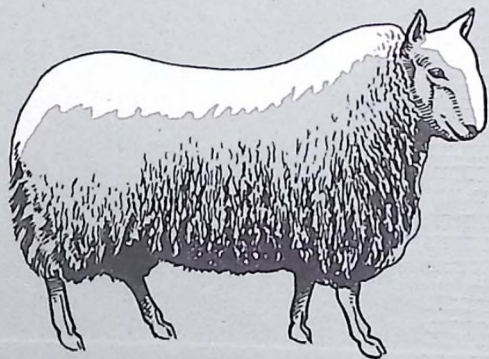


BALLANTYNE
of Teebles

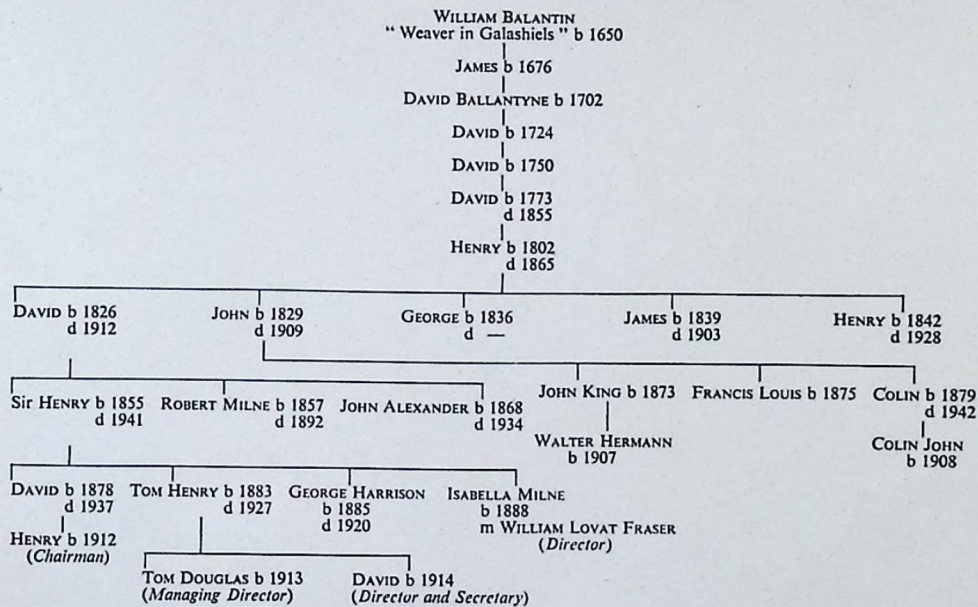








GENEOLOGICAL TREE OF THE BALLANTYNE FAMILY





THERE is no record of the year when cloth was first manufactured in Scotland, but there is little doubt that the woollen trade is one of the oldest industries in the country. As far back as 1666 the small colony of handloom-weavers at Galashiels formed themselves into a corporate body and it is reasonable to suppose that William Balantin, from whom the present Directors trace their descent, was a member of this corporation.

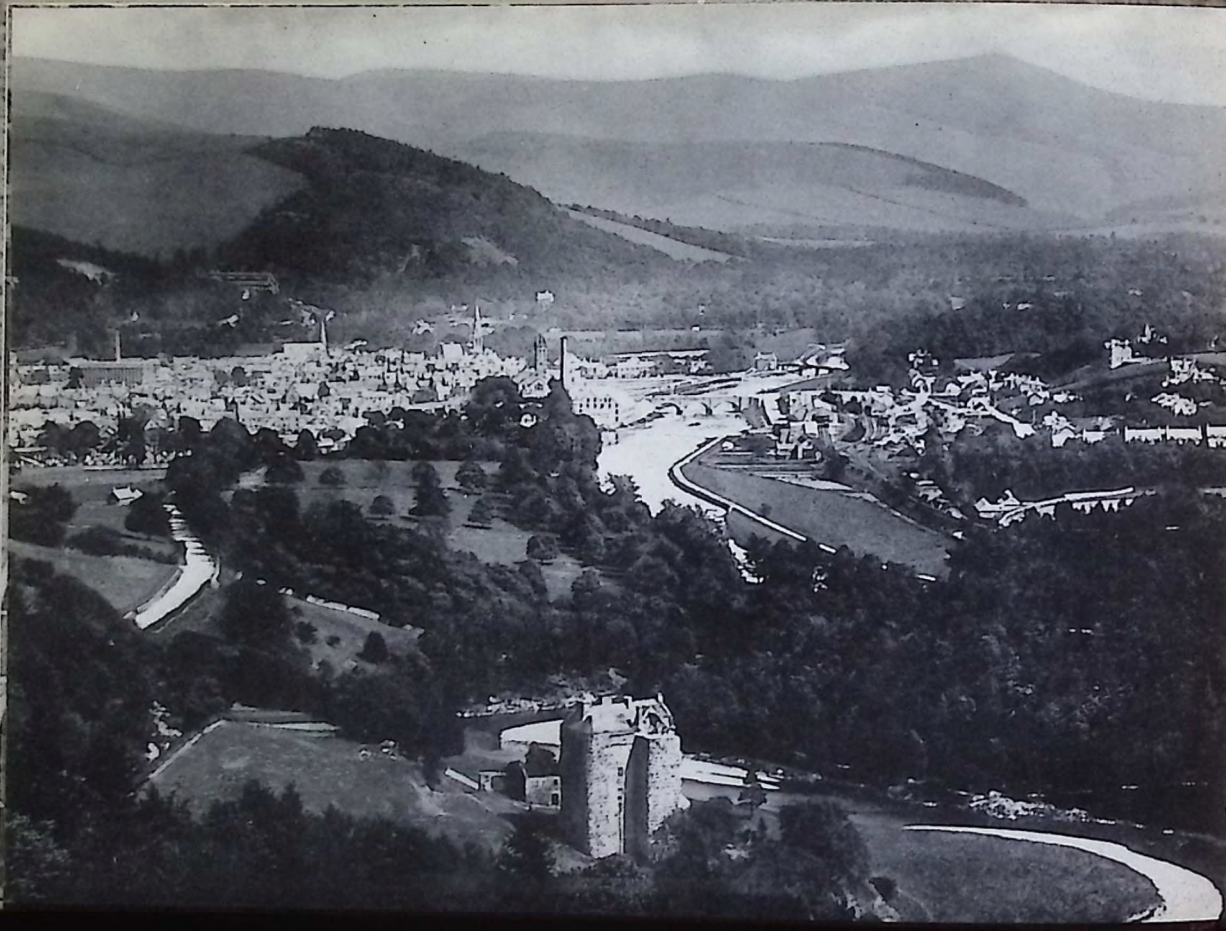
About a century later, a trade inspector appointed by "the Board of Trustees for Manufactures in Scotland" reported that at that time Galashiels boasted 30 looms, Melrose 140, Hawick 65, Moffat 50, Jedburgh 55 and Kelso and Peebles, 40 each. To-day there are no looms in Melrose, Moffat or Kelso, while in Peebles there are 270. In those days, coarse woollen cloths called "Galashiels Greys," were



