE

Stony Creek, Virginia

Telephone 2346

Serving Virginia as a part of the great petroleum industry

JAMISON OIL CO.

COVINGTON, VIRGINIA

DISTRIBUTOR OF SHELL PETROLEUM PRODUCTS

H. P. JAMISON, Pres.

*We wish success to Samuel D. May
and all our Highway Department friends*

CONTRACTORS PAVING COMPANY, INC.

1502 Walnut Hill

Phone MA 5-6184

Norfolk 8, Virginia

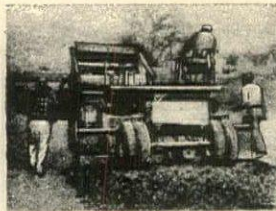
SAWYER CONSTRUCTION COMPANY

GENERAL CONTRACTOR



HAMPTON, VIRGINIA

*Felicitations to Virginia's New Highway Commissioner
MR. SAMUEL D. MAY*



CLYDE R. ROYALS *Incorporated*

CONSTRUCTION • ASPHALT SURFACING

**Field Office and Plant: Rip Rap Road and Chiles St.
Hampton 4356**

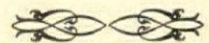
**General Office
320 W. Pembroke Ave., Hampton, Virginia, Box 223
Hampton 4356**

*We Salute Samuel D. May,
Our new Highway Commissioner*

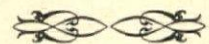
VIRGINIA HAULING COMPANY

Phone CO 6-2471

GLEN ALLEN, VIRGINIA



For Safety, First To Last



Carolina-Norfolk Truck Lines

•
**Serving Eastern Virginia,
North and South Carolina
and Connections Everywhere**

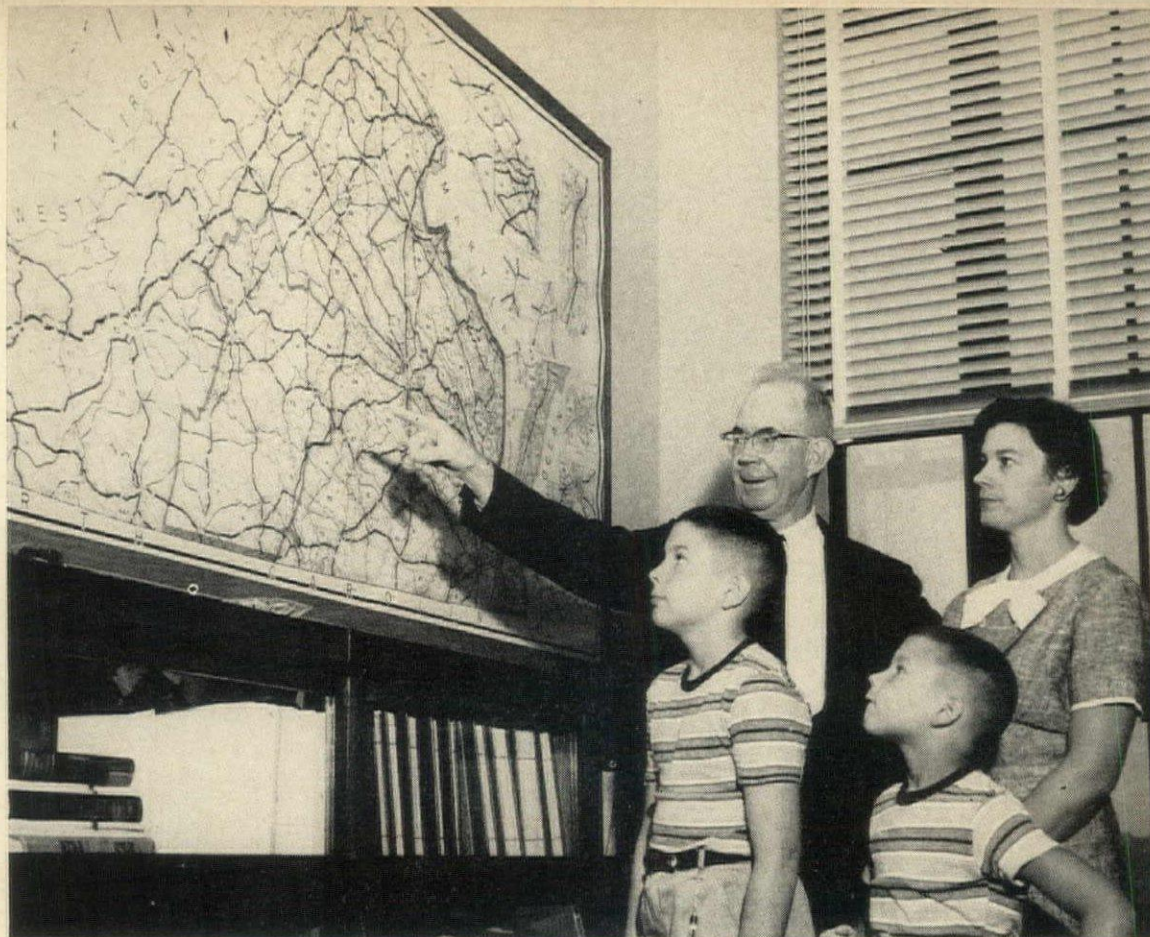
•
Madison 7-2325

NORFOLK, VIRGINIA

Continued
from page 11

"Meet Samuel D. May"

Colonial
Studio
Photo



to managing her end of the ship. With an easy drawl, resembling her husband's, which has been described as typically Southwest-Virginia, Mrs. May is a petite brunette, weighing but 105 pounds. Besides raising four children and keeping the big brick house in the heart of Tazewell operating on an even keel, Mrs. May has also played her own role in community affairs and been "head gardener" for the flowers and wide, rolling lawns which surround their house.

Mr. May takes his place as the fifth Commissioner in all the 52-year-existence of the Highway Commission.

In 1906, when Virginia's first Highway Commission was created, Sam May was a boy of 11 enjoying life in the rolling bluegrass country that is Tazewell County . . . the old swimming hole in summer . . . skating on mill ponds in winter . . . walking barefoot over dusty country roads on a summer's day, and worm-fishing in the pebbly country streams.

In that year, P. St. Julien Wilson of Richmond was named as Virginia's first Highway Commissioner . . . and if anyone had told the little Tazewell boy of 11 that he would follow him 52 years later, a broad grin of disbelief would have been the only answer.

Seven years before he first started out as a salesman, the State of Virginia had begun the licensing of automobiles

Note that in this picture Mr. May, though Highway Commissioner for the whole Commonwealth of Virginia, is—with the true spirit of loyalty and patriotism—pointing out to his daughter, Mrs. Edgar Forrest Jesse and her two sons, Edgar Forrest, Jr. and Sam May, a road that leads home . . . home being the Great Southwest in general and Tazewell in particular.

(1910) and the year he spent in the Army during World War I (1918) saw the birth of the State Highway System, and 4,000 miles of the most important routes included.

From a total of five employees in 1906, the Highway Department has grown to approximately 10,000 today.

From an initial \$16,000 on which to operate in 1906, the estimated total revenues for its operation for the fiscal year 1958-59 are more than \$175,000-000.

The offices have grown from one large and one small room on the ground floor of the Capitol, through various stages of growth to the present, impressive limestone building which crowns the Broad Street hill in Richmond and which was completed in 1939. Built at a cost of \$783,834 and covering 60,052 square feet, it allows for more than 70-odd offices and is connected to the Capitol by means of an underground tunnel which also serves as a conduit for pipes from the central heating plant.

The first Commissioner, Mr. Wilson, served from 1906 to 1913 and moved on to become Chief Engineer of the United States Bureau of Public Roads.

He was succeeded by the man who had been his assistant, George P. Coleman of Williamsburg. Mr. Coleman served until 1923 and not only carried the good roads movement to the citizens of Virginia but also was instrumental in the establishment of the National Highway System. Henry G. Shirley, who next succeeded to the office, was universally regarded as the outstanding Highway Commissioner in America in the days when highways were just beginning to come into their own. At Mr. Shirley's death in 1941 Senator Byrd said: "He planned with great wisdom and foresight Virginia's highway system and, in constructing this system without bonds, performed a monumental work for Virginia which places him in the front rank of Virginia's benefactors."

