

HOPE OF BETTER TRADE

Messrs. Hill, Paul & Co. Celebrate Golden Jubilee *MAY 1952*

IT was in 1902, the year when men's lounge suits could be purchased for 9/11d. and men's trousers cost only 4/11d that the well-known firm of Messrs. Hill, Paul & Co. Ltd., Cheapside, Stroud, was started. The early years were difficult. There was little margin for profit with tailored wear selling at such low prices. Through the years the firm's fortunes varied and there were hard times and good times.

On Saturday, Hill, Paul & Co. celebrated their Golden Jubilee. Every employee, all old employees, and many friends were invited to a dinner and dance held at the Premier Hall, Stroud.

In recent months a serious depression has affected the whole textile trade, but employees of Hill, Paul & Co. were assured of good prospects for the future by one of their directors (Mr. W. L. Paul). He recalled that when other firms had been on short time working, Hill Paul's had managed to obtain sufficient orders to avoid temporary unemployment. The prospects for the future were very bright and it was possible that the factory would be working overtime in the very near future.

Best Quality Goods

Mr. Paul was proposing "The Employees" and he revealed that the average length of service given by all the employees was 20 years—a truly remarkable figure. The years represented experience which counted for much in the goods produced, for a good worker put more into his job than just labour. Workmanship at Hill Paul's was at the highest possible standard for the range of goods produced and the directors were not ashamed to offer their wares to the best quality shops in the country.

A response was given by Mr. A. A. Davis (an employee) who praised the directors for the manner in which they worked with the employees and did not remain aloof as figureheads.

Mr. J. T. Paul, in responding to "The Company" criticised the present taxation of textile products. He said that failing the complete removal of purchase tax, he would very much like to see the raising of the "D" figure on certain garments. Hill, Paul's could look through the past fifty years with satisfaction. In 1902 the firm's turnover was only one-fifth of the 1951 total, and there were indications that the 1952 figure would be even better.

No Need For Pessimism

The General Secretary of the Wholesale Clothiers' Federation (Mr. M. K. Reid, M.A., L.L.B.), who proposed the toast, said he did not think there was any reason to be pessimistic about the future of the clothing industry. It was obvious that people were not buying

because they had either built up stocks of clothing before prices started to rise, or were refusing to buy until prices fell again. Despite this, people had to be fed and they had to be clothed, and sales resistance was bound to decrease.

Outlining his views why Hill, Paul & Co. was such a successful company, Mr. Reid said that it was in no small way due to the 'family atmosphere' which existed. The employees had an exceptionally fine record of long service, and there were nine people present at the dinner who had each served the Company for more than forty years. Any firm which could obtain such service from their employees need have no fears for the future.

"The Visitors" was proposed by Mr. H. A. Paul, and a response was given by Mr. Leslie Beckett (editor of "Men's Wear").

At the conclusion of the dinner, sixteen employees were presented with inscribed clocks in recognition of long service to the Company. They were Miss B. Woolley, Mrs. A. Smith, Mr. B. Smith, Mr. H. Keene, Mrs. M. Heaven, Miss A. Cull, Miss M. Smith, Mr. B. Davis, Miss A. Phillips, Mr. F. W. Smith, Miss M. Rogers, Miss E. Harris, Miss K. Herbert, Miss F. Mills, Mr. W. Huxford and Mr. F. Smith (tankard).

The evening concluded with old and modern dancing to the music of the George Maisey Orchestra