the main product of manufacture. It is interesting to note that, about this time, Thomas Turnbull, ancestor of our biggest American customer, was the first man in the Borders to use woad for dyeing purposes.

The years between 1750 and 1850 were a period of great mechanical invention and industrial expansion. The age of the handloom weaver was passing and the advent of machinery saw the establishment of mills as we know them to-day. The first to be built in the Borders was Caerlee Mills, Innerleithen. This mill was erected in 1786 by Alexander Brodie, an ironmaster born near Innerleithen, and friend of the great engineer, Thomas Telford. This mill was rented by Henry Ballantyne (1802-1865) during the years 1820-29 and finally passed into the hands of this firm in 1901.

In 1822 the name of David Ballantyne is recorded as a member of the Galashiels Manufacturers Association.



Some six years later the demand for the old " greys " and " blue claith " slackened and times were hard for the Tweed firms, but the following year 1829 saw the birth of the Scottish Tweed Trade as it exists at this present time.

The first departure from conventional fabrics and colourings has been attributed to various persons, but the credit is generally given to Sir Walter Scott, whose habit it was to wear trousers of a black and white Shepherd check. His example was soon largely followed and the depression of yesteryear vanished overnight. Soft tartans for the nobility became the fashion and trouserings made from twisted yarns and mixed colourings. The first consignment of the new Scotch Tweeds for the London market was despatched from Peebles and met with great success.

The now familiar term " Tweed " originated at this time when the word " tweel,"



meaning twill, was indistinctly written on an invoice and read as "Tweed" by James Locke of London, a well-known woollen merchant of the day, who adopted the name as most suitable for cloth made in the Border districts.

In 1847, Henry, who had returned from Innerleithen in 1829, left Galashiels once more and founded the firm of Henry Ballantyne & Sons at Walkerburn where, on a bare hillside, he built his mill and houses for his employees. The middle of the nineteenth century was a time of great prosperity and rapid expansion in the Tweed trade, and when Henry died in 1865, his five sons inherited a fine business—large by Scottish standards. It was not large enough, however, to absorb the activities of all the brothers, and in 1870 the three younger ones, George, James and Henry, left to found the firm of Ballantyne Bros., at Innerleithen where they built Waverley Mills. In 1883 the remaining two brothers, David and John, ended their partnership, and the elder

brother built March Street Mills, Peebles, where he and his sons started a new and large concern called D. Ballantyne & Co.

During these years there was a ready market for Scottish woollens, and as their fame spread abroad so did their sale. Mills were enlarged and new machinery bought to cope with the demand. At the turn of the century Caerlee Mills were bought by D. Ballantyne & Co. In 1912 David died. In 1920 the two firms of D. Ballantyne & Co. and Ballantyne Brothers were amalgamated to form D. Ballantyne Brothers & Co. Ltd., with Sir Henry Ballantyne as Chairman.

The last thirty years have been a testing time for the Scottish Woollen Trade. The slump of 1921, and the world depression of the early 1930's have taken a severe toll of the Border mills. Fortunately these obstacles have been surmounted and,

during this period, the firm has consolidated its position to such an extent that to-day it is the largest in Scotland. Just prior to the Second World War a comprehensive reorganisation took place. All the carding and spinning machinery from the other two mills was transferred to Waverley Mills, while the weaving machinery was centred at March Street Mills.