Taking over where Mr. Shirley left off, Brigadier General James A. Anderson of Lexington carried plans to further completion, and under him Virginia's "Twenty Year Road Plan" for the development, improvement, maintenance and replacement of the highways of the state was evolved and put into effect.

(Please turn the page)

(Continued from preceding page)

"Meet Samuel D. May"

Upon the retirement of General Anderson at the close of 1957, his Deputy Commissioner and Chief Engineer, Francis A. Davis, was named by outgoing Governor Stanley as acting head. With the appointment of Mr. May, Mr. Davis resumed both of his former duties.

During the first 13 years of existence, the Highway Commissioner was assisted by a commission composed of the professors of Civil Engineering at the University of Virginia, V.M.I., the Virginia Agricultural and Mechanical College and Polytechnic Institute. In 1919 this was changed, giving the Governor authority to appoint a five-member commission with the approval of the Senate, to be chosen from the five geographical districts of the state. In 1942 this commission was enlarged to include a representative from each of the eight Highway Construction Districts, plus the Chairman.

The first individually-named Com-

mission, following the 1919 change in the naming of members of the Commission, included Wade H. Massie, Chairman, of Washington, representing the Piedmont area; Henry P. Beck, Secretary, of Richmond, representing the Tidewater area; Horace Hardaway of St. Paul, representing the Southwest; Frank W. Davie of Lawrenceville, representing the Southside; and J. A. Mundy of Natural Bridge, representing the Valley.

Today, in addition to the Chairman (Highway Commissioner May), the Commission is composed of G. Wallace Carper of McLean; Walter Chinn of Fredericksburg; S. S. Flythe of Martinsville; Sol W. Rawls, Jr., of Franklin; Burgess E. Nelson of Mount Jackson; W. M. Sclater of Marion; Emory P. Barrow of Lawrenceville and Tucker C. Watkins, Jr., of Halifax.

In each of the eight Highway Districts which these men represent, there is also a District Engineer, and under them some 50-odd Resident Engineers with their on-the-ground problems and responsibilities.

The main divisions composing the Department of Highways are Engineering, Right of Way, Accounting, Traffic and Planning, Organization and Public Relations, and Purchase and Stores. Branching out from these are an array of activities covering everything from erosion control to picnic areas . . . historical markers to scientific fact gathering . . . millions of dollars of road equipment purchase and care to the painting of the little white highway lines . . . weed control and landscape planning . . . model building and outdoor advertising control and a little bit of everything else from A to X Y Z.

The all important Engineering Division of the Department of Highways is headed by the Chief Engineer. It has ten sections under its jurisdiction, which are the specific supervisory duty of three Assistant Engineers. These sections include Bridge, Research and Testing, Construction, Maintenance, Secondary Roads, Landscape, Location and Design, Urban and Equipment. Each section and each division is a story in itself . . . the vast and continual maintenance of highways and bridges in good weather and bad . . . snow removal and ice control, land slides and spring floods . . . photographing, designing, mapping and drainage . . . testing in the various laboratories, soil, geology, bituminous premix, chemical and physical . . . accident studies and traffic control . . . right of way negotiations requiring thousands of options and deeds . . . the

*We Salute Virginia's New
Highway Commissioner,
Samuel D. May*

**Richard
E.
Phillippi,
Inc.**



WYTHEVILLE, VA.

LAKEWOOD TRUCK CENTER

ESSO FLEET SERVICE
RESTAURANT
GAS—GREASE—OIL
TIRES—BATTERIES

"We Doze but Never Close"

So. Boston Rd., Rt. 58

Phone Swift 2-4622

5 miles east of

DANVILLE, VIRGINIA

FUEL OILS, INC.

FUEL OIL

Domestic—Industrial

Distributing From One of Richmond's
Largest and Most Modern Terminals
All Grades of Fuel Oil For
Home and Industry

Deep Water Terminal Road
RICHMOND, VIRGINIA

DIAL BE 2-1281

H. GODWIN JONES, *President*

ALEX W. PARKER, *Vice-President*

HOMER WILSON, JR., *Vice-President & Treasurer*

W. MAC BRIDGFORTH, *Secretary*

continual "looking ahead" with training programs . . . fund stretching . . . equipment stocking . . . and all the million-and-one other things which mean that the Department of Highways can never sleep.

The Secondary System of Highways which was created in 1932 by the Byrd Road Law, today includes 41,543 miles. The Primary System numbers 7,946 miles and interstate highways add up to an ever-increasing total.

All of this . . . and much, much more . . . is Virginia's Department of Highways, of which Mr. May says he is "proud to be a member."

For the present he plans no changes . . . not being one who is in favor of change for change's sake, but only when a real improvement can be made.

He is an old hand at "heading things up", having not only served as general manager, vice president, president and chairman of the board of his own firm but also president of the Southern Wholesale Hardware Dealers Association, president of the Bluefield Rotary Club, director of the First National Bank of Bluefield, chairman of the Turnpike Authority and very much "the head" of his five-member household.

Mention his children and he gets enthusiastic . . . bring up his two grandsons and his eyes glow.

These boys are the sons of his daughter, Mrs. Edgar Forrest Jessee, wife of Dr. Jessee, a Richmond dentist. When the children's father was in service they made their home with their grandparents in Tazewell. The youngest one, Sam May Jessee, was brought straight to them, aged two weeks, and stayed until he was nearly two. "So you can see," says Mr. May proudly, "he practically is ours."

Both boys would like nothing better than for "Grandfather" to belong to them for keeps.

The May's only son is Samuel Davidson May, Jr., who graduated from Hampden-Sydney, took his Masters degree at Michigan and is now teaching in Smyth county.

Two single daughters complete the family group—Mariamne and Emily Ann, one in California and one in Florida. Both are in social work after securing B.A. and M.A. degrees from an array of colleges including Hollins, Westhampton, Smith and Richmond Professional Institute. When he mentions daughter *Mariamne*, Mr. May says with a grin . . . "bet you don't spell that right . . . it must have belonged to one of Aaron's wives, but we got it straight from Mrs. May's mother."

Although living within a stone's throw of the Presbyterian Church in Tazewell, in which Mr. May was brought up, the Mays attend the Methodist Church . . . and the answer to that one is easy . . . "it is where Mrs. May goes."

Mr. May will retain his titles of president and chairman of the board of the Bluefield Hardware Co. but will relinquish active control to give his entire attention to the business of highways, except for such weekend supervision as is possible.

Tazewell's pride, the beloved, witty, much sought-after "Master of Ceremonies," is now apartment hunting in

Richmond with the big house in Tazewell closed temporarily as the road-conscious Sam May and "his Mary" set their compass for a new course.

There may be some headaches along the way but there will also be plenty of laughs, because that is the way Sam May takes life.

A tribute paid to him by a lifelong friend was this: "I have never known a person who throughout his entire life has stood any higher with the people of his community . . ."

Today "his community" has enlarged . . . it is a challenge, and Sam May has accepted it.



*We Salute
Commissioner Samuel D. May*



ARLINGTON ASPHALT CO.

P. O. Box 9313,
ROSSLYN STA.
ARLINGTON
VIRGINIA

*Much Success to
Samuel D. May,
our new
Highway Commissioner*

ADAMS OIL CO.

BOX 114
DILLWYN, VA.



DISTRIBUTOR OF SHELL
PETROLEUM PRODUCTS

ADAMS CONSTRUCTION COMPANY

Specializing in

MACADAM AND ASPHALT SURFACING
ESTIMATES GLADLY FURNISHED UPON REQUEST



FOR PRIVATE ROADS • DRIVEWAYS
PARKING LOTS • AIRPORTS • ETC.



P. O. Box 60

Telephone Diamond 3-2409

2725 ROANOKE AVENUE

ROANOKE, VA.

