

Manufacturers' Department

John H. Regan, Manager
Lawrence Gardner, Chairman

GOALS:

Sale of "Made In El Paso Products"
Annual "Made In El Paso Show"
Buyers' Index for Trade of "Made In El Paso" Products

Looking backward 20 years is to find that many of the dreams and wishes of pioneer manufacturers are realized in the accomplishments that mark El Paso on the threshold of 1920—the record and the co-operation of the Chamber of Commerce has been unflagging through it all.

GOALS:

Issuance of Trade Journal
Rebate of Fares
Trade Extension
Direct Advertising
General Advertising

Looking Backward

Every city sets as one of its goals, great industries. It has been the ambition of El Paso since those days back in the seventies when the geographical location of the city came to be recognized by the townsmen as one which would be conducive of manufacturing as well as distributing of manufactured products, that El Paso should come into its own some day in this meritorious field. While our ambitions go apace, much has been realized, much more will be realized.

The relationship of the Chamber of Commerce to the industrial development of El Paso from the beginning of the "aspiration" has been clear cut, definite and co-operative. A record of the first annual meeting brings out the "urge" that El Paso develop a railway system and a good lighting system. A survey of the annual reports of the presidents from the year of 1899 to the year of 1920 set forth a commendable and enthusiastic effort to make this city an industrial center.

Every administration was confronted with proposals to erect manufacturing plants and to float stock for financing such industries, some of them excellent, the majority possessing little or no merit. One of the directors of the Chamber upon the conclusion of a year's work said:

"I'm sorry but I cannot promise to assist as chairman of this committee this year. I spent more time than I could from my business last year, and most of that time was engaged in forestalling impossible schemes that would have only brought hardship and reverses to those who participated."

It must then be taken into account in reviewing a year's work that as much credit is due to a Chamber of Commerce for what it accomplished as for what it prevented, and the amount of prevention is always high. This does not mean that meritorious propositions are affected, the defeat invariably comes from unfounded ambitions of the pop-up industries themselves.

In the annual report of James G. McNary for the year of 1911, he enumerated a principle or policy in the conduct of work for the Chamber in securing new manufacturing plants that is applicable today and for many long years to come. The principle is:

"We do not think the Chamber, nor the City of El Paso has available cash, bonuses or free sites to subsidize certain manufacturing proposals, or to bolster up weak business organizations. The manufacturer who locates chiefly by reason of such artificial inducements, frequently discovers that other elements outweigh the temporary aid, if they have not wrecked his business."

We enter, therefore, upon the new year with a record of few, if any, industries that have gone by the wayside, and those who have erected plants and are operating are of a character which stamps them with permanency. During the year of 1919 a survey shows:

The Crombie Candy & Syrup Company—A \$75,000 investment, manufacturing all kinds of candies, and packing all manner of honeys and syrups.

Giron Milling Company—Capitalized at \$15,000 to rebuild plant destroyed by fire at San Elizario on the outskirts of El Paso.

Rio Grande Refining Company—A \$200,000 refinery with a daily output of 2000 barrels.

El Paso Overall Company—Capital stock \$10,000, manufacturing overalls, pants and jumpers.

Victory Pump Company—A company manufacturing "Wonder Pumps" at plant of Darbyshire-Harvie Iron and Machinery Company.

Texas Sulphur & Fertilizer Company—Manufacture of fertilizer from sulphur deposits brought to El Paso from Culberson county. Immediate investment \$100,000.

Mann-Hollander Overall Company—Investment of \$15,000, manufacturing overalls and pants.

Farrow - Crouch - Logan Company—Investment of \$50,000, manufacturing chemicals and pharmaceuticals.

Southwestern Laboratories—An investment of \$4,000, manufacturing barber supplies, pomades, ointments, lotions, etc.

W. K. Hill & Company—Investment of \$3,500, manufacturing of tents, awnings and everything from canvas. Beaver Board workers.

Elion Brothers—Investment of \$70,000 in plant which manufactures trunks.

El Paso Headlight Gas Company—Capitalization \$3,000.

