

History of El Paso Chamber of Commerce, 1899 to 1920, As Set Forth in Summarized Reports of All the Past Presidents

bringing about an agreement to close freight warehouses at 4:30 o'clock; program to eliminate intra-city rates; taking out of membership in the National Industrial Traffic League in which connection A. W. Reeves was named on the Texas Regional Committee; membership was also taken out in the Texas Industrial Traffic League; President Wyatt made a recommendation to the new board that strengthened the traffic department in meeting the conditions growing out of the war and governmental control of the railroads.

—1918—

A review of the activities and recommendations of President Otis C. Coles covering the year of 1918 is inclusive of the following:

(a) The Chamber was handicapped in all of its usual work during this year because of the World War and the fact that men who ordinarily give their time to Chamber work had gone into various war activities.

(b) The Service flag of the Chamber of Commerce showed 45 stars and one gold star representing Roger Brown; among those winning distinction in service were Major Richard F. Burges and Captain H. D. Slater.

(c) Charles N. Bassett became district food administrator; John M. Wyatt was advisory member of the State Fuel Administration.

(d) The board co-operated closely with the Federal Employment Bureau.

(e) \$1,000 appropriated from the Chamber fund to carry on the War Savings Campaign.

(f) The making of industrial surveys in connection with the War resources committee.

(g) Furnishing of quarters for half of year to Provost Guard.

(h) Furnishing of offices to Exemption Board No. 2.

(i) Efforts to have more troops trained near El Paso, through committee of which Charles Davis was Chairman.

(j) A program of sanitary reforms in conjunction with the military.

(k) Assistance in matter of promoting ocean-to-ocean aerial mail route.

(l) Encouragement of good roads through special work by Judge Adrian Pool; taking out of ten year memberships in the National Good Roads Association; Bankhead National Highway, and the Ozark Trails Assn.

Delegations to convention of Bankhead Highway and National Good Roads Association at Little Rock, Arkansas, securing routing of great transcontinental highway through El Paso.

Assistance in securing paved roadways through El Paso County.

(m) Efforts to bring the 1919 convention of the International Brick-Layers' Association.

(n) Oil workers of the United States held three weeks' convention in city; and this organization gave financial assistance to the border states' tennis tournament.

(o) Delegation to Roswell to secure 1919 convention of Panhandle & Southwestern Stockmen's Association.

(p) Entertainment of many distinguished guests.

(q) Investigation of request of El Paso Street Railway for increase in fares.

(r) Securing of program by French National Symphony Orchestra in El Paso.

(s) Assuming charge of Liberty Statue.

(t) Furnish 200,000 post cards to troops passing through city.

(u) Furnishing of funds for publication of Herald-Times at Kansas City during National Convention of Rotary.

(v) Traffic accomplishments this year were restricted due to governmental control of the railways; through the Federal Traffic Commission some commodity rates were secured.

(w) Success in securing a union ticket office for El Paso in business district rather than at Union Station where such an office would have been an inconvenience.

(x) Improvement of Roswell mail service.

(z) Election of General John J. Pershing and Major Robert L. Howze as honorary members of the Chamber of Commerce.

(aa) Merging of budget fund and dues.

(bb) Amendments to the by-laws covering memberships.

(cc) Beginning of preliminary surveys in connection with High Line Canal and contract between City and High Line committee to make examinations and report.

(dd) Campaign for use of home grown products under direction of Roland Harwell, County Agricultural Agent.

(ee) Distribution of funds under the Drought relief legislation.

(ff) The beginning of a constructive and fruitful agricultural program.

(gg) Assistance promised in the building of the Alamogordo-Newman Road.

(hh) Co-operation from Southern Arizona and a portion of New Mexico in the El Paso good roads program.

(ii) Campaign to overcome German propaganda in Mexico and promote closer social and business relations with the peoples of Mexico, resulting in praise from the State Department and a dinner for American officers in Juarez.

(jj) Opening of the plant of the Victory Piston Ring Manufacturing company.

(kk) Securing of the Baptist Sanatorium.

(ll) Making of two payments on the School of Mines notes.

(mm) Program to encourage patronage of El Paso made products, with distribution of 12,000 cards showing items manufactured in El Paso. The campaign was productive of results.

(nn) Renewal of membership in the United States Chamber of Commerce and also the Texas Industrial Traffic League; made application for membership in the National Industrial Traffic League; Associated Industries of Texas; and the International Farm Congress.

(oo) Because of the war and its effect upon development—the industrial program so far as new industries was negligible this year.

BEGINNING AS A TOBACCO SALESMAN

L. LEWKOWITZ NOW JOBS TOBACCO ON BIG SCALE

It perhaps is an unusual thing for any person to step from an association as an employe from the first and only position he ever knew to that of principal in his own wholesale distributing organization. Such is my experience.

Some seventeen and a half years ago I engaged in my first undertaking, as a representative for Niles & Moser. During fifteen years of continuous service, in many capacities, with that company, I was, always, directly concerned with sales of CIGARS AND TOBACCOS.

El Paso constantly appealed to me as a logical location for a distributing enterprise. Situated in a splendid locality, with excellent railroad facilities, contiguous to an immense territory of convenient access, broad minded generous people, with tremendous potential wealth, the city and entire western area undoubtedly certain of increasing expansion, joined with the fascination the country holds for one, convinced me, that any industry contemplating the distribution of meritorious products, guided, in the exploitation thereof, by a conscientious effort to determine the best interests of the trade concerned, could only be successful. This was the inspiration for our company.

We have now been in existence a little over two and a half years, and our progress has been very gratifying indeed. Through the precarious times of late, our greatest adversity has been inability to obtain stock. Every jobber has similarly been affected. More so, perhaps, as concerns cigars—than any other item. Our stocks at present are consistently becoming normal, and our volume is showing a generous increase. We now travel four representatives, reaching over Arizona, New Mexico, West Texas, and through Central Texas in the oil fields. Incident to the abnormal congestion of freight to this latter district, shipments from jobbers north are greatly delayed in reaching that section, and El Paso distributors can show a comparatively prompt service in deliveries, though at a greater distance in mileage, but with little increased transportation cost. It affords us an opportunity to indicate what our style of service means.

The opinions influencing our enterprise have all been confirmed. The trade has been thoroughly considerate, and it shall be our continued effort to evidence every act that stands for co-operation with them—and our city.

L. LEWKOWITZ.

NEW MANUFACTURING PLANT OF LASKIN-SWATT COMPANY

One of the newest departures for El Paso jobbers is the establishment by LASKIN-SWATT COMPANY of a factory for the manufacture of a complete line of men's and boys' overalls and work pants. Judging from present indications, this new plant will undoubtedly be a great success. At an early date salesmen will be sent out into the El Paso trade territory to introduce this "Made-in-El Paso" product. The goods manufactured will be made especially to meet the demands of southwestern trade. We feel that the operation of this plant will fill a long felt need in the southwest.