In 1921, in order to dispose of an accumulation of unwanted yarn, a few knitting machines were ordered and a small hosiery department was started to manufacture men's golf hose. This venture was an immediate success and in a short time had grown to such dimensions that it was necessary to move to larger premises in Caerlee Mills. Gradually the scope of this department was extended to include the manufacture of men's pullovers and ladies' sweaters—largely from Cashmere yarn.

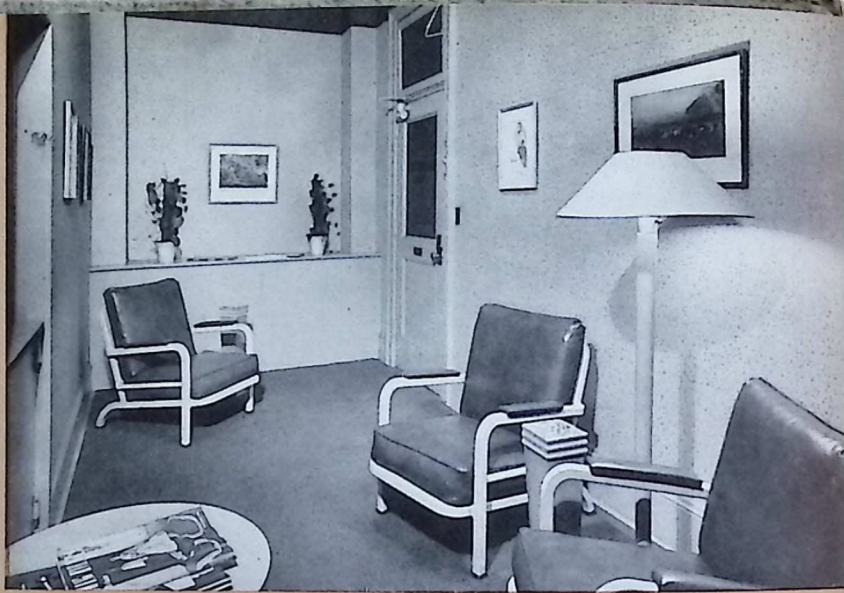


In 1941, Sir Henry, who was predeceased by his three sons, died and was succeeded in the Chairmanship of the Company by his grandson, Henry.

Since the war an extensive programme of modernisation has been carried out with a resultant increase in manufacturing efficiency.

D. Ballantyne Brothers today have some 200 looms and employ roughly 700 workpeople.

In the knitwear field, 1945 saw the birth of the Ballantyne Sportswear Co. Ltd., and its growth since that date has been rapid and successful. During the War the old Caerlee Mills Knitting Co. Ltd. had been closed under the Government scheme for the concentration of certain industries. Its revival, under its new name, since then



has been such that its products are now recognised as the finest in the world and its output is five times that of pre-war.

Even a short visit to a Scottish woollen mill gives one an insight into the great variety of cloths that are manufactured there. Our firm manufactures a range from 7 oz. lightweight worsteds to 35 oz. overcoatings; from the harshest handling Harris-type cloths to the softest cashmere fabrics; from the most colourful designs imaginable to the dull drab khaki mixture.

The Scottish woollen trade is a versatile one and its goods are bought for their distinctiveness, quality and design. This firm's cloths find their way into most countries in the world—goods are shipped direct from the mill to 26 different countries, while woollen merchants to whom our cloth is sold sell to tailors the world over.



Our customers are varied, but may be classified as follows:—

- (1) Woollen merchants—who sell men's and ladies' cloths to tailors, smaller clothiers and stores.
- (2) Clothing manufacturers who make ready-to-wear clothes for men and women and sell them to stores.
- (3) Multiple clothiers who own their own stores.
- (4) Stores who buy our cloths to sell over the counter, or to make up in their own workrooms.
- (5) Haute Couture.
- (6) Local authorities and Government Departments.

Much of our men's cloth is unidentifiable by the general public but the tailors know many of our products under brand names. By far the most famous of these is

“Sportex.” Made by us for over thirty years, the cloth is sold in practically every country in the world. Other cloths carrying a listed selvedge which we manufacture are: “Vivasport,” “Scotch Fintex,” “Bellenden,” “Alsport,” “Rivercool Flannel,” “Hardeesy,” “Sportiana” and “Kinross.” In America one of the best known branded overcoats is “Scotch Mist,” made from a series of our cloths specially woven and treated by a secret formula which gives complete waterproof qualities. In some countries our goods carry the selvedge: “Made in Scotland by Ballantyne of Peebles.”

Abroad our biggest market is U.S.A., but we have an extensive trade in Europe, the Middle East and the Dominions as well.

