

# Manufacturers' Department

## House Furnishings

Dusang & Wellborn (Rug Weavers.)  
H. Nordwald Company (Mattresses).  
Welch Bedding Company (Mattresses).  
Ervin Mfg. Company (Mattresses).  
R. L. Daniel Furniture & Mattress Company (Mattresses).

Clarke Mattress & Rug Company.

## Cigars and Tobacco

Members of Chamber of Commerce  
Kohlberg Brothers.  
C. F. Ederle.  
El Paso Cigar Company.

## Industrials

Members of Chamber of Commerce  
Darbyshire-Harvie Iron & Machine Works.  
Dudley-Orr (Lime).  
El Paso Brick Company.  
El Paso Bitulithic Company.  
El Paso Foundry & Machinery Company.  
El Paso Limestone Quarries.  
El Paso Milling Company (Lumber).  
El Paso Sash & Door Works.  
El Paso Smelting Works.  
Hills-Sutton Company (Foundry).  
International Brick Company  
Mt. Franklin Fuel & Feed Company (Lime).  
Moore Iron Works.  
Rio Grande Oil & Refining Company.  
Southwest Planing Mill.  
Southwestern Portland Cement Company  
Texas Sulphur & Fertilizer Company.  
Western Metal Mfg. Company.  
H. Welsch Company.

Non-Members of Chamber of Commerce  
Allen Cone Company.  
Victory Pump Company.  
Victory Piston Ring Mfg. Company.  
El Paso Petroleum Company Refinery (Organization not completed).  
Ford Tire & Rubber Company (Organization not completed).

## a. Machine Work

Members of Chamber of Commerce  
Alamo Machine Works.  
Non-Members of Chamber of Commerce  
Bumgarten & Wyler.  
Smith Machine Company.  
Snell Machine Company.  
S. W. Electric & Machinery Company.

## b. Welders

Members of Chamber of Commerce  
Buchanan Welding Works.  
Brown Welding Works.  
Hills-Sutton Company.

Non-Members of Chamber of Commerce  
Southwest Oxwelding Company.  
Western Welding Mfg. Company.  
J. Betance Welding Company.  
El Paso Welding Company.

## c. Pattern Works

Non-Members of Chamber of Commerce  
W. S. Dobie Pattern Works.

## Publishers

While no city is made on paper, no city will ever be made without paper. El Paso is fortunate in having many splendid firms who give over their efforts and talents to the printed word, promoting, arousing, stimulating the citizenship to do "their best." Printing may be found in every stage, some instances being quite as ancient in the Mexican part of town as when the idea first came into use that "there is fleetness" in books, briefs, pamphlets, brochures and what not in lining up men for action; while on the other hand we have at the other end of the pole, plants that are the last word in modernity.

El Paso has two large dailies, the El Paso Morning Times and the El Paso Herald, and the Labor Advocate, a weekly newspaper.

El Paso has a number of journals, the principal ones being Greater El Paso, El Paso Live Stock Journal, the El Paso Oil and Gas News, Farm Bureau, Revista Catolica, while the chief jobbers are issuing interesting House Journals.

The major Printing Houses are:

Members of Chamber of Commerce

El Paso Printing Company.  
W. S. McMath Printing Company.  
Ellis Brothers Printing Company.  
Hughes-Buie Printing Company.  
Automatic Printing Company.  
E. H. Burk.  
Watson Press.

Non-Members of Chamber of Commerce  
Baptist Publishing Company.  
Ideal Printing Company.  
Printing houses doing Spanish work exclusively:

Member of Chamber of Commerce  
Simon Alarcon.

Non-Member of Chamber of Commerce  
Manuel Ayala.  
Moise Castillo.  
El Correr Del Bravo.  
Fernando Gimiochipi.  
Garcia Printing Company.  
Apolinar Gonzales.  
Hernandez Printing Company.  
Imprenta Commercial.  
A. C. Maese & Bro.  
J. R. Mendez.  
Mijares & Lizarraras.  
Perez-Rul Brothers.

## Manufacturers' Agents

S. C. Awbery & Company (Iron and Steel)  
Brownfield & Campton (Belting, Hose, Lumber, Mining Timber, Paints, Oils, Rubber Goods, Cement Mixers, Fire Department Supplies, Extinguishers, Mining Machinery and Supplies)

The Equipment Company (Bldg. Equipment, Fire Brick and Clay Products)

Evans Sales Company (Fuel, Brick, Belting, Waste and Steel)

H. L. Gee (Steel, Hardware, Woodenware and Cordage)

Groesbeck & Dodson (Hardware & Machinery)

Lippincott, Beall & Company (Hardware, Mine and Mill Supplies)

R. L. Morelle (Scales, Coffee Mills, Roasters and Meat Slicers)

F. B. Melendez Company (Tailors, Trimmings and Woolens)

Rathbun Company (Fire Brick, Clay Products, Cement Mixers, Waste, Varnishes.)

