

Governmental Research

of some playground and tennis court space near the Scenic Drive.

The location is inaccessible except by automobile, and on that account, is not recommended.

7. Cox Tract in the Smelter Mountains.

This tract is all rough and rocky and the parking possibilities seem to be confined to some mountain drives and scenery. It adjoins the School of Mines and by taking a corner of the Hart Homestead property on the North bounded by the North line of the School extended Westerly, and a right-of-way through part of survey No. 202, a drive could be made giving access to the mountains. This drive is considered in the discussion of tract No. 4 and is shown on the map.

The location is away from the trend of population and the price high, so that the site is rated low in the table.

8. Survey 224.

This tract lies on the West slope of Mt. Franklin in the N. W. quarter of the section North of Kern Place.

It is all rough and is the most inaccessible of the tracts considered. While there may be parking possibilities and the price should be low it is not considered available for present purposes.

9. Cox Tract Submitted by Mr. O'Keefe.

This tract was submitted by Mr. O'Keefe after the above report was written.

There are 80 acres in the Smelter Mountains lying North of tract No. 7 submitted through Mr. Tooley.

For parking possibilities there is a large natural amphitheatre northwest of the School of Mines sheltered by the mountains and well adapted for an athletic field and playground.

The drive mentioned in connection with tracts four and seven goes through part of this property and into the amphitheatre. Otherwise the tract is all rough and rocky, but mostly less rugged than tract No. 7. Roads could be built through it.

The location is away from the center and the trend of population, and the price high, although the price could perhaps be reduced by negotiation.

In our table the tract might be rated as follows:

- A. Adaptability—15
- B. Accessibility—5
- C. Closeness—15
- D. Cheapness—15
- Total—50

LYON & COMPANY

As an indication of what can be done in the matter of securing business by a "live" firm of jobbers, we point with pride to the firm of LYON & COMPANY. This firm was organized just three years ago in El Paso. At the present time they are handling on an average of seven hundred cars of perishable goods in a year, as well as quite a quantity in less than car load lots. The officers of this company are: F. O. Stevens, president; and Charles Lyon, secretary-treasurer; place of business, 301-305 S. Campbell St.

Reverse English.

The head of the employment department of a big El Paso concern tells of many interesting forms of application for jobs. One applicant made himself clear as to his desire, by the question:

"Reckon you don't know nobody that wants to hire nobody to do nothin', do you?"

MISS CONSTANCE PATEMAN TELLS HOW THE HEAVY MAIL OF INQUIRIES EACH DAY ARE HANDLED AND THE SYSTEM BY WHICH SHE RECORDS THIS SERVICE

The report includes the distribution of Chamber of Commerce literature; special reference in matter of trade extension; information as to sanitoriums; real estate; oil; employment; newspapers general; complimentary letters and congratulations; supplying of photographs to newspapers and periodicals; assistance to Manager Roberts in preparing industrial briefs and numerous other things.

The "service" work of the Chamber of Commerce is unique in that the field it covers is wide and varied. An effort has been made to handle all inquiries promptly and intelligently. The most casual request has received the same amount of consideration as that entailing a greater amount of attention. These have come from points as far distant as China, Japan, Australia and Canada.

The files of this department are entitled:

Booklets.

Under this head we have sent out the very interesting and attractive book, "El Paso;" also the small orange colored booklet, "What to see in El Paso and Juarez," as well as the pamphlet descriptive of the Elephant Butte Dam project, and that of the Franklin Mountains.

Trade Extension.

This is one of our most important, as well as interesting files. Prospective buyers are hereby referred to the merchants of El Paso for every conceivable commodity. In each case a copy of the "Buyer's Index" has been sent.

Sanitoriums.

The names, locations, and rates of all sanitoriums in El Paso have been furnished in every instance—as well as valuable information regarding climatic conditions.

Newspapers.

Specific requests for newspapers have been complied with—both The Herald and The Times have been notified of same. This in itself is of great benefit to the community since the papers have been sent to all parts of the United States and have thereby assisted in the advertisement of our city.

Real-Estate.

Included in this topic we have furnished lists of El Paso real-estate firms, as well as assistance in the matter of location and value of additions to the city, sale of property (in El Paso and elsewhere), maps of the city, rental of houses, location of business and industrial sites, etc.

Rooms and Board.

Strangers coming to El Paso have been helped by being furnished in advance with lists of desirable homes where room and board might be obtained.

Employment.

In the matter of employment it has been the practice to use caution in encouraging seekers of work to come to El Paso. Facts have always been taken into consideration, as it has been deemed wise to be absolutely certain of employment before holding out hopes. Where well-trained persons have asked for assistance, the names of manufacturing plants, wholesale houses, and other firms have been furnished.

Oil.

Due to the recent "boom" in oil, we have naturally been deluged with requests for information which have touched upon such points as the reliability of oil development companies, the value of oil stocks, maps showing oil developments, names of oil brokers, and the sale of oil lands and oil leases.

General.

We have classified under this head such letters as fail to come under any of the others. That some of the information requested is remarkable, is expressing it mildly!

Information has been furnished regarding the State School of Mines, bank clearings, building permits, addresses of El Paso citizens, schedule of prices charged for milk by local dairies, where to buy a Chihuahua dog, etc., etc., and passports to Juarez, besides a multitude of other subjects.

Compliment and Congratulation.

We have watched with interest the upbuilding and growth of our firms; also, the establishment of new firms, and the arrival in our midst of new citizens to become affiliated and associated with El Paso's business interests, and it has been our privilege to congratulate our business firms on their achievements, and to welcome these strangers to our city.

It gives us pleasure also to file here the kind expressions of satisfied and appreciative correspondents which have been received in commendation of services rendered.

A summary of the number of letters written under the above classifications discloses the following:

Booklets	806
Trade Extension	485
Sanitoriums	50
Newspapers	33
Real-Estate	75
Rooms and Board	21
Employment	247
Oil	159
General	615
Compliment and Congratulation	247
TOTAL	2756

This does not take into account, however, the fact that many of these letters call for information regarding more than one topic.

It may be of interest to know also that all of the special editions of the daily newspapers have been mailed to not less than fifty of the principal Chambers of Commerce of the United States, as well as to all of those in the immediate Southwest. The same is true of our official publication, "Greater El Paso."

Also, in the matter of photographs we have supplied views, for publication, of our industrial plants, street scenes, business districts, etc., to such institutions as the National Geographic Society, Washington, D. C., Magnolia Petroleum News, Dallas, Texas; "Shoe and Leather Reporter," Boston, Mass., and the Department of Vocational Training, University of Texas, Austin.

Special "briefs" have been prepared, under the direction of the General Manager, containing statistics and data relative to the establishment in El Paso of bonded warehouses, oil refineries, a saddlery business, a one million dollar general hospital, garment factories, a steel plant, a cigar factory, a chemical plant, manufacturing companies, and other industrial concerns.

Advice and assistance has been rendered outside interests with a view to locating in El Paso; a tea room, an art needlework shop, a bakery, a roofing factory, soap factory, beverage plant, general merchandise store, together with others too numerous to mention.

Respectfully submitted,
CONSTANCE PATEMAN,
 Service Department.