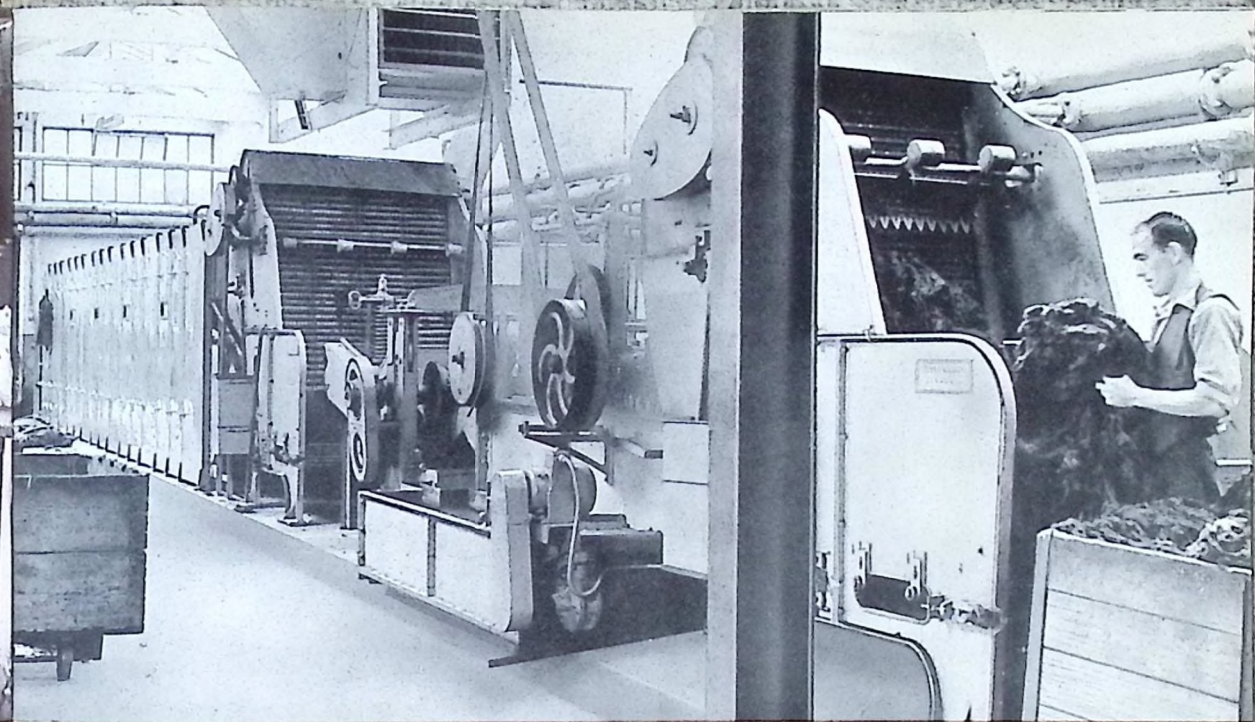
Some of our customers come to March Street Mills to buy their cloth, but many, of course, do not. For these latter ones we maintain offices in London and New York

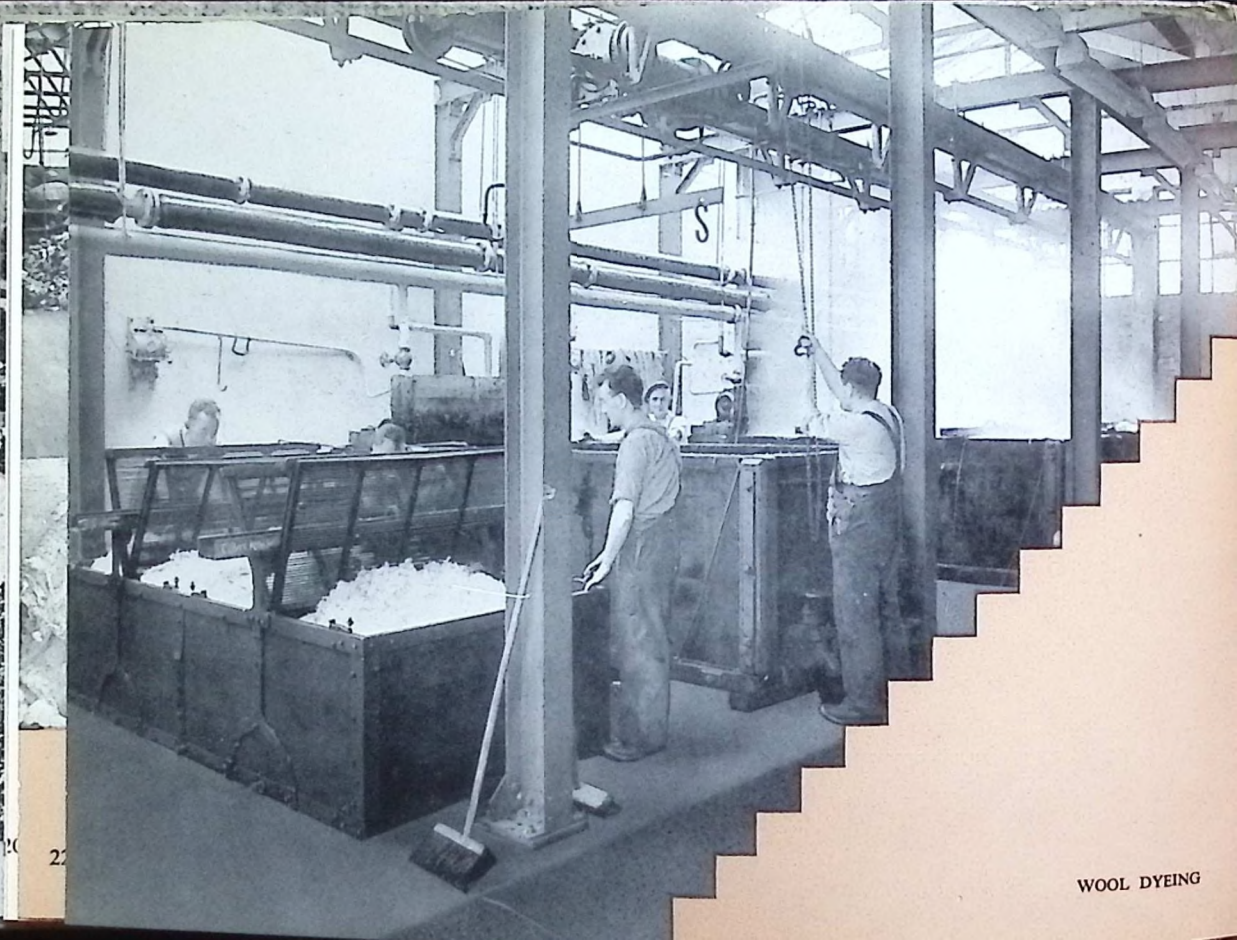
with fully trained staffs as well as agents in most countries who are visited periodically by our export manager.

