

SHOE COMPANY'S BUSINESS GROWING

STEADY PROGRESS MADE FOR PAST THREE AND A HALF YEARS.

WITH 30 per cent greater volume of business during the first six months of 1920 than during any similar period of time in its existence, the San Antonio Shoe Company has given the general public a convincing demonstration of their ability to hold their own in the great struggle.

Three and a half years ago this firm has been doing business in San Antonio, steadily developing and expanding ever since. The secret knowledge that the past few years have held upon the shoulders of all members of the industry and the fact that there are no other shoe makers in the city has been a great asset in their hands. It is the result of their steady work that has made up the firm, their

COFFEE COMPANY BUSINESS GROWS AT RAPID PACE

PAST SIX MONTHS HAVE EXCEEDED RECORD OF TWENTY YEARS.

THE Hoffman-Hayman Coffee Company is the outgrowth of a very small business established in 1900 by the late William H. Hoffman, who at that time not only did all his own selling and filled all his own orders, but attended, as well, to all collections and office details.

In sharp contrast today is the modern, bustling plant that he established, and which is one of the leading establishments of this character in the whole Southwest.

Every year has shown a material increase in the past six months have exceeded the years that have gone before. For in this time the volume of business has increased more than 30 per cent, and the prospects for the coming six months of the year are even more encouraging.

This, too, in the face of the fact that coffee—and remarkable fact—has declined sharply in price during this period of time. Good business methods, a high standard product, youth, enthusiasm and energy have kept this establishment progressing and developing in the face of conditions that threatened to swamp other business establishments.

For it is a fine management at the helm of the Hoffman & Hayman Company, as the firm's slogan is, that was the founder of the business when he started in as a one-man concern. Following Mr. Hoffman's death in 1915, his brother-in-law, P. A. Mosger, took charge of the business, which was, shortly afterward, consolidated with the Hoffman & Hayman Coffee Company, Mr. Hayman being elected president and manager, Mr. Mosger secretary and treasurer.

The firm is best known for its H. & H. Brand Coffee, which is roasted, blended and packed here in San Antonio, and the firm claims to be the leading coffee sold in the Southwest. It is their claim that their coffee is never more than a day old when it reaches the consumer. The same high standard is maintained by their handling of H. & H. Coffee.



1920 Coffee Company Business Grows at Rapid Pace

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