Virginia Iron, Coal and Coke Company

"A Virginia Corporation Since 1899"

ROANOKE, VIRGINIA

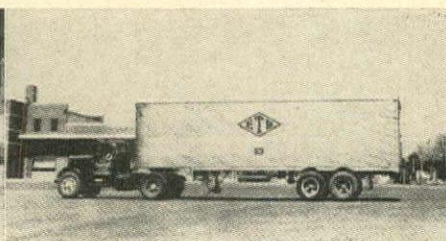
— Wholly Owned Subsidiary —

VIRGINIA STONE & CONSTRUCTION CORP.

"Born in Blackstone—Growing with Blackstone"



Modern platform trailer used to transport leaf tobacco, machinery, steel and many other general commodities.



Modern van used to transport cigarettes, manufactured tobacco and general commodities.

THE TRANSPORT CORPORATION

— and —

THE EPES TRANSPORT SYSTEM

(VAN DIVISION)

Home Office: Blackstone, Virginia

Virginia Terminals: Richmond and Danville

OTHER TERMINALS: Durham, N. C., Winston-Salem, N. C., Rocky Mount, N. C., Elkridge, Md., and Lexington, Ky.

THE MEN WITH THE MULTI-MILLION DOLLAR LISTS

(Continued from page 13)

change of ideas and information and the advancement of the profession.

During the 43 years since then, purchasing, as a profession, has come into its own. Today it calls not only for buying skill, background knowledge and vision, but also for an over-all understanding of needs, both present and future, plus the ability to act surely and quickly to achieve the best value for the organization or industry which the individual purchasing agent represents.

Before Virginia threw her hat in the ring, there was a Carolinas-Virginia Purchasing Agents Association which some Virginia agents were members of. But they found it difficult to attend meetings often held so far from home base. With the organization of the local group, it was agreed that there should be quarterly meetings, each in a different section of the state so that all members, at one time or another, would have access to the public forum discussions, nationally-known speakers, and general get-togethers so necessary for organization health.

Its objectives, like those of the National Association, are three-fold: (1) to foster and promote interchange of ideas and cooperation among its members; (2) to develop and apply more efficient purchasing methods and practices; (3) to collect and disseminate information of benefit to members regarding marketing, producing, and manufacturing practices, products and their uses. One of the major endeavors has been, and continues to be, to an ever increasing degree, interesting colleges and universities in including purchasing courses in their schools of business administration.

Have they succeeded in their five years of operation? The man to answer this question is John E. Friend of the Federal Reserve Bank, the Old Dominion Purchasing Agents Association's first president, and the one who spearheaded the plans for its organization. Mr. Friend says, "In the lean first years the shoestring was all that held us together, but due to the forward planning of many progressive companies who realized that purchasing should have a place on the management team, leaders of industry and finance knew that professional buying would result in an increased profit figure. Therefore, they wholeheartedly subscribed to an organization that would help educate purchasing agents in the details of procurement procedures and quality anal-

ysis. This foresight enabled our organization to advance in stature and to serve a great need in the State of Virginia."

Mr. Friend is the man who should know . . . and at the close of the first complete fiscal year of operation, which had seen the organization accepted into full membership in the National Association and also incorporated, the membership presented their hardworking "Friend" with a gold lapel pin in token of their appreciation for his leadership and service, and likened him to the well remembered "little engine" which was faced with the herculean task of climbing a long steep hill. The little engine accepted the challenge and as it puffed away it seemed to be saying, "I think I can . . . I think I can . . . I think I can" . . . and then, upon reaching the top and starting the easy road down, it puffed contentedly "I thought I could . . . I thought I could . . . I thought I could."

Other hard working officers and directors steering the new organization through its first year were C. L. Hook of Merck and Co., first vice president; G. A. Ringer, Ford Motor Co., Norfolk, second vice president; G. W. Grant, Miller and Rhoads, Richmond, secretary; and Robert F. Misfeldt, Celanese Corporation, Narrows, treasurer.

Alfred J. Dickinson, of Virginia-Carolina Chemical Corporation, was named as the association's first national director, Mr. Dickinson having been one of the original five-member survey group which started the whole Virginia ball rolling. In addition to Mr. Dickinson and Mr. Friend, others in this group were G. W. Grant, J. S. Walden, Jr., of Standard Paper Manufacturing Co., and H. Ernest Ford, Federal Reserve Bank.

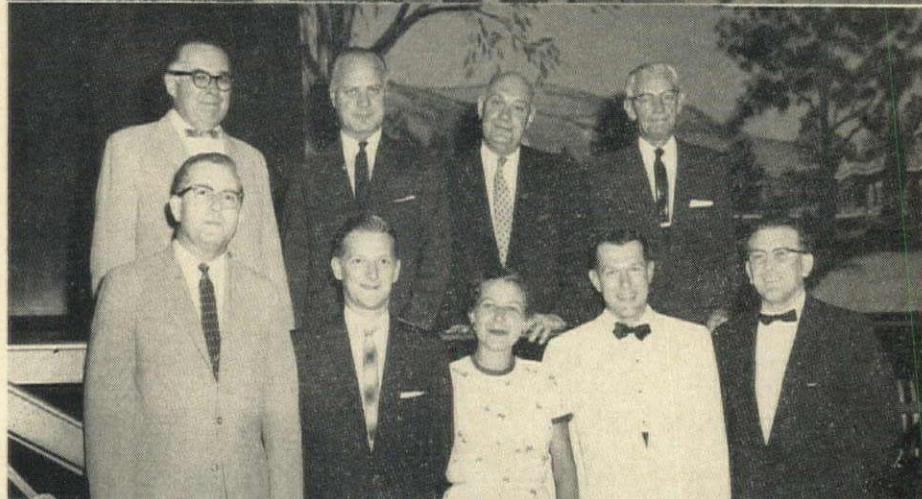
The first five men elected to the board of directors of the association in 1953 were J. V. Eddy, of National Fruit Products, Co., Inc., Winchester; Richard W. Rogers, Seaboard Air Line Railroad, Norfolk; C. C. Helms, of the Hot Springs Corporation; H. A. Atkins, of Philip Morris and Co., Richmond; and R. B. Moss of the City of Roanoke.

There were many times when John Friend and his crew of helpers didn't "think they could", but the record speaks for itself: they could . . . they did . . . and recognition of purchasing as a positive profit-making member of any business team—industrial, municipal or commercial—continues to grow.

Committees were appointed to give the membership a well-balanced diet of

(Please turn the page)

to tell the Virginia Story



TOP: Three former association presidents get together with officers of past years. The association's first president, John E. Friend, Federal Reserve Bank, is pictured second from right; Richard W. Rogers, president for 1955-56, and former general purchasing agent, Seaboard Air Line Railroad, is third from right; Dr. Emanuel Last, president for 1956-57, School of Business Administration, University of Richmond, is second from left. Others pictured are Leon W. Norfleet, second vice president, 1955-56, left; Miss Margaret Griffin, treasurer, 1955-56, and C. C. Helms, secretary, 1955-56. Miss Griffin was one of the two women who were charter members of the association.

CENTER: A group of committee chairmen and vice chairmen gathered at the summer meeting at the Hot Springs to compare notes. Left to right: front row, John P. Brumfield, chairman, Standardization; R. A. Skead, vice chairman, Attendance; Mrs. Mary B. Dean, chairman of Attendance and Reception; Horace L. Smith III, chairman, Entertainment; Robert W. Turner, chairman, Membership. Back Row, left to right; C. C. Helms, vice chairman, Entertainment; John H. Morrow, vice chairman, Education; G. Lloyd Nunnally, chairman, Public Relations, and H. L. Bowers, vice chairman, Reception. Others among the eight chairmen are pictured separately.

BOTTOM: Officers of the Old Dominion Purchasing Agents Association for the year 1958-59. Left to right: Robert F. Misfeldt, national director and immediate past president; Edward C. Johnston, first vice president, formerly second vice president; Marshall E. Robinett, president for 1958-59, formerly first vice president; Frank M. Butler, Jr., second vice president; Gladys M. Adkins, treasurer for both 1957-58 and 1958-59 and Thomas W. Noel, secretary.

