

*A Souvenir*  
*of our*  
**FORTIETH**  
*Anniversary*



40

ROBERT CUNNINGHAM  
& SONS LTD.

*Established*  
NOVEMBER  
1889

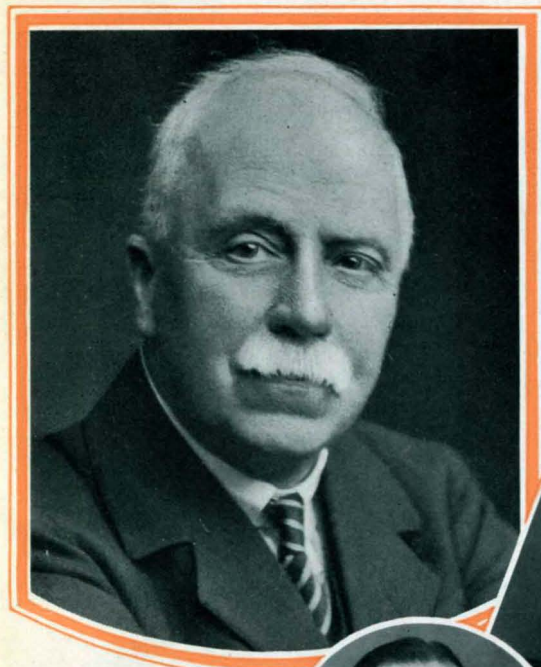


Longbank Works,  
Alva,  
Scotland.



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**T**HE Directors of Robert Cunningham & Sons Ltd. feel that it is fitting when celebrating the fortieth anniversary of the firm to present to their many friends some memento of the occasion. They therefore ask your acceptance of this little brochure in the hope that it may interest you to know something of the history and development of the business during the forty years of its existence. At the same time they would like to express thanks to their customers, whose support has made past progress possible, and to assure them that it will be the constant endeavour of the firm to merit their continued confidence in the years that lie ahead.



MR. ROBERT  
CUNNINGHAM.



MR. GILBERT F.  
CUNNINGHAM, B.A.



MR. HARRY S.  
MARSHALL.



MR. JOHN P. CUNNINGHAM.

*The Directors of  
Robert Cunningham  
& Sons Ltd., and  
Marshall Advertising  
Service Ltd.*





*View in Case Room.*



*Part of  
Paper Store.*

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It was on the Glasgow Autumn Holiday of 1889 that a youth from that city, with fifteen years' experience of the printing trade, and a determination to begin business for himself, first visited Alva. So impressed was he with the beautiful surroundings of the town, that he made up his mind that it should be the scene of his future labours. This decision taken, arrangements were quickly completed, and on 11th November he opened his shop at 176 Stirling Street, naming it "Alva Printing Office."

The venture had a modest beginning, for the plant consisted only of a hand-press and a platen machine. But the business quickly grew, and a few months later a move was made to more central premises at 124 Stirling Street. Here lithographic printing was begun, and soon it became necessary to install a larger machine and a gas engine, for which purpose a workshop was erected behind the shop in 1893.



# *A Souvenir of our Fortieth Anniversary*

The work to keep the increased plant running came not only from Alva, but from other towns in the district, and as buyers found that the quality of the product was reliable, the turnover continued to grow. In 1898 the printing part of the business was removed to Longbank Works, originally a weaving shop, which provided, for the time being at least, ample room for expansion.

In 1899 a local weekly newspaper, "The Hillfoots Record," was inaugurated, and this, with an interval during the war, has been published ever since. Further developments necessitated the introduction of other plant, including binding machinery and larger letterpress machines, and before long the factory, once too large, was becoming congested. In 1907 a new two-storey building was erected beside the old one, and this was further

extended in 1910. Shortly after, paper-ruling was added to the activities of the business. In 1911 "Monotype" machines were installed, and in 1913 the lithographic plant was augmented with one of the first rotary offset machines in Scotland. Work was now coming from many different sources, quite a number of orders being received regularly from customers in London. Just as things seemed very prosperous, however, came the outbreak of war, and within a few weeks more than half the male staff had gone on active service.

The war period is too familiar to us all to need description. Longbank Works suffered from the same difficulties as all other businesses, but they managed to keep going and to satisfy their customers. With the return of normal times in 1919, the management adopted the policy of