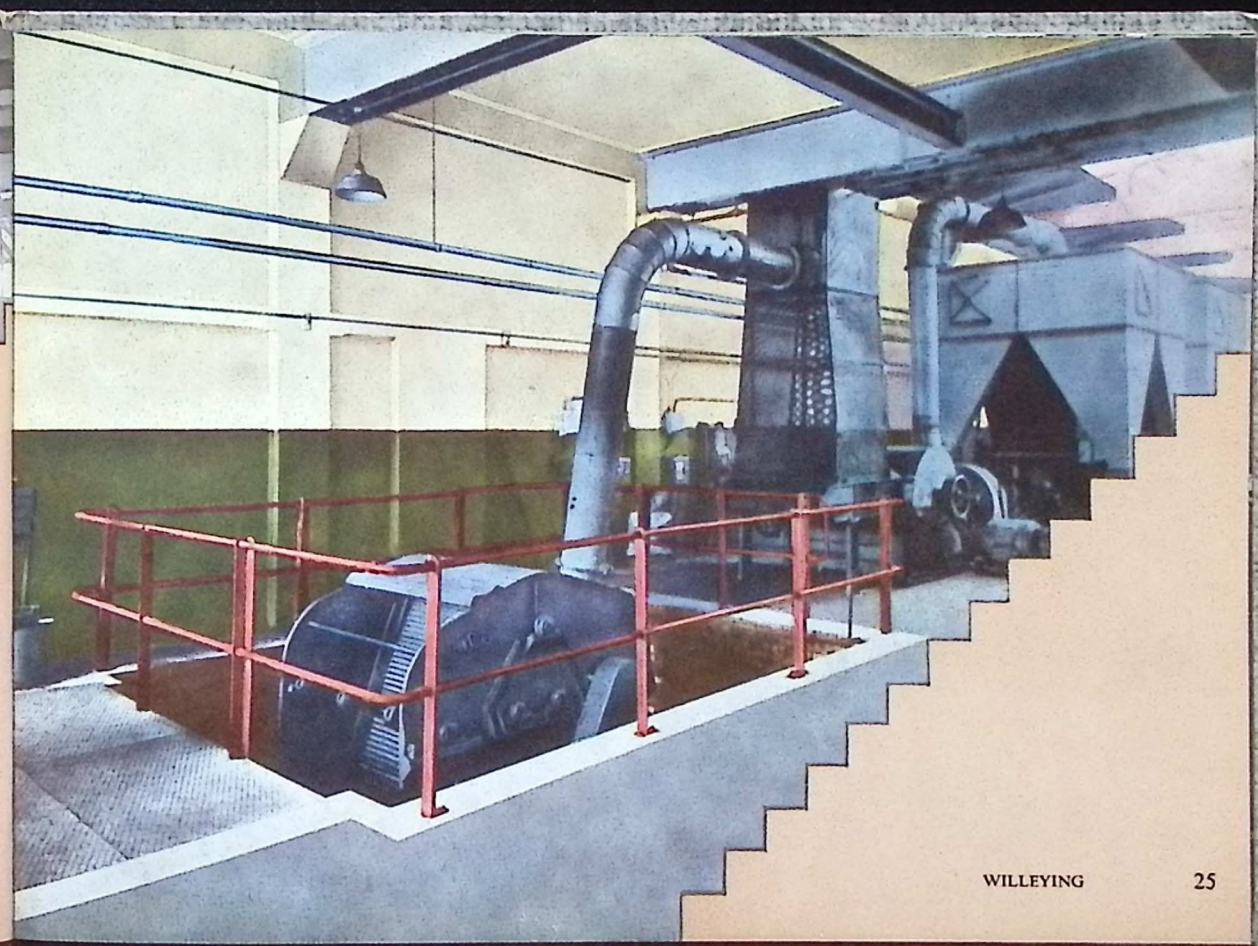
Peebles is a holiday town and during the summer there are many visitors. To cater for those who may wish to buy some of the local products, several years ago we opened a retail showroom at 1 Eastgate, where cloth and knitwear manufactured in our own mills may be bought. We are always pleased to show interested visitors over our mills.

The Scottish Tweed Trade, like any person of mature age, has seen good times and bad. Whatever the future holds we shall continue our endeavours to make cloth of distinction and quality, in the belief that a policy of honest workmanship and value will always find acceptance in this changing world. Eleven generations of Ballantynes have made fine cloth, and it is our hope that many generations to come will follow the traditions built up over the centuries.