SCHOOLS ARE OPEN
DRIVE WITH CARE
AND SAVE A LIFE!

FLOYD-ROANOKE FREIGHT LINES

Floyd, Virginia

Safety is Our Motto

SAFETY MOTOR TRANSIT COMPANY, INC.

ROANOKE, VIRGINIA

The Best In Transportation
Since 1887

Shooks Transfer

KEYSVILLE, VIRGINIA

3521: Keysville, Va.
BE 2-3729—Richmond, Va.

*Shipping Points
Between Richmond
and Wylliesburg, Va.*

MULTI-MILLION DOLLAR LISTS

(Continued from preceding page)

facts, figures and fancy, with committees for forum discussions, educational programs, public relations, standardization, membership, bulletins, attendance and reception, and entertainment, which keeps "Jack from being a dull boy."

Those at the helm of the association today are Marshall E. Robinett, assistant purchasing agent and traffic manager of the Bristol Steel and Iron Works, Bristol, president; Edward Conant Johnston, of James Lees and Sons Co., Glasgow, first vice president; Frank M. Butler, Jr., of Albemarle Paper Manufacturing Co., Richmond, second vice president; Thomas W. Noel, of James McGraw, Inc., Richmond, secretary; and Miss Gladys M. Adkins, of the State Planters Bank, Richmond, treasurer.

Not to be overlooked is the important fact that of the 67 charter members on hand at the birth of Virginia's newest professional association, two were women. One, Gladys M. Adkins, according to all available records, is the only woman purchasing agent in any bank in Virginia, and has moved to the job by the successive steps of stenographer, collection teller, note teller, expense clerk, assistant in the personnel department, and now, since 1953, purchasing agent. The other woman charter member is Margaret Griffin of Norfolk, assistant secretary and purchasing agent of Norfolk Shipbuilding and Dry Dock Co. Each one has served the association as treasurer and held down various chairmanships. In fact, the membership usually declares that if it is a hard job, just call on one of them. Today, listed among the committee chairmen is still another woman purchasing agent, Mrs. Mary Burks Dean, chairman of the Attendance and Reception Committee for 1958-59, and purchasing agent for the Rubatex Division of Great American Industries, Inc. at Bedford.

Current directors include Leo A. Wise, American Safety Razor Co., Staunton; J. Frank Minton, Richmond Engineering Co.; John H. Wurdeman, Experiment Inc., Richmond; John H. Morrow, General Electric's Industry Control Department, Roanoke; and C. E. Garrette, who in point of service is "dean" of the whole group, having spent a lifetime in the employ of Craddock-Terry Shoe Co. at Lynchburg.

The association's national director is Robert Misfeldt, superintendent of

*Felicitations to Samuel D. May,
our new Highway Commissioner*

HENDRICK CONSTRUCTION COMPANY

4912 West Marshall Street
RICHMOND, VIRGINIA
Phone EL 5-5765

IF EVERYONE

If every one who drives a car
could lie a month in bed,
With broken bones and stitched up
wounds, or fractured head,
And there endure the agonies that
many people do,
They'd never need preach safety
to me or you.

If every one could stand beside the
bed of some close friend,
And hear the doctor say "No Hope"
before that fatal end,
And see him there unconscious,
never knowing what took place,
The laws and rules of traffic I'm sure
we'd soon embrace.

If every one could meet the wife and
children left behind.
And step into the darkened home
where once the sunlight shined,
And look upon the "vacant chair"
where Daddy used to sit,
I'm sure each reckless driver would
be forced to think a bit.

If every one who takes the wheel
would say a little prayer,
And keep in mind those in the car
depend upon his care,
And make a vow and pledge himself
to never take a chance,
The great crusade for safety would
suddenly then advance.

—by John Clark

Reprinted from May 5th issue, *Transport Topics*

SPONSORED BY—

Jarrell & Glancy Truck Terminal

Sinclair Distributors

R. F. D. Hewlett, Virginia
26 Miles North of Richmond
on U. S. #1

◆

**Newton
Asphalt Company,
Inc.**

ALEXANDRIA, VA.

Dial SOutH 5-2100

◆

**S. W. RAWLS,
Incorporated**

◆

Distributors

**GULF OIL
PRODUCTS**

◆

TIRES

BATTERIES

AUTO ACCESSORIES

◆

**Franklin,
Virginia**

purchases, Celanese Corporation of America, Narrows, who was among the charter members and has served the association in many capacities, including the offices of treasurer and president. Recently, when he turned over the gavel to his successor, he warned members of the dangers of growing lax in any of the varied programs and urged full steam ahead for expansion of membership, efficiency in performance, and enthusiastic attendance.

Of committee activities, probably the most far-sighted is the work of the Education Committee, which for the year 1958-59 is headed by Harry Wallace Swink, purchasing agent at Virginia Polytechnic Institute since 1945, where in the spring of 1957, for the first time, a course in Industrial Purchasing was offered on the senior level.

This committee has the job of presenting constructive programs for the quarterly meetings and various other jobs with the national organization, but, looking toward the future of purchasing, it actively tries to interest colleges and universities in offering courses in which purchasing plays a major role. This committee, through its own association and aided by the National Association, stands ready to supply advisors or consultants to teachers of purchasing subjects, to address classes in purchasing, to supply textbook materials and outlines, and to arrange plant inspection tours, speakers and information on demand for such courses.

The objectives of any industrial purchasing course, as explained by J. H. Morrow, education chairman for 1957-58, are: (1) to provide training for men actually employed in industrial purchasing departments; (2) to train men to be hired by purchasing departments; (3) to broaden the background of the general student of business, particularly those interested in sales and production; (4) to inform any intelligent student, whatever may be his or her interests, as to the basic economic importance of good industrial purchasing.

A survey was made several years ago by the Virginia group of 13 major degree-granting colleges in the state. It showed that six offered a degree in business administration, one had a formal purchasing course, and five had purchasing offered as a part of some other course.

The association also has locally sponsored an essay contest for the best college paper on purchasing as part of a national plan.

The Forum Committee, of which Leon W. Norfleet of Reynolds Metals

(Please turn the page)

*Our Best Wishes to
Chairman Samuel D. May and
Our Many Highway Department Friends*

✽

William B. Hopke

Highway Contractor

Phone TE 6-2787

ALEXANDRIA, VIRGINIA

*Felicitations to Virginia's
New Highway Commissioner,
Samuel D. May*

◆

**B. A. POWELL
& SONS**

**Asphalt and
Bituminous Resurfacing**

LOUISA, VIRGINIA

**GRAFTON
GARAGE**

**GRAFTON,
VIRGINIA**

●

DODGE · PLYMOUTH

Sales & Service

GILES MOTOR SALES

Dodge — Plymouth

24-HOUR WRECKER SERVICE

PEARISBURG, VIRGINIA

*Our Compliments to
Samuel D. May,
Virginia's new
Commissioner of Highways*

E. F. Blankenship Company

1308 W. Main Street

SALEM, VA.

MULTI-MILLION DOLLAR LISTS

(Continued from preceding page)

is the current chairman, leads a varied life, acting as moderator, planner and "egger-on-er" of discussions. And, since it has been said everybody likes a good fight, and most people like to have their say, this committee can play an important role in bringing out the real meat in the coconut of many discussion periods.

In the line of public relations, which in the purchasing field probably pays as great dividends as any other endeavor, the association's committee chairman for both last year and this is G. Lloyd Nunnally, the Commonwealth of Virginia's newly appointed director of the Department of Purchases and Supply. Mr. Nunnally is truly a career executive, having moved from Virginia's Department of Highways, where he first hung up his hat in 1924.

Mr. Nunnally, who was the Highway Department's assistant purchasing director from 1942 to 1955 when he was made director, has, through his committee, the responsibility of keeping up with the progress of the association and developing, maintaining and directing public relation programs that will increase the stature of the purchasing profession with all who come in contact with it. It's quite a large order, but the chairman believes that the ABC's of public relations for purchasing agents should include such things as: scheduling the day's work program so as not to have bidders or salesmen cooling their heels in an outer office; being receptive to new ideas and really observant during sales talks and demonstrations; being sure to be always reliable and as good as your word; being grateful for services rendered and not forgetting to mention it; and being ready to take as well as give, as the occasion demands, in a spirit of

cooperation and in the interest of good business management.

