



# Iron and Engineering.



## THE IRON & HARDWARE CO. LTD.

GLoucester.

The oldest establishment of the kind in the West of England.

AMONG the many important extensions and alterations effected in business houses in the City during the past few years, none perhaps have been more compre-

countries abroad, while the trade has more than doubled.

In 1901 the Company decided to entirely reconstruct their premises, erecting the handsome buildings shown in the accompanying engravings. Broadly, the new premises, which have a frontage of 135 feet and a depth of 165 feet to the Quay, comprise showrooms and offices facing Westgate Street, and a warehouse on the Quay front, the intervening space being

entirely covered in to form a store for bar iron, steel, etc., the central portion being reserved for the use of the receiving and forwarding staff. On the left of the entrance are the lofty offices, consisting of clerks' offices, secretary's office, board room, strong room, and lavatories, and on the right is a handsome showroom 61 feet long by 31 feet wide for the display of labour-saving tools, all kinds of ironmongery, etc., used by wheelwrights, coachmakers, smiths, and others.

From this room a handsome wide staircase gives access to the upper floor, which extends the whole length of the frontage (135 feet), and in this is displayed to very considerable advantage a large stock of mantelpieces in wood, iron, marble, and enamelled slate, grates of all kinds, kitchen ranges, baths, and sanitary goods, builders' and plumbers' ironmongery and brass foundry, encaustic and other tiles, etc., etc., with counter and desk for the salesmen. The whole of the offices and showrooms are very satisfactorily heated by hot-water pipes and radiators. The works throughout are fitted with electric lights, and there is private telephonic communication with every part of the building. Mr. Edmund J. Cullis, A.M.I.C.E., of Gloucester, was the architect, and Mr. T. J. Williams, also of Gloucester, was the builder of the new premises.

The long connection and experience the Company have had in the trade, and their acquaintance with the best markets, enable them to place before buyers thoroughly good, reliable articles, at prices arranged to meet the demand of the present up-to-date requirements. No expense has been spared in the selection of the stock, Mr. Albert H. Smith having person-

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ALBERT H. SMITH, MANAGING DIRECTOR.

