



Jobbers' Department



sisting of plumbing, steam and pipe supplies, and water work equipment, milling equipment, etc. This firm is located at 605 Texas street, and is under the management of Mr. Curtin.

Beverages and Bottled Drinks.

While the manufacturing plants, who are also jobbing industries, making a specialty of bottled drinks and beverages, did a splendid business prior to the advent of prohibition, the volume of their business has vastly increased since 1916, and El Paso is, in every sense of the word, the capitol in the Southwest for this special line of products. In a number of instances the firms engaged in manufacturing these drinks are also engaged in selling all beverages that go into the sale of soft drinks and equipment, and their business, in some instances, reaches out to Southern California, east as far as Eagle Pass, and south as far as Mexico City, and west to the Imperial Valley. Among the industries of this classification which stand out for excellency of production and service are:

Border Beverage Company.
Coca Cola Bottling Works.
Empire Bottling Works.
Lone Star Bottling Works.
Union Bottling Works.
Tri-State Beverage Company.
Woodlawn Bottling Works.

In this connection, the Empire Bottling Works handles a complete line of all accessories used in connection with dispensing and sale of soft drinks. A notable addition to this industry during the past year was the opening up in El Paso of the Tickle Beverage Company, who are manufacturing soft drinks, not only in bottles but also in cask form, and the Whistle Beverage Company turn out a drink known from ocean to ocean.

Produce.

The providing of a city of 90,000 inhabitants with green goods, and fresh fruits throughout the year is a problem which has been successfully worked out by the firms who have built up a business in this territory, the success of which is one of the great credits to be attributed to the development of the jobbing business in El Paso. The volume of products handled by these firms must be sufficient to provide green goods and fruit, not only to El Paso, but to the principal towns and cities of the Southwest, that, during the major portion of the year in which there is a minimum production, or no production at all within the territory. The firms engaged in this special service are:

Crombie & Company.
Loretz, Pegram & Company.
Lyon & Company.
Desider Miller.
Bray & Company.
Central Produce Company.
P. F. Brinck & Company.

Wholesale Butter and Eggs.

Del Norte Egg & Butter Company.
Mid-West Creamery Company.
Northern Butter Company.

Fuel and Feed Stuff

Perhaps there is no more interesting side to the commercial development of a city than the study of the conditions and factors which enter into the handling of dissimilar commodities which come under the same roof. Years of experience and trading have resulted in most of the dealers of any magnitude who engage in the sale of feed stuffs, also engaging in the sale of fuel, that is to say, coke and coal. This practice, no doubt, grew out of the days when business was not carried on upon such a large scale as at the present time, when the recess in trade and the lack of demand for fuel made it necessary that some other line be handled in order to carry the firm through the year, and with a few exceptions, the fuel dealers also became dealers for feed stuffs. We have today in El Paso firms who are now engaged in the sale of these two

commodities, which would do a credit to any community in the service they render and in the big far-seeing way that they have gone out and brought to El Paso business from remote localities, which 10 years ago were not considered El Paso trade territory at all. Among the firms engaged in this field, who stand out as representative are:

Alameda Fuel & Grain Co.
Aubrey Coal & Coke (Fuel only).
Dawson Fuel Sales Co. (Fuel).
Evans Sales Co.
Frank B. Ezell & Co.
Heid Bros., Inc.
Mt. Franklin Fuel & Feed Co.
Community Milling Co. (Feed).
Globe Mills (Feed).
Wm. Jessen.
Southwestern Fuel & Feed Co.
Walter S. Clayton (Feed).
West Texas Fuel Co.
W. D. Wise Seed Co.
Neff-Stiles Company.

Agricultural Implements.

As the valley of the Rio Grande becomes more intensely developed along agricultural lines and tilling the soil comes forward demanding equal consideration from the investor and capital as mining and the great cattle industry, it is but natural that big business firms should be established here for the purpose of supplying the farmer and the distributors of farming implements, with such equipment out of El Paso. These firms, originally supplying the needs of the three valleys of the Rincon, Mesilla and El Paso, have during the past few years reached out into bigger fields and equipment from El Paso is going in a steady stream not only to the Gila district, the Imperial Valley, but into the Pecos country and into the West Coast of Mexico; as well as the northern parts of Mexico. Among the bigger firms engaged in this business of aiding in the placing of the agricultural lands of the west on a parity with other sections of the United States are:

Krakauer, Zork Company.
The Myers Company.
Southern Border Motor Company.
Roe-Beers Hardware & Implement Company.