The Standardization Committee, of which John P. Brumfield of Walker Machine and Foundry Co., Roanoke, is chairman, has the job of keeping before the membership the advantages to be gained from the general use of existing national and industry standards and to encourage the formulation and use of company standards. In purchasing, the classes of industrial standards deal not only with their size, shape, color, physical and chemical properties and performance, but also with operating rules, managerial procedures and the like . . . and, (say those well versed on the subject) "the important thing is to make the most of them."

The Membership Committee has the pleasant task of acquainting members and prospective members with the advantages of belonging to the association, local and national, and stimulating the entire body with the reminder of what is available to them through participation in the varied programs. Robert W. Turner of Continental Can Co. (Robert Gair Paper Products Group), Richmond, chairman of this group, calls this membership both "a privilege and an investment in an organization owned and operated by and for purchasing agents", with such tangible values in service and information that dividends are bound to accrue to the purchasing agent.

Some of these services through the National Association include a weekly bulletin with timely business and commodity information . . . commodity price indexes . . . labor statistics . . . a weekly summary of price shifts in important commodities . . . periodic reports, surveys and articles on business conditions and problems such as legislation, taxes, the economic position of basic materials and the effect on prices, and various other services to the individual purchasing agent.

In 1955 the Old Dominion Purchas-

Virginia's First and Foremost

Chenille Manufacturer

VIRGINIA CRAFTS, INC.

KEYSVILLE, VIRGINIA

QUALITY AND DISTINCTION IN

BATH MAT SETS AND SCATTER RUGS

When in New York, Visit Our Showrooms at

10 West 33rd Street

ing Agents Association created a Bulletin Committee for the publication of a bulletin following each quarterly meeting. This has been received with the enthusiasm of a four-star extra by the members, but has been hard work for the committee. The current chairman in charge of its publication is John R. Woody, of the Federal Reserve Bank, Richmond, manager, general service department, engaged in purchasing. This is one means of acquainting the absent members with what they have missed and what they can expect in the future.

Of the eight committees, the two dealing with the lighter side of the news are Entertainment, and Attendance and Reception. The first is chairmanned by Horace L. Smith, III, of Standard Paper Manufacturing Co., Richmond, and the latter by Mrs. Mary B. Dean of Bedford's Great American Industries, Inc.

A service which the association maintains, confidentially and without a committee, is supplying members with information on purchasing agent openings and qualifications, and similar work available to members only.

Each summer meeting of the association (since its organization) has been held at the Hot Springs . . . each winter meeting at Hotel Roanoke . . . each spring meeting in Richmond . . . and the October meetings have varied between Virginia Beach, Old Point Comfort and the Ingleside at Staunton.

The forum discussions and the subjects chosen by speakers have run the gamut of the purchasing profession, (all the "who, what, when, where and why" of buying) and have included such engaging discussions as the problems of assembling all the necessary equipment for the building and furnishing of the luxury liner, the S. S. United States, as told by H. K. Peebles of the Newport News Shipbuilding and Dry Dock Co.

For the most part the topics are seri-

ous, technical and thought-provoking. At the April meeting held in Richmond, Robert Wier, III, of the Hercules Powder Co., Inc., Wilmington, Del., who is vice president of the National Association for district five, (of which the Old Dominion group is a member) spoke on "The National Association", with Robert E. Shillady, national president, being the banquet speaker.

The first honorary member to be elected by the Old Dominion Purchasing Agents Association was Mr. Charles W. Williams, vice president of the Federal Reserve Bank of Richmond, who was a featured speaker at the first regular meeting in January, 1954. The last to be so honored was Alfred J. Dickinson, charter member and first national director, who resigned his post with Virginia-Carolina Chemical Corporation to become vice president and director of sales of the Freeport Sulphur Co. in New York.

Since President John E. Friend took office in October, 1953, the association has had the following presidents: 1953 to May 1955, John E. Friend; 1955-56, Richard W. Rogers, general purchasing agent, Seaboard Air Line Railroad, who last December retired from this position after 49 years with the Seaboard; 1956-57, Dr. Emanuel Last, School of Business Administration, University of Richmond; 1957-58, Robert F. Misfeldt, Celanese Corporation of America; and 1958-59, Marshall E. Robinett, current president.

At the close of the first full year of operation (1954-55), President John Friend reported: "You have laid the cornerstone of a lasting foundation and, with continued intensified and expanded programs, this association can become one of the strongest professional associations in Virginia. It is your professional association, and benefits derived will be much greater if there is active participation. . . ."

(Please turn the page)

How to Save
a CHILD'S LIFE . . .

*Drive Courteously Yourself
Observe all traffic rules*

Remember that the CHILD'S LIFE
You Save Might Be Yours!

RAINES MOTOR SALES

GRUNDY
VIRGINIA

FIRST . . .
LAST . . .
ALWAYS . . .

*Your Best Buy Is
At This Sign*



Esso Standard Oil
Company

LEE TELEPHONE COMPANY

Through-Service-We-Grow

MARTINSVILLE

VIRGINIA

E. W. MULLER CONTRACTOR

Phone 3-1258 7004 Park Drive
NEWPORT NEWS, VA.



WATER SUPPLY
SEWERAGE SYSTEMS
SEWAGE DISPOSAL

**LITTLE
MISTAKES
CAN
MAKE
BIG
ACCIDENTS**

NATIONAL SAFETY COUNCIL

Turner's Express, Inc.

300 Shelton Avenue
NORFOLK, VIRGINIA

*Felicitations to Samuel D. May,
Our new Commissioner of Highways*

A. C. Dillon
Contractor

GUTTERS • CURBS
SIDEWALKS

Isle of Wight, Va.
Phone Smithfield EL 7-5696

(Continued from preceding page)

There is active participation by many, who are reaping their rewards . . . and those with a special eye to the future have given freely of their time as speakers and advisors to college groups interested in the rising profession of purchasing, especially those serving as instructors in evening schools of business administration or those taking time out for plant instruction.

In October, members of the Old Dominion Association will meet in Williamsburg, the best place of all for looking over the past.

They can, if they like, light five candles on a birthday cake in honor of October 31, 1953, when in fear and trembling they got together for the first time wondering "if they could."

"It was a struggle, but it was worth it," say these men and women with the multi-million-dollar shopping lists

which are never completed, whether they are buying steel or woolens, paper or manganese, paper clips or building materials, leather or iron ore, auto parts or office equipment, or assorted lists like the Commonwealth of Virginia.

They will meet together to take stock, not this time of their own supplies and needs, but of the needs of the Old Dominion Purchasing Agents Association of which they are an important part—where it has gotten, where it is going, what is ahead, and how best to meet the problem.

It is challenging, and those in the forefront of the organization say: "Come and see what this organization has done, is doing, and may yet plan to do to enhance the job of buying and thus add to the leadership and profit of the individual and his company."



BAYLY CHEVROLET SALES, INC.

Sales



Service

V. G. BAYLY

Phone Belle Haven, Gilbert 2-6141
EXMORE, VIRGINIA

Faulconer Construction Co.

Grading — Heavy Construction

Bridges A Specialty

Dial 2-5239
CHARLOTTESVILLE, VIRGINIA

READY MIXED CONCRETE

"For Every Purpose"

SAND AND GRAVEL

Year Round Delivery—Phone 6765

**Buena Vista Ready Mix
Concrete Company**

Member V.C.M.A.

BUENA VISTA, VIRGINIA

THE MYTH OF LINCOLN . . .

(Continued from page 7)

(though he believed that his mother was the illegitimate child of a Virginia planter), but in the Mid-West frontier where he grew up, his associates were of similar or inferior backgrounds, and his status was commonplace. Possessed of enormous physical strength, he split rails as a quicker means of earning a dollar, and everything in his life indicates his hurry to get away from life on the farm. He became a backwoods trial lawyer and, from the beginning, he showed shrewdness, vast ambition and a pronounced gift for the use of the English language.

