

GLASS PLANT REPORTS BIG OUTPUT GAIN

Three Rivers Concern Says
Business at Best; Opens
S.A. Headquarters Office.

That conditions are fundamentally sound in the South and West is indicated by the new orders and contracts received by Three Rivers Glass company.

It is the custom in the glass business to take orders ahead, and manufacturing is done mostly against orders. New orders and contracts received during the year 1929 by Three Rivers Glass company totaled 133,905 gross as against 70,936 gross in 1928, or an increase of 88-77-100 per cent for 1929 over 1928, according to Charles R. Tips, general manager.

Actual production in the factory at Three Rivers totaled 107,736 gross of bottles in 1929 as against 77,447 gross in 1928, or an increase of over 39 per cent for 1929 over 1928.

SALES DRIVE.

Most of the increase, both in new orders and contracts and in actual production came in the last few months of 1929. Production increased on account of the installation of new and modern, automatic machines. On account of anticipated increase in production the sales organization was expanded and an intensive sales campaign was undertaken, beginning in September, 1929. In spite of what has been considered adverse conditions, this intensive sales campaign has brought about most gratifying results, new orders and contracts during one month of this campaign having been more than 700 per cent greater than the new orders and contracts received during the corresponding month in 1928.

SERVE INDUSTRIES.

The improvement in conditions since January 1, has been proportionately as great, which shows that the business conditions here are favorable now. The Three Rivers Glass company serves the dairy industry, the carbonated beverage industry, and the food packing industry in the South and West with a considerable volume of export business.

Starting with a small hand-operated plant, serving only a few customers in South Texas at the time that natural gas was first discovered at Three Rivers, the Three Rivers factory has grown from a production of approximately four thousand gross in 1923 to an anticipated production on present improved facilities of 25,000,000 bottles for 1930.

SALES GAIN.

It is expected that the volume of sales in 1930 will aggregate more than \$750,000.

In addition to the main office at Three Rivers and San Antonio, the company has sales offices in Dallas, Oklahoma City, Memphis, New Orleans and Houston. Shipments are made regularly to nearly every Southern and Middle-Western state and to Cuba, Colombia, Panama, etc.

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