J. E. Robertson & Company (Mining Supplies)

Rucker-Fisher Sales Company (Stoves, Enameled Tin, Glassware, Harness and Saddlery Goods)

Max Schultz (Furniture)

J. P. Sheehan Company (Metal, Lath, Steel, Varnishes, Terra Cotta)

The Simmons Company (Beds—steel and brass)

H. L. Stevens (Anhydrous Ammonia, Ammonia Compressors, Insulation Cork, Calcium Chloride, Belting, Ammonia Fittings, Packings, Paints, Ice Tools, Thermometers)

Geo. S. Thompson Company (Mine, Mill and Smelter Supplies)

Welch Bedding Company (Furniture)

J. V. Williams (Shovels, Corrugated Roofing, Steel Bars, Places, Shafting, Linseed Oil, Smelting Coal)

Henry T. Swain (Drugs and Chemicals.)

Louis F. Gates (Road, Concrete and Contractors Machinery, Trucks and Tractors)

Curtiss & Alkire (General)

If we take into account small machine shops, dairies, shoe repair shops and the industries of El Paso large and small in which the elements of manufacture enters it is an easy matter to list 286 names; if we eliminate the smaller industries and only take into account those that come under a positive manufacturing classification we have listed 168 names. A rough estimate, and all estimates are mere approximations, would show that in dull periods our manufacturing plants provide employment for 5000 persons, and that good times finds the same plants employing up to the point of 10,000. What the total investment in all of these industries actually is, is problematical, but inasmuch as 110 show an approximate valuation

of \$15,000,000, with the addition of 50 more plants, \$17,000,000 would be nearer the mark.

In January of 1919 the manufacturers of El Paso decided upon the creation of a special association. Many signified their intention of joining the association but only 21 actually pledged themselves. The amount agreed to be paid in by these 21 members was \$310 a month.

Organization of the Manufacturers Association was delayed pending re-organization of the El Paso Chamber of Commerce, with a view to affiliating the two. In March of 1919 the Chamber of Commerce was reorganized, and a manufacturers department was created.

The Chamber of Commerce on the evening of April 4th, entertained the manufacturers of El Paso with a dinner at the Paso del Norte Hotel, and as a result of that dinner centering in menu and decoration around the MADE IN EL PASO idea, the manufacturers agreed to come into the Chamber of Commerce as a department and the \$310 agreed to be paid to the Manufacturers Association was authorized to be paid over to the Chamber of Commerce.

Only ten of those pledging themselves kept up their subscriptions, and on December 8th, a letter was written to those who had pledged themselves, cancelling the special dues; so we enter upon a New Year with no special subscriptions for the maintenance of a manufacturers department save that which comes into the Chamber in the form of general dues to the Chamber of Commerce.

Substantiating therefore our editorial comment, in June of 1919 the Chamber of Commerce issued in behalf of the manufacturers and jobbers a BUYERS' INDEX in both Spanish and English. This index set forth in classified order the articles to be bought in El Paso from jobbers and manufacturers. Of this index 7500 were issued in the El Paso Trade Territory and through the various jobbing houses into the Mexican States of Coahuila, Chihuahua, Sonora, Durango and Sinaloa.

This INDEX consisted of twenty pages. It set forth the Rebate of Fares-plan (to be explained in the Jobbers' Report), transportation schedules, the names of participating firms in the rebate of fares, and trade facts about El Paso and the territory.

Subsequent to the elaborate dinner at the Paso del Norte on the night of April 4th, the Manufacturers' Department held three big dinners and meetings for the manufacturers in the Chamber of Commerce building and many smaller meetings in which definite trades were concerned.

We have carried on a continuous and consistent program of Trade Extension in behalf of the manufacturer, through advertising in the local newspapers and in the newspapers in the El Paso territory.

We put on in El Paso during the week of November 11, a Made In El Paso show for the benefit of the El Paso Manufacturers at a cost of more than \$2500. The record shows that it was the largest undertaking of the kind ever "put over" in El Paso.

The Manufacturers Department of the El Paso Chamber of Commerce, unlike the other departments, is operated under the joint direction of Manager Roberts and his assistant, John H. Regan; it is primarily a department for the stimulation of sales on the part of the manufacturer and for the development of co-operation among the existing industries.

The Department does not take into account the establishment of new industries that being a function of the Industrial Relations Department.

We have every facility for the handling of this departmental activity in the way of stationery, files, records, reference magazines and so forth.

With the elimination of the weekly manufacturers bulletins, a section is now being given each month to this department in Greater El Paso.

Simultaneous with the December issue of Greater El Paso, we distributed to the trade of this territory the revised issue of our Buyers