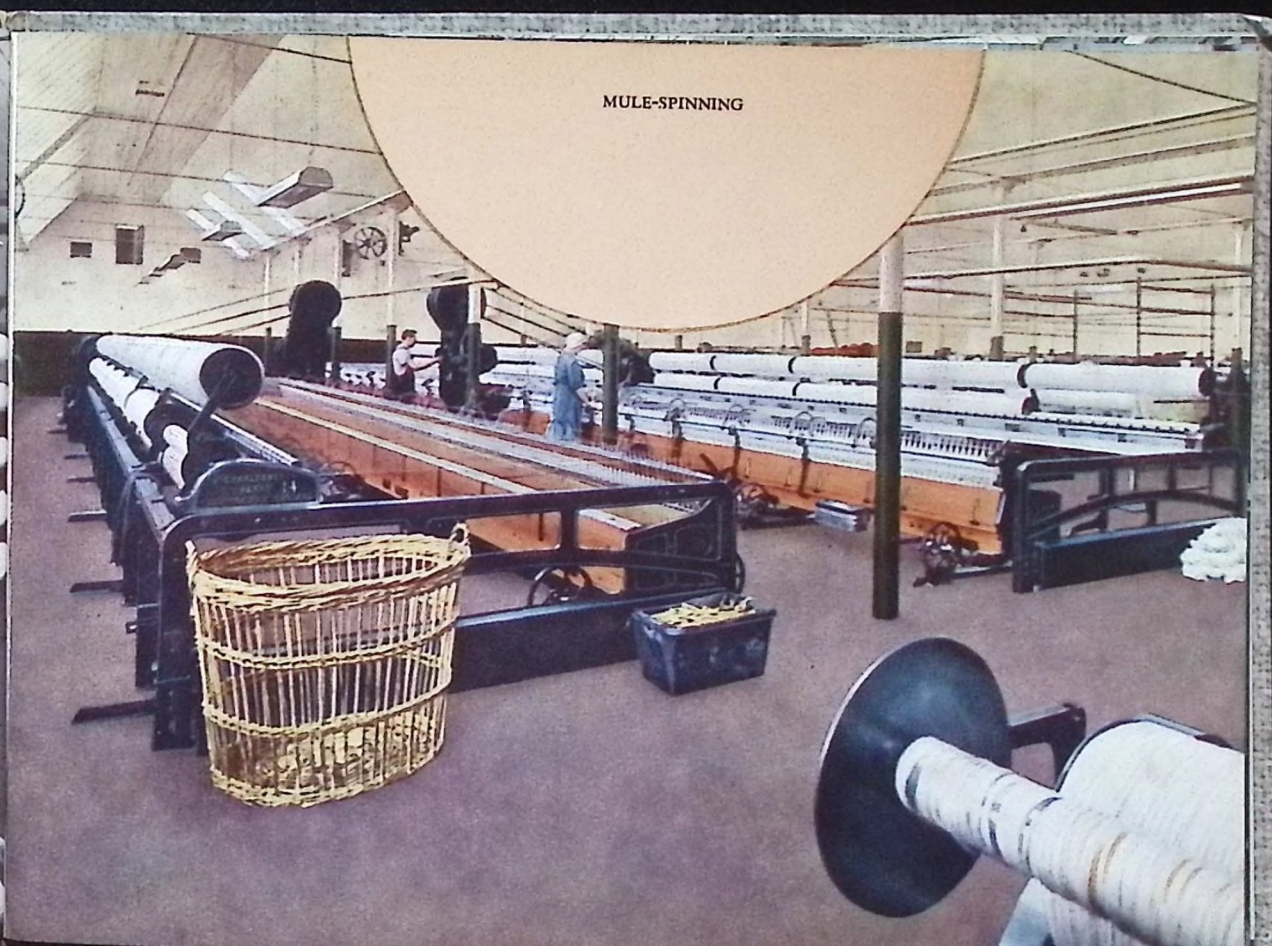




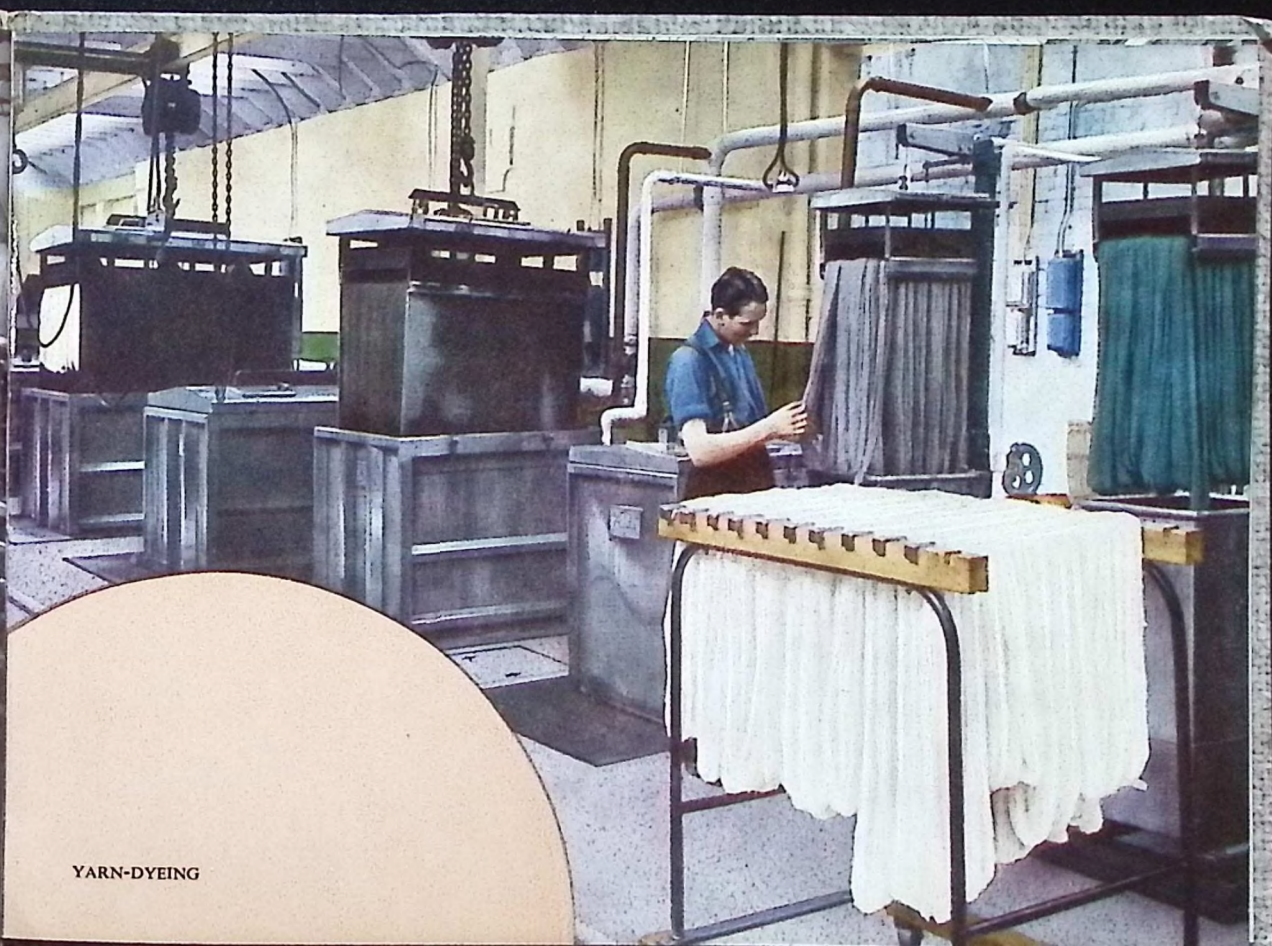