As his ambition caused a natural gravitation to politics, he made a superb use of his gifts for speaking and writing. Perhaps in the history of presidents Lincoln was unequaled in an evocative beauty of language that could mean everything to everybody. Of a frontier democracy, he grew up with probably a native disbelief in slavery, but he was too practical to believe in forceable emancipation and, pragmatically, he feared the consequences. By repeated statements, he disbelieved in any "equality" of the races.

When he became a presidential candidate in the hodge-podge group of outs and fanatics that formed the original Republican Party—the "Radicals" of their day—he actually offended New England's abolitionists by his mild stand on slavery, on which he stated, "I believe I have no right to interfere with it where it exists." But Lincoln

did hold one vision of what was called "union"—that is, that a central government was paramount to the rights of states and that the majority will should prevail over any minority.

In an unquestionably sincere conviction of the importance of this centralized union of states, Lincoln led the nation that dedicated itself to defeating self-determinism within its borders. In that leadership, philosophically he held no vindictiveness toward the self-determinists — "with malice toward none," he said. But because he said this, his idolators have convinced themselves that malice was extended to none.

This is where the legend runs counter to the facts. For, in employing any means to gain his end, Lincoln unleashed forces that were of the essence of malice, whatever his declared intent. When he wired McClellan to fire artillery shells into the city of Richmond, the women and children who would have been killed would have related very vaguely toward his "malice toward none." Killed in malice or in expediency, their deaths would have been the same.

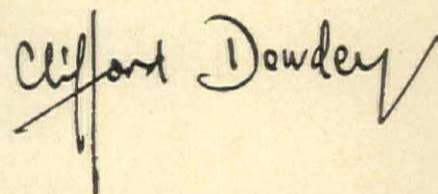
With the same lack of malice, he permitted the Hun-like depredations of Sherman, expelling old people, women and children (some unborn) from their homes in Atlanta, before the city was burned; impoverishing families in South Carolina and leaving, by his own words, "a path through the South" that would require generations to reclaim. Without malice, Lincoln sanctioned the burners of colleges, as Hunter's exploit against V.M.I., the devastation of the Shenandoah Valley, the sack of Fredericksburg, Columbia, South Carolina, Meridian, Mississippi,

and many smaller places — all done without malice.

In his legend, Lincoln's great humanity to all is what the North knows. But the South knows the practical aspects of this noble abstraction. We were the means which Lincoln sacrificed for the end of the "Union." It is even more involved than that.

Among the means toward the end, Lincoln issued the "Emancipation Proclamation" as a war measure and, in giving a crusade to the North, pitted race against race. Not only did he arm Negroes to fight against Southern whites, and encourage insurrectionists, but he conceived the "terror" of placing "50,000 armed and sullen black men" along the Mississippi. Tacitly admitting an hostility between the races, Lincoln actually exploited racial antagonisms and, thus, the Great Emancipator "freed the slaves" as a means of defeating the Southern people and went so far as to use the freed Negro as a club of fear over the heads of the whites.

Because he did this, he said, without malice, the legend has assumed that Lincoln was going to make everything all right. The myth even attributes humility to this one man who was going to make the waters run backward. But how humble is any person who believes he can unleash the forces of human passions and then divert the channel of the forces at will?



*Felicitations and Best Wishes to Commissioner S. D. May
of the Virginia Department of Highways*

Virginia Stone & Construction Corp.

TOMS CREEK, VIRGINIA

ROANOKE, VIRGINIA

HIGHWAY AND ROAD CONSTRUCTION
EXCAVATING, GRADING AND
CRUSHED STONE

Crushing Plants Located in Powhatan, Wythe,
Russell and Fauquier County

P. O. Box 1252

Phone: DIamond 5-8124—DIamond 5-8125

ROANOKE, VIRGINIA

Virginia Business Review

(Continued from page 17)

the new president of the Virginia Board of Funeral Directors. . . . **Peachy C. Spruce** has been transferred from Roanoke to Lynchburg to take over the management of Swift and Company's activities in that city. He has held the similar position in Roanoke for the past 15 years. . . . **W. Martin Johnson** is the new president of the Lynchburg Hotel Corporation. Mr. Johnson is widely known and very active in Lynchburg business circles. He succeeds **Edwin B. Horner**, resigned. . . . **Myron Sexton**, former terminal manager for McLean Trucking Company in Richmond, has been promoted to district operations manager. He will be in charge of operations in 12 cities. **H. J. Poole**, former terminal manager in Greensboro, succeeds Sexton as terminal manager in Richmond. . . . **Kenneth P. Lane** has been elected president of the Richmond Citizens Asso-

ciation. Lane, a vice president of David M. Lea and Company, succeeds **Louis W. Ballou**, whose term expired June 30. . . . **William D. Evans**, former general agent for Provident Mutual Life Insurance Co. of Philadelphia in Richmond, has been named manager of the Richmond office of First Colony Life Insurance Co., Lynchburg. . . . **J. E. Shank**, native of Salem, has been named to the Advisory Council on the Virginia Economy. Shank, vice president of Salem Foundry and Machine Works, was appointed by Governor J. Lindsay Almond, Jr. . . . **Thomas W. Shoesmith** has been named manager of the Finishing Division of Pacific Mills, with responsibility for operations of both the Clarksville Finishing and the Brookneal plants of the company. This announcement was made by **E. H. Hines, Jr.**, executive vice president of Pacific at Halifax. . . . **W. T. Marks** has been elected a director of the Citizens Bank and Trust Company of

Clarksville, according to the announcement of **W. A. Trotter, Jr.**, president of the bank. Mr. Marks is partner in Talbott-Marks Company, Talbott-Marks Runyon Company and the Marks-Wicker Company. . . . **Arthur L. Clark**, personnel director for Virginia Electric and Power Company, has been named personnel manager to succeed **George E. Kidd**, retired.

Thomas C. Fowlkes, of Victoria, has been promoted from chief clerk to the master mechanic to chief clerk to the superintendent of motive power by the Virginian Railroad. Mr. Fowlkes is a former mayor of the town of Victoria. . . . **Russell Lundy** is the new manager of W. S. Peebles & Co. at Kenbridge, a promotion from the company's assistant manager in Clarksville and Emporia. . . . **W. L. Billig**, executive vice president of National Bank of Blacksburg, succeeds **Charles F. Pauley**, cashier of Farmers National Bank of Salem, as president of the Southern
(Continued on page 32)

A. HOEN & CO., INC.

Lithographers

ESTABLISHED 1835

OFFSET LITHOGRAPHERS

OPERATING

SINGLE—TWO AND 4 COLOR PRESSES
VARNISHING—EMBOSSING—DIECUTTING

MANUFACTURERS OF

COMMERCIAL STATIONERY • FOLDERS
HIGHWAY MAPS • LABELS • BOX WRAPS, etc.

MAIN OFFICE
CHESTER AND BIDDLE STS.
BALTIMORE 13, MD.

BRANCH OFFICES
HIGHPOINT, N.C.—ATLANTA, GA.
NEW YORK, N.Y.

RICHMOND
SALES OFFICE
602 E. MAIN ST.
RICHMOND, VA.
TELEPHONE
MILTON 8-2683

*Felicitations to Virginia's
new Highway Commissioner,
Samuel D. May*

**E. T. Lawson
& Son**

HAMPTON, VA.

"Slow Down—The Life You Save May Be Your Own"

**Cavalier Auto Service
and Parts Company
&
Franklin Auto Supply**

FRANKLIN, VIRGINIA

Windsor Auto Auction

Highway 460

Phone CHapel 2-3551

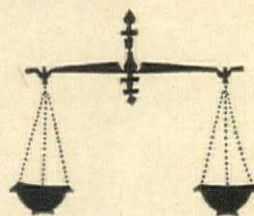


**SALE
EVERY
THURSDAY**

10:00 A.M.



