

Wm. Rylance & Sons
P. O. Liverpool



SENIOR MEMBER OF THE FIRM OF MESSRS. RYLANCE & SONS, MERSEY OAKUM WORKS, LIVERPOOL, ENGL.



JAMES RYLANCE,

OF MESSRS. RYLANCE & SONS, LIVERPOOL,
 ENGLAND.



WALTER L. RYLANCE,

OF MESSRS. RYLANCE & SONS, LIVERPOOL,
 ENGLAND.



MR. RANDOLPH RYLANCE,

OF MESSRS. RYLANCE & SONS, LIVERPOOL,
 ENGLAND.

OAKUM.

RYLANCE & SONS.

The business of Messrs. Rylance & Sons, oakum manufacturers, Mersey Oakum Works, Naylor street, Liverpool, makers of the celebrated XL brands of patent machine oakums and surgical tows, and contractors to the British Admiralty was founded in 1868. It is owned and controlled by Mr. R. L. Rylance and his three sons Walter, James and Randolph trading under the style of "Rylance & Sons." The firm's output and transactions have very materially developed in recent years, and the business is now one of the largest and most important connected with the oakum trade in the world. The firm has very extensive works and warehouses with commodious and well appointed offices, the whole covering a large area of land in one of the best central positions in the city of Liverpool. Their offices and works were extended and remodelled in 1892, and again in 1899, and have been fitted with the latest and most improved plant and machinery for the manufacture of superior oakums and tows of every kind.

Much of the machinery in use is protected by patent, and an exceptionally competent staff of experienced hands is employed.

Their goods are in steady demand among buyers all over the world and for fineness and uniformity of grade and texture, quality and general reliability, they have achieved a reputation which may be fairly described as second to none. Of late years they have opened up a substantial export trade, particularly with the United States and Colonies. They are contractors to the Admiralty, and also supply many of the leading English shipbuilders, steam shipping companies, dock boards, and canal companies. The Messrs. Rylance themselves take an active part in the management of the enterprise; they have never hesitated to adopt improved machinery or improved methods of manufacture, and it is largely owing to their efforts that the oakum industry owes its present condition of prosperity. Messrs. Rylance & Sons a short time ago put on the market their "Marine" quality of machine picked oakum, to meet the requirements of former users of prison hand-picked oakum, and since its introduction numerous and repeated orders have followed. The proprietors possess a most exhaustive intelli-

macy with every section of their business, devoting to all its concerns their personal and undivided attention, and the results of such a policy are plainly visible in every feature of the work engaged in.

Mr. R. L. Rylance, the head of the firm takes full charge of the manufacturing departments having an efficient staff of practical and experienced managers and work people to carry out his instructions. Mr. Walter Rylance, the eldest of the three sons in the firm has charge of the foreign trade, and has just returned from a business trip to Australia in the interests of the firm. Mr. James Rylance, the second son attends to the buying and selling departments and is reckoned one of the smartest buyers and salesmen in Liverpool. Mr. Randolph Rylance, the youngest son acts as bookkeeper and cashier.

It is at all times satisfactory to bear witness to a work conducted with exemplary care and on the most honourable principles, and this satisfaction becomes heightened very materially when, as in the present instance, the enterprise receives the full and well merited support of the public, a recognition which will doubtless be long enjoyed and earnestly wrought for by Messrs. Rylance & Sons, of the Mersey Oakum Works, Naylor Street, Li-