Of the 168 listed manufacturing plants of El Paso, 92 are members of the El Paso Chamber of Commerce. A general classification has been worked out which makes for five groups as follows:

Food Products

Members of Chamber of Commerce
Azar Brothers (Candies)
Belgian Bakery (Bread)
Crombie Syrup & Candy Company (Candies and Syrups)
Community Milling Company (Flour)
Elite Confectionery (Candies)
C. H. Finley Company (Coffee Roaster)
Peyton Packing Co. (Packer of Meats)
Pan American Coffee Company (Coffee Roaster)
Paris Bakery (Bread)
Potter Confectionery Company (Candies)
Primm Cone Mfg. Company (Ice Cream Cones)

Purity Baking Company (Bread)
Republic Coffee Company (Coffee Roaster)
Sharp-Elliott Mfg. Company (Paste Goods)
Shanks Carpenter (Bread)
Velvet Ice Cream Company (Ice Cream)
Venus Ice Cream Company (Ice Cream)
Wiley-Newell Ice Cream Company (Ice Cream)
Globe Mills (Flour)

Non-Members Chamber of Commerce
El Paso Candy Factory (Candies)
El Paso Valley Canning Company (Cannery)
El Paso Refining Company (Lard Comp.)
Weston Bakery (Bread)

Utilities

Members of Chamber of Commerce
Consumers Ice & Cold Storage Company.
El Paso Electric Railway Company.
El Paso Gas Company
El Paso Ice & Refrigeration Company.
Globe Ice & Cold Storage Company.
Tri-State Telephone Company.

Soft Drinks and Beverages

Members of Chamber of Commerce
Crown Bottling Works.
Empire Bottling Works.
Lone Star Bottling Works.
Magnolia Bottling Works.
Tri-State Beverage Company.
Woodlawn Bottling Works.
Non-Members of Chamber of Commerce

Laundries and Cleaning Works

Members of Chamber of Commerce
Acme Laundry
Elite Laundry.
El Paso Laundry.
Wilson Millican Cleaning Works.
Wrights Cleaning Works.
Eureka Cleaning & Dye Works.
Union Dye Works.

Non-Members of Chamber of Commerce
American Laundry.
Parisian Cleaners.
Troy Steam Laundry.
Angelus Cleaning Works.
Holmes Dyeing & Cleaning Works.
Lincoln's Cleaning Works.

Manufacturers of Leather Goods

Members of Chamber of Commerce
West Texas Saddlery Company.
Shelton Payne Arms Company.
E. T. Amonett.

Shoe Repair Shops

El Paso has 70 shoe repair shops from the old fashioned cobbler to the most modern equipped plant with all machinery to render service, all users of leather and shoe findings.

Specialties

Members of Chamber of Commerce
Bigelow Supply Company (Salted Nuts).
Bienemann Mfg. Company (Bottled Goods, Sweeping Compounds and Polish).
Elion Brothers (Trunks).
El Paso Overall Company (Overalls).
El Paso Tent & Awning Company (Tents and Awnings).
El Paso Trunk Factory (Trunks).
Farrow-Crouch-Logan Company (Chemicals).
Glenn Broom Mfg. Company (Brooms and Brushes).
W. K. Hill & Company (Tents and Awnings)
International Engraving Company
Nu Life Mfg. Company (Sweeping Compound and Furniture Polish).
Rokahr Boot & Shoe Shop (Manufacturers of Footwear).
Tuttle Paint & Glass Company (Paints)
Sunset Paint Company (Paints)
W. D. Wise Seed Company (Poultry Feed).

Non-Members of Chamber of Commerce
El Paso Headlight Company.
Mann-Hollander Overall Company (Overalls).
Reliance Remedies Company.
Southwestern Laboratories Company (Barber Supplies.)
Texas Trunk Mfg. Company.
Takagooper Peanut Company (Salted Nuts.)

Dairies

El Paso has approximately 45 Dairies, eight of which are major and 37 minor Dairies. The larger Dairies because of their plants, bottling facilities, might be catalogued as manufacturing plants. The larger Dairies are:

Members of Chamber of Commerce
El Paso Dairy Company.
El Paso Creamery Company.

Non-Members of Chamber of Commerce
American Dairy.
Montana Dairy.
Price's Dairy.
Red Star Dairy.
Sunset Dairy.
Rio Grande Valley Dairy Assn.