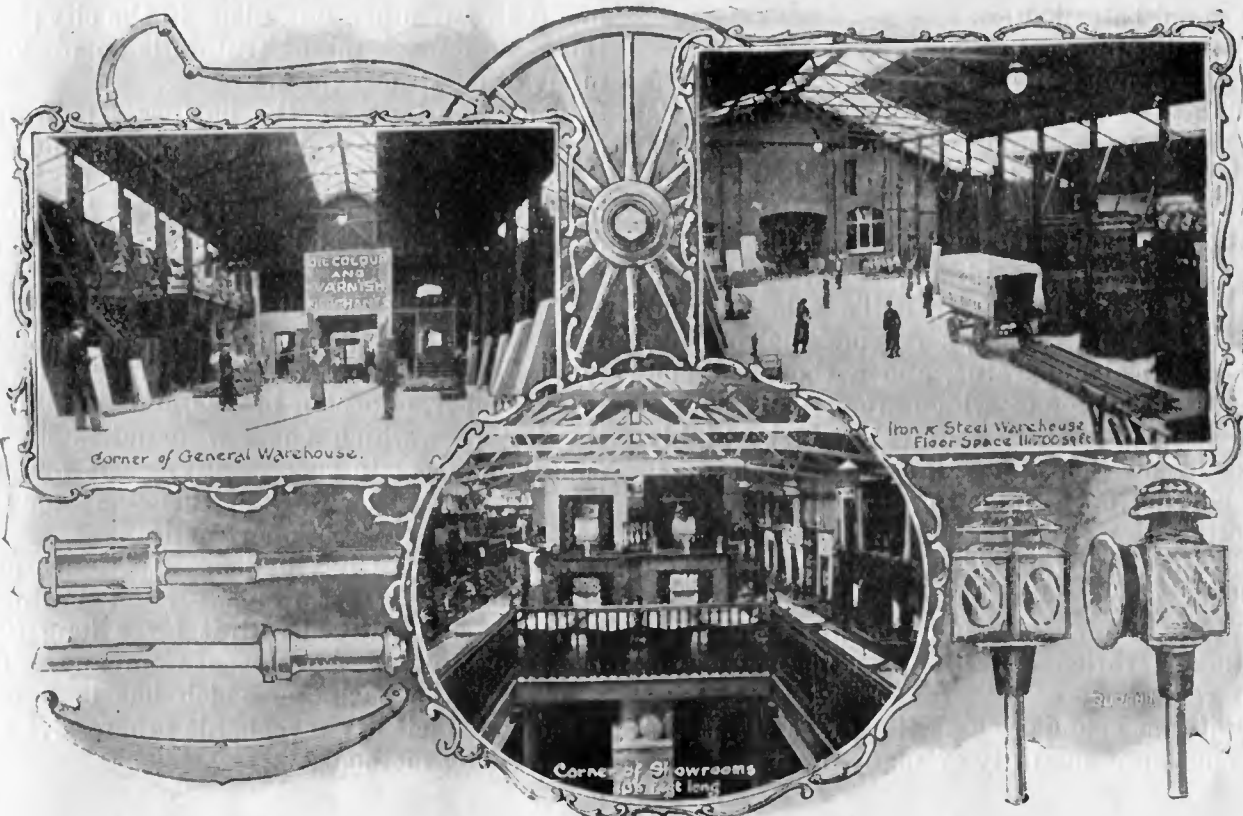
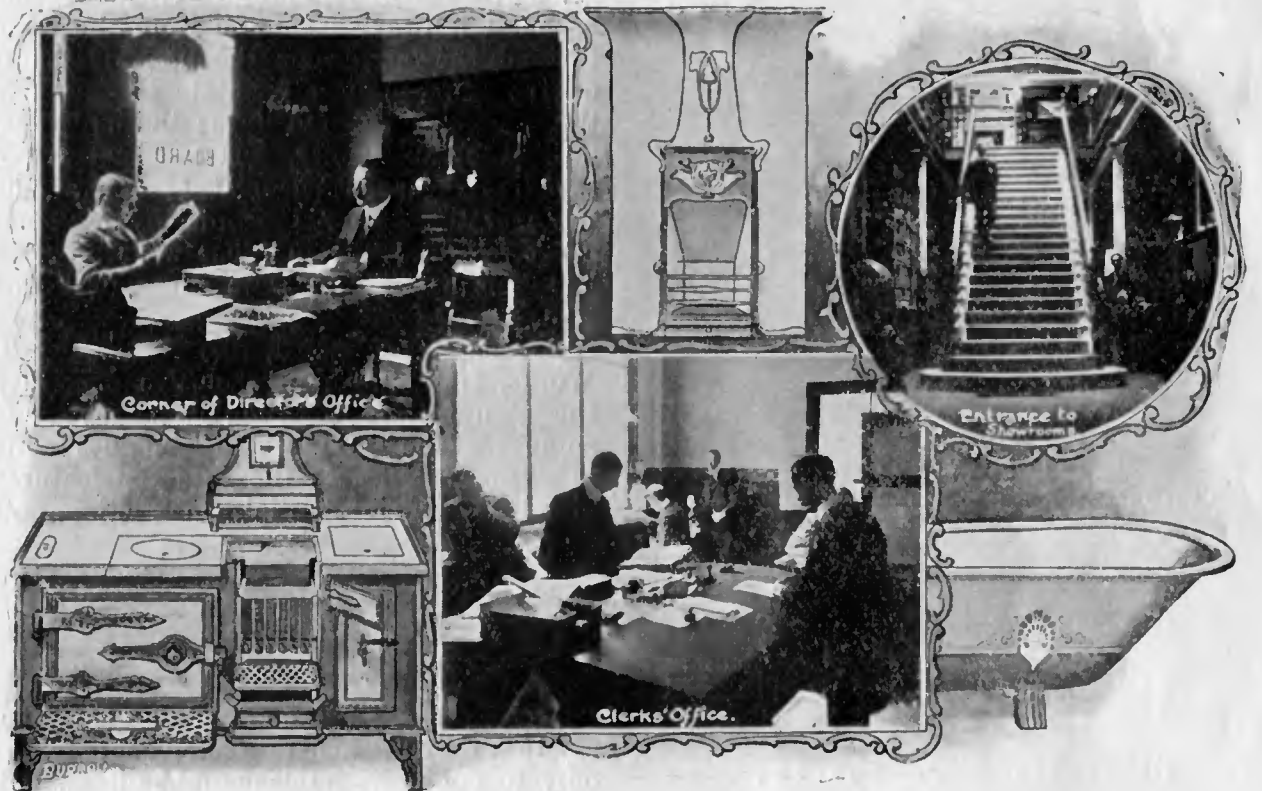


## GLoucester.

hensive alike from the point of view of public improvement as of trade enterprise, than those recently completed on the premises occupied by the Iron and Hardware Company, Limited, Wholesale Ironmongers and Builders' Merchants, Westgate Street and Quay, Gloucester.

It is interesting to note that the business, acquired by the present Limited Liability Company from the late W. Stout & Co. in 1900, was a going concern in 1613, and there is every reason for supposing that it was established long before that date.

For some twenty odd years previous to Mr. Albert H. Smith (managing director) joining the business eleven years ago, the returns remained practically stationary, whilst its operations were confined to within a hundred miles of Gloucester. Under the present management, however, the trade has been extended from time to time to the whole of the South and West of England, the Midlands, South Wales, and the Channel Islands, and, in addition, embrace a large London connection, besides doing an export business with South Africa, Egypt, and other



ally visited the principal manufacturing works both in this country and on the Continent. The Company have one of the most expensive and up-to-date premises in the Kingdom, carry one of the largest and best-assorted stocks, enabling them to promptly despatch goods on receipt of orders. The Firm also hold several valuable sole agencies for leading manufacturers in this country and abroad over the ground they cover.

With Directors on the Board of the standing and business ability of Mr. R. G. Foster, J.P. (Chairman), and Mr. J. A. Matthews, J.P. (Deputy-Chairman), and the practical management of Mr. Albert H. Smith, ably assisted by Mr. F. W. Hamlin, the energetic Secretary, and a competent staff of travellers, clerks, and assistants, the business will no doubt continue to meet with the prosperity that the efforts and enterprise of the Company so well deserve. A large interest in the business is retained by the family of the late Mr. William Stout, who are represented on the Board of Directors by Mr. F. M. Stout.