CARDING

MULE-SPINNING







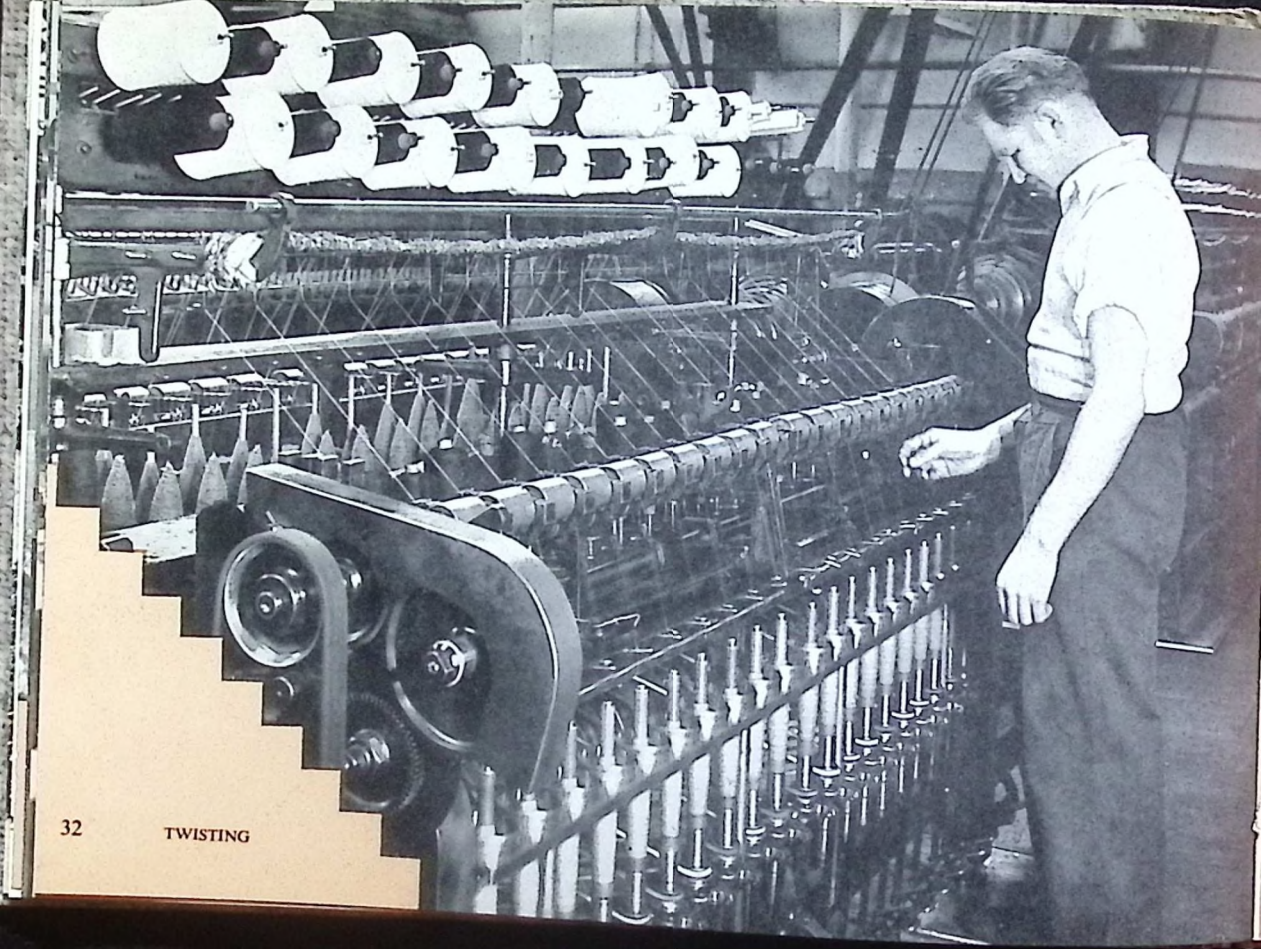