Windsor, Virginia



Perfect Balance

SMALL enough to give prompt personalized service.

BIG enough to supply technical "know how"
and assured supply.

LEADING Independent Virginia Supplier of Kerosene,
No. 2, No. 4, No. 5 and No. 6 Fuel Oil.

PETROLEUM MARKETERS, INC.

P. O. Box 1656, Richmond, Virginia, Phone MILton 8-7281

R. G. ROOP, *President*

H. GODWIN JONES, *Vice President*

LUCIUS F. CARY, JR., *Vice President and Sales Manager*

Colonial Stores



SAVE A CHILD'S LIFE!



First: drive courteously yourself. Observe all traffic regulations. Second: insist on strict enforcement of all traffic laws. Traffic laws work for you . . . not against you. Third: always remember that the child whose life you save . . . *might be your own!*

Virginia Business Review

(Continued from page 30)

Virginia Conference, National Association of Bank Auditors and Comptrollers. **L. R. Robertson**, Roanoke, is vice president and **W. L. Thomas**, auditor of Lynchburg National Bank and Trust Co., is secretary-treasurer of the organization. . . . **Dabney T. P. Gilliam** has been appointed the Esso Dealer sales representative for the South Boston-Halifax-Clarksville area, according to an announcement by **H. M. LeConey, Jr.**, Esso district manager for the Roanoke district. . . . **Fred Saunders**, formerly of Shawsville, has been appointed the new manager of the Boyle Swecker Tire Co. in Salem. . . . **Wesley Macy** has been named to the newly created post of controller of the Roanoke division of Kroger stores. This appointment was announced by **Paxton C. Judge**, vice president in charge of Kroger operations in this four-state Kroger area.

John F. Jolly, formerly associate manager in Richmond of Prudential Insurance Co. of America has been named manager of the company's

Roanoke agency. **Charles W. Campbell**, vice president of Prudential's south central operations made this announcement. . . . **Samuel E. Colgate**, a native of Drakes Branch, has been named manager of operations for the Minneapolis office of the Service Bureau Corporation, a subsidiary of I.B.M. Mr. Colgate goes to Minneapolis from a similar position in Richmond. . . . **William P. Reilly**, formerly of Norfolk, has been named a vice president of Young-Rubicam, Inc., one of the world's largest advertising agencies. . . . **John W. Ferguson, Jr.**, has been elected assistant to the president and executive vice president of the First Federal Savings and Loan Association of Lynchburg. This announcement is from **Dandridge Murrell**, president of the association. Other officers of the association are **A. M. White**, chairman of the board; **George C. Walker**, vice president. **Miss Alice M. Mayhew**, secretary; **Arthur K. Murrell, Jr.**, treasurer, and **Aubrey N. Blanks**, assistant treasurer. . . . Word has come of the retirement of **Miss Maude E. Wallace**, assistant director of

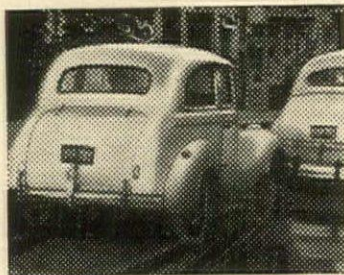
(Continued on page 34)

HIGHWAY

MACHINERY & SUPPLY CO., Inc.

CONSTRUCTION MACHINERY

Richmond — VIRGINIA — Salem



Jamerson Brothers Trucking Co.

Box 6 Phone 3161
APPOMATTOX, VA.

Skidding is a tip-off that you are probably driving too fast for road conditions. Good tire treads and reduced speed help prevent skidding accidents on wet roads.

O'BOYLE TANK LINES, INC.

Richmond, Norfolk and Winchester, Virginia
Greensboro and Wilmington, North Carolina
Baltimore, Maryland
Washington, D. C.

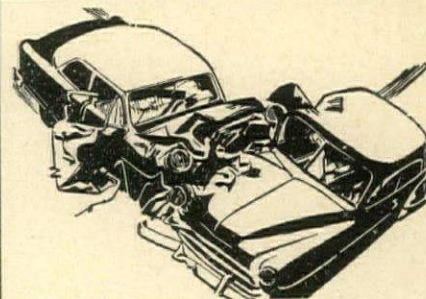
"LIQUID TRANSPORTATION"

COURTESY Service Through SAFETY

Salutations to Samuel D. May,
Virginia's new Highway
Commissioner

S. A. M. CONSTRUCTION COMPANY, INC.

Phone 2061 Dayton, Virginia



Somebody Gambled . . .

BEAZLEY'S MOTOR LINES
Milford, Virginia

Felicitations to
Commissioner Samuel D. May

STUART M. PERRY, INC.

Asphalt Division

ASPHALT PAVING OF
ALL KINDS

Crushed Stone for
All Purposes

Phone MOhawk 2-3431

Office & Quarry:
2 Miles West on Rt. 50
WINCHESTER, VIRGINIA

*We Salute
The Virginia Highway Department
and
Commissioner Samuel D. May*

**KENTUCKY
VIRGINIA
STONE
COMPANY**

*Crushed
Stone*

GIBSON STATION, VIRGINIA

**SAFELY
EFFICIENTLY**



P. O. Box 612
WINSTON-SALEM
NORTH CAROLINA

Walter N. Webber & Son, Inc.

413 ELMWOOD AVE.
LYNCHBURG, VIRGINIA

GENERAL CONTRACTORS
ROAD BUILDERS AND ASPHALT PAVING

DIAL VI 7-8131

Greetings To Our Good Friend, Samuel D. May

UNITED STATES OIL CO., INC.

South Boston, Virginia

T. C. WATKINS, President

DISTRIBUTOR OF SHELL PETROLEUM PRODUCTS

We Salute Commissioner Samuel D. May

Craft Transport Co.

Transporters of Petroleum Products

GATE CITY, VIRGINIA

Felicitations to Commissioner S. D. May

**KINGSPORT PAVING
COMPANY, INC.**

Wilcox Dr. Circle 6-4109
KINGSPORT, TENN.

**SOUTHWEST PAVING
COMPANY**

Box 432 Circle 5132
COEBURN, VA.

T. R. BANDY, Owner

Shelburne

TRANSFER & STORAGE CORPORATION

Long Distance

MOVING

Dial AT 2-4228

4920 W. Broad St.

Richmond, Virginia

Worth Mentioning

A man lived by the side of the road . . . and sold hot dogs . . . He had no radio.

He had trouble with his eyes so he had no newspaper.

But he sold good hot dogs.

He put a sign on the highway telling how good they were.

He stood by the side of the road and cried:

"Buy a hot dog, mister," and people bought!

He increased his meat and bun orders, and he bought a bigger store to take care of his trade.

He got his son home from college to help him.

But then something happened.

His son said: "Father haven't you been listening to the radio? There's a big depression on. The international situation is terrible and the domestic situation is even worse."

Whereupon his father thought:

"Well, my son has been to college.

He listens to the radio and reads the papers so he ought to know."

So the father cut down his bun orders, took down his advertising signs and no longer bothered to stand on the highway to sell hot dogs.

His hot dog sales fell almost overnight.

"You were right, son" the father said to the boy. "We are certainly in the middle of a great depression."

From an advertisement by Quaker

State Metals Co.

Virginia Business Review

(Continued from page 32)

the Virginia Extension Service at VPI. The retirement was effective September 1. To the 40,000 members of the Virginia Federation of Home Demonstration Clubs this news brings a sense of personal loss. Miss Wallace deserves the thanks of this Commonwealth for the great service she has rendered her adopted state. **Miss Lucy Powell Blake**, district home demonstration agent in the east central district, succeeds Miss Wallace. . . . **Joseph E. Collins**, of Abingdon, has been promoted by the Appalachian Power Company to the system's offices at Roanoke as senior agricultural sales engineer. He succeeds the late **A. W. Cooke**. This announcement comes from **C. K. Kirkland**, Abingdon, district manager for Appalachian.