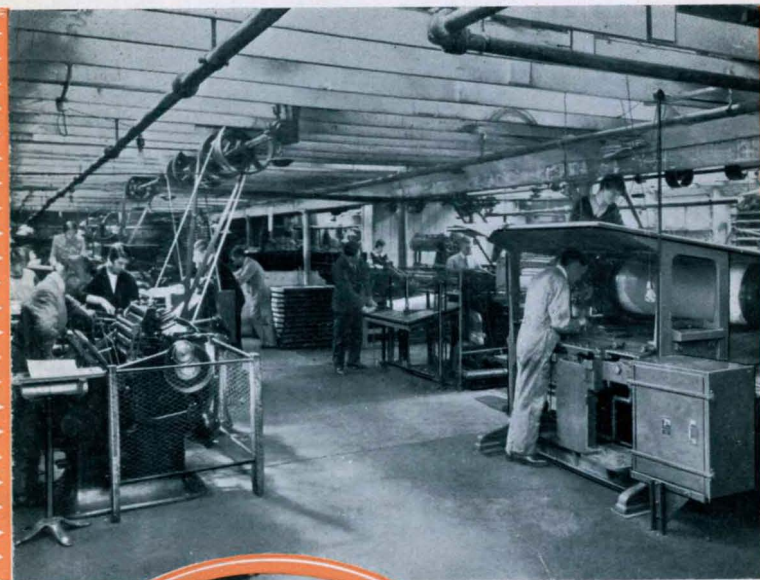
40  
YEARS  
OF  
PROGRESS



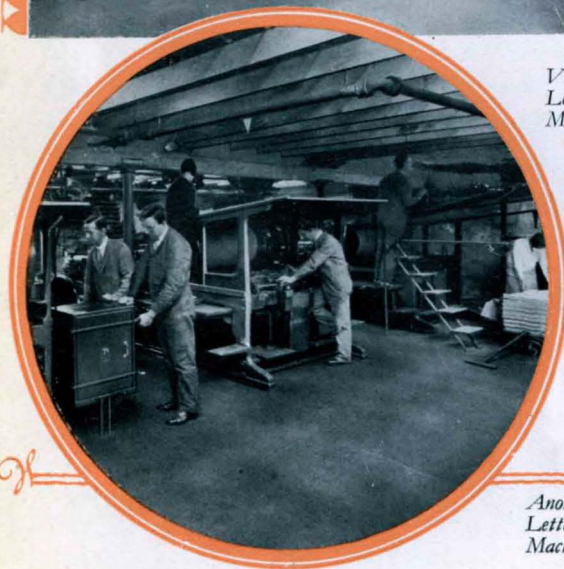
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bringing the entire plant thoroughly up-to-date, and in the years that followed great changes were made. Nearly all the letterpress machines were replaced with newer models, and automatic feeders were introduced. There were additions to the paper-ruling and binding plant, some of this machinery being the first of its kind in Scotland. The lithographic department was equipped with two new rotary offset presses. Two extensive additions were made to the premises, doubling the amount of floor-space available. In 1925 the business was formed into a Limited Company, the Directors being Mr. Robert Cunningham, Mr. Gilbert F. Cunningham and Mr. John P. Cunningham.

In the year 1908 another young Scotsman, Mr H. S. Marshall, began a small business in London, known as Holborn Advertising Service. His aim was to provide efficient sales literature for customers



*View in  
Letterpress  
Machine Room.*

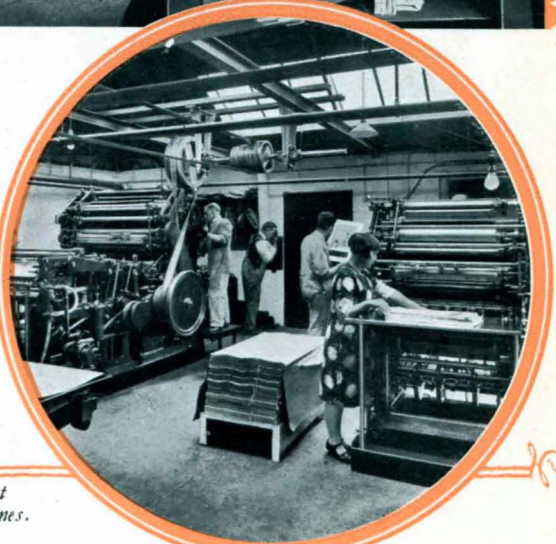


*Another View in  
Letterpress  
Machine Room.*





*View in Bindery.*



*Rotary Offset  
Litho Machines.*

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who desired expert publicity service, and the printing in connection with this was done at Alva. This business also increased very considerably, and in 1922 it was reconstituted as Marshall Advertising Service Ltd., the Directors being the Board of Robert Cunningham & Sons Ltd. and Mr. H. S. Marshall. The two Companies have joint offices at 150 Southampton Row, W.C., where an extensive service in the provision of modern advertising designs, the preparation of selling literature of every kind, and the planning of publicity campaigns is given, with the assistance of an adequate studio staff.

In 1925 an office was opened in Manchester to give more rapid service to customers in Lancashire, Yorkshire and the North Midlands. The Companies have also permanent representation in Glasgow, Falkirk and Belfast.



ROBERT CUNNINGHAM & SONS LTD.  
AND  
MARSHALL ADVERTISING SERVICE LTD.

*Specialists in*  
*High-Grade Letterpress and Lithographic*  
*Printing of every description ; Catalogues,*  
*Booklets, Folders, Showcards, Posters,*  
*Business Stationery,*  
*etc.*

*Registered Office and Works :*  
LONGBANK WORKS, ALVA, SCOTLAND.

LONDON :  
150 SOUTHAMPTON ROW, W.C. 1.

MANCHESTER :  
CROMFORD HOUSE, CROMFORD COURT.

GLASGOW :  
19 Blythswood Square, C. 2.