Drugs and Sundries.

A matter of a few years has also brought about a big change in the field of distribution of drugs and sundries on a wholesale basis; and where a few years ago there were many retail drug stores carrying on at the same time a certain amount of jobbing business, the year of 1920 finds two big firms engaged in this field and a number of large retailers who are engaged in wholesaling specialties. The oldest firm, and the dean in this spreading out, is the house of Kelly & Pollard; while the newcomer in the field is the firm of Farrow-Crouch-Logan company, which firm is also engaged in the manufacture of chemicals and equipment for confectionery stores and drug stores. The retail drug firm of Scott White Company, manufactures many specialty lines which are being sold wholesale; while the retail firm of M. A. Warner Company, does an extensive jobbing business into northern Mexico.

China and Glassware.

El Paso has but one big firm engaged in this field of glassware and china exclusively and that is the well established business house styled "The China Palace" of which Ed. Sanders is the president and directing influence. This is perhaps one of the largest firms of the character to be found in the west and its trade is so extensive that it goes to the very heart of Mexico, and thoroughly covers all that territory in the Southwest which El Paso through years of service has come to regard as her own.

Furniture.

A time is not distant when El Paso will have its own furniture manufactories and all

things point to that end. At the present time El Paso operates as a distributing point for manufacturing agencies and local firms who do extensive business in this field out of El Paso and among these are:

Welch Bedding Company.
H. Nordwald Company.
Sterchi Furniture Company.
The Simmons Company.

Oils.

The distribution of petroleum—both crude and in its refined states is naturally a big industry in itself, and because of the great use of this burning and driving power, this industry contributes in no small degree to the constantly growing wealth of the city. There are already many big oil companies represented in substantial warehouses, storage places, distribution stations and so forth in El Paso, but still others are contemplating entering this field and one of the most recent to make this announcement were the Sinclair interests. Indications and hopes both tend to the belief that the El Paso district will prove in time to be one of the great oil producing areas of America and quietly many plans have been laid for refineries and distribution of the oil when this day announces itself. Among the big firms in the El Paso field today who are handling oil on what might be termed a wholesale basis strictly, are:

The Calumet Oil Company.
Great Western Oil Company.
Gulf Refining Company.
Magnolia Petroleum Company.
Pierce Oil Corporation.
Rio Grande Oil Company.
The Texas Company.

An affiliated line with oils is the one which wholesales paints and painter supplies. Firms engaged in this field who are doing big business in this section are those mentioned above plus:

Krakauer Zork Company.
Lander Lumber Company.
Momsen-Dunnegan-Ryan Co.
Sunset Paint Company.
George S. Thomson.
H. L. Stevens.
Tuttle Paint & Glass Company.

Paper and Paper Products.

While the Southwest is becoming more and more self sustaining in production and cannot be said to live out of paper bags altogether, the business done out of El Paso in this especial field is tremendous and this is borne out by the fact that the Graham Paper Company of St. Louis opened up a branch house in El Paso in June of 1919, using two floors and a basement, each floor being 25 by 100 feet and carrying on hand a stock of \$175,000 in paper and paper stocks of all character. The firms engaged in the wholesale of paper products are:

The Western Woodenware Company.
Graham Paper Company.
Western Grocery Company.
Carter Tobacco Company.
J. R. Diaz & Company.

While paper for wrapping and like purposes and paper bags are handled by the above named firms plus the China Palace and the American Grocery Company.

Hats and Caps.

El Paso is an important jobbing center in boots and shoes; also in hats and caps. It is the usual experience in building up jobbing centers that small wholesale firms confine their efforts to the distribution of dry goods and accessories and the handling of boots, shoes, hats and caps. As the trade of a community develops it specializes, and this has resulted in the development of El Paso in the past few years of specialty jobbing houses who confine themselves to the distribution of boots, hats, shoes and caps.

The leading wholesale distributors of shoes is the Shelby Company, of which Mr. W. L.