S. E. Thompson, veteran vice president of Everett Waddey Company, printers and stationers in Richmond, has resigned to open his own printing business. . . . As of September 1, **Charles F. Burroughs, Jr.**, became president of F. S. Royster Guano Company in Norfolk. Mr. Burroughs succeeds his father who is now the chairman of the board of directors of the company. Other changes sent **Richard E. Cooke, Jr.**, up to the vice-presidency, vacated by Mr. Burroughs, Jr., and appointed as vice presidents **F. S. Royster, Jr.**, and **F. S. Moore**. The new treasurer is **T. N. Gearreald**. . . . **Niels S. Thomasson** has been named assistant local manager of Manpower Inc. in Richmond.

22

Our Wish for Success to Commissioner S. D. May

FITZWATER'S GARAGE

O. J. FITZWATER, OWNER

Phone LYric 4-2000

Nokesville, Virginia

DESOTO • PLYMOUTH

Sales — Service

Oldest DeSoto-Plymouth Dealer in Prince William County

Complete Repairs on All Makes; Body & Fender Work,

Painting, Motor Rebuilding

Bear Wheel and Frame Straightening

MASSEY FERGUSON, INC.

Complete Line of Tractors and Farm Equipment



DISTRIBUTORS OF AMERICAN PETROLEUM PRODUCTS

THE J. E. BAKER COMPANY

QUARRY AT VERDON, VA. . . . ON C & O RAILWAY

20 MILES NORTH OF RICHMOND

★ CRUSHED STONE

★ RAILROAD BALLAST

★ RIP-RAP

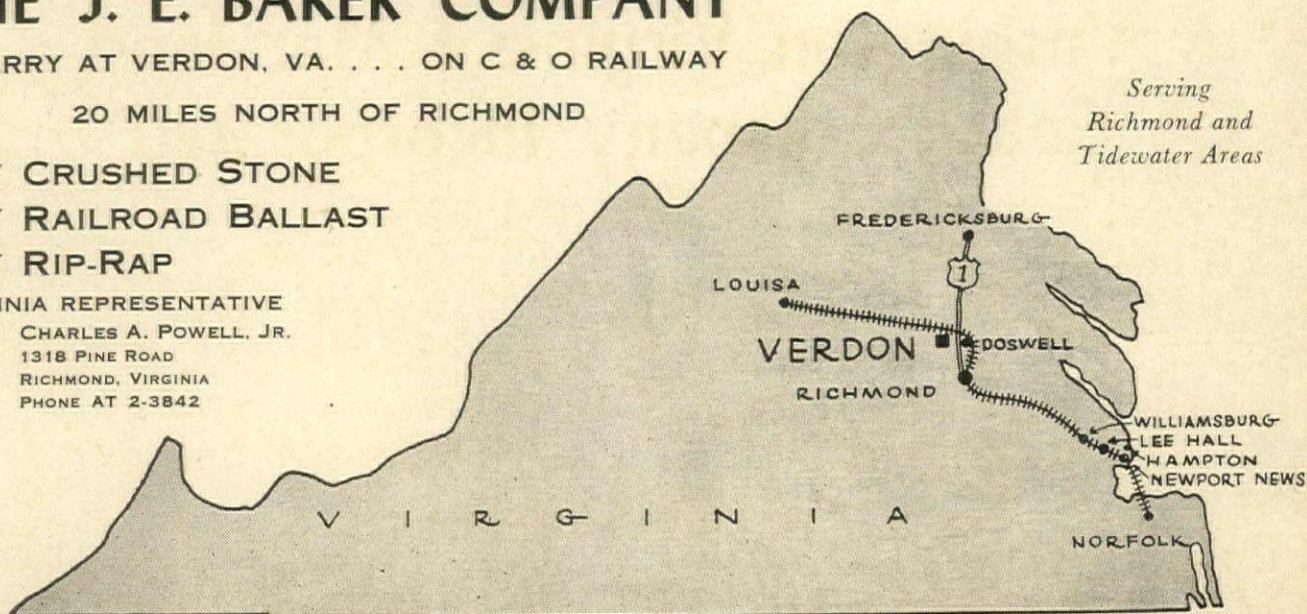
VIRGINIA REPRESENTATIVE

CHARLES A. POWELL, JR.

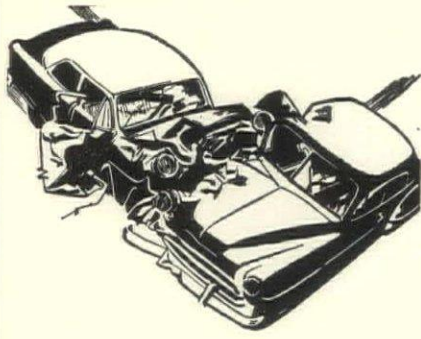
1318 PINE ROAD

RICHMOND, VIRGINIA

PHONE AT 2-3842



Serving
Richmond and
Tidewater Areas



GARST TRUCK LINE, INC.

408 Virginia Avenue
Bluefield, Virginia
Phone FAirfax 6-1164

•
Don't Speed!

Case Construction Co.

*General
Contractors*

BRIDGES • DAMS
AND
DIFFICULT
FOUNDATIONS

MT. AIRY, MARYLAND

Do This To Save A Child's Life:

First, drive courteously yourself. Observe all traffic regulations. Second, insist on strict enforcement of all traffic laws. Traffic laws work *for* you . . . *not* against you. Third, remember that the child whose life you save *might be your own!*



VIRGINIA DAIRY

FOR 38 YEARS
THE HOME OF BETTER MILK
1810-16 W. Main, Richmond, Va.

*Best Wishes to the Division of Motor Vehicles
and The Virginia Department of Highways*

Washington, Virginia & Maryland Coach Company, Incorporated

ANTOINETTE M. ARNOLD, PRESIDENT



JA 8-4000

707 N. Randolph Street

ARLINGTON, VIRGINIA

Early Virginia Charm . . .

IN A MODERN SETTING!

FOR YOUR NEXT GROUP MEETING . . .

As Your Gracious Host—we offer excellent convention facilities . . . with various size air-conditioned rooms all-on-one-floor for groups from 10 to 600.

You'll appreciate the beautiful Jefferson Ballroom with its street-level ramp—just drive your exhibit trucks right into this immense room.

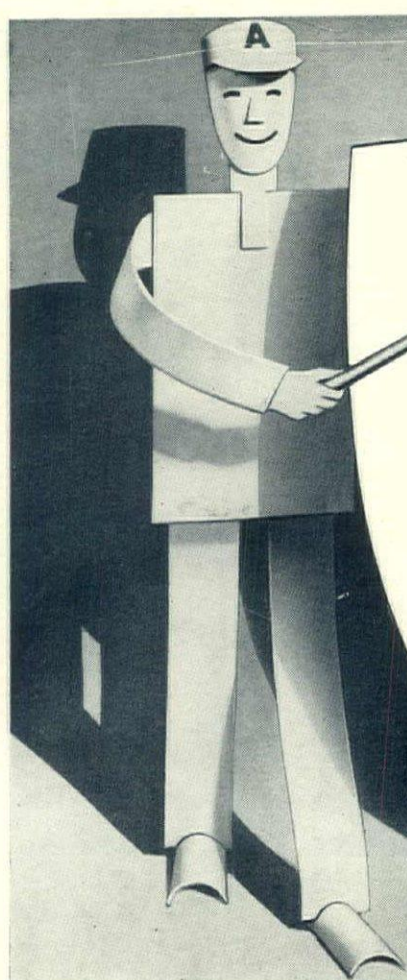
Convenient to every important activity and points of historical interest—yet away from heavily congested area. Free Adjacent Parking.

James M. Powell
Managing Director


THE *Jefferson*
HOTEL

WRITE FOR
BROCHURE

RICHMOND, VIRGINIA



Break Your
Matches



PREVENT
FOREST FIRES

KRAFT PAPERS
MULTIWALL BAGS
WATERPROOF KRAFT
BLOTTING PAPER

Albemarle
PAPER MANUFACTURING COMPANY
Richmond, Virginia

SALES OFFICES: NEW YORK
CHICAGO • PHILADELPHIA