YARN-DYEING

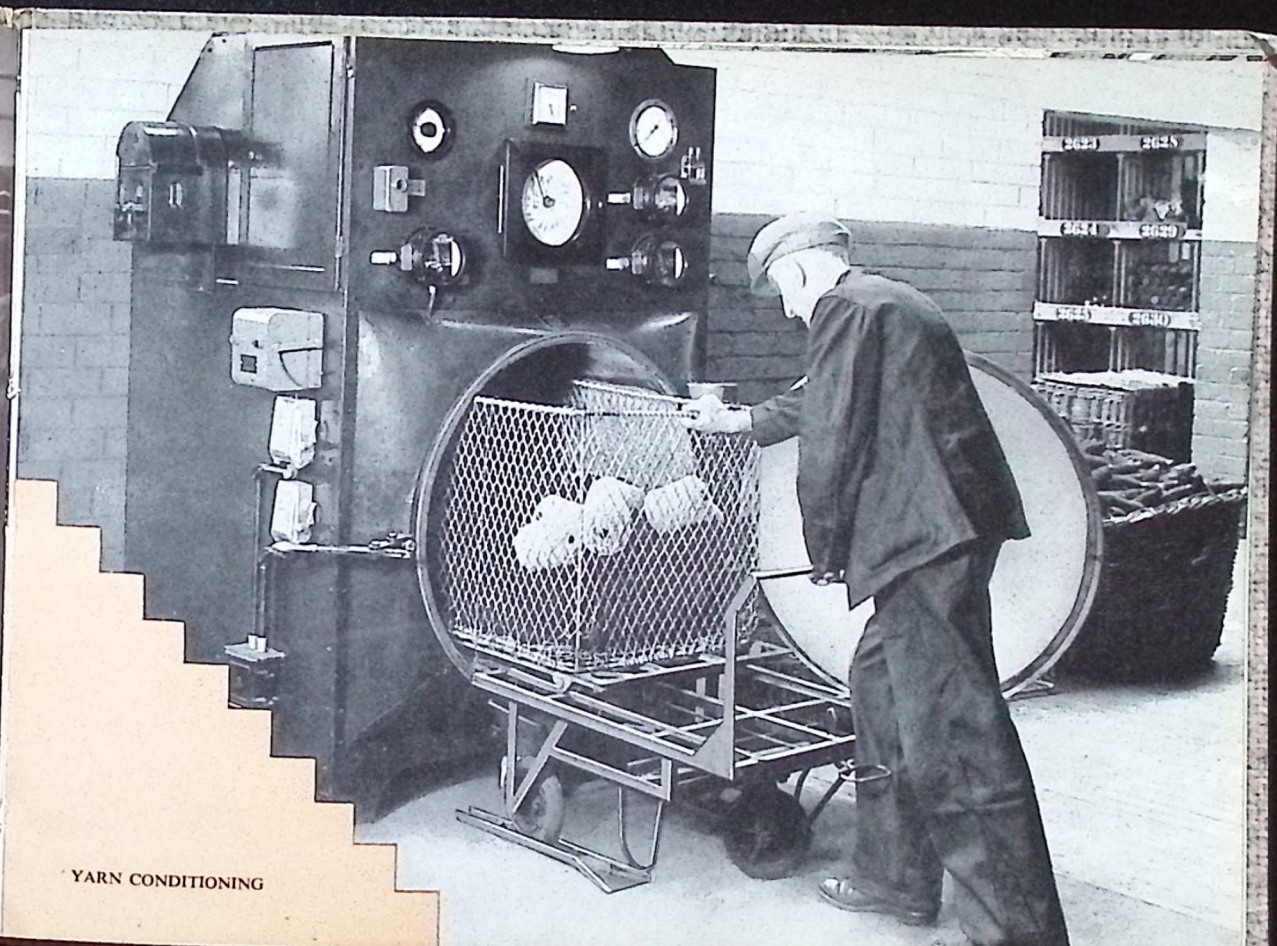


YARN-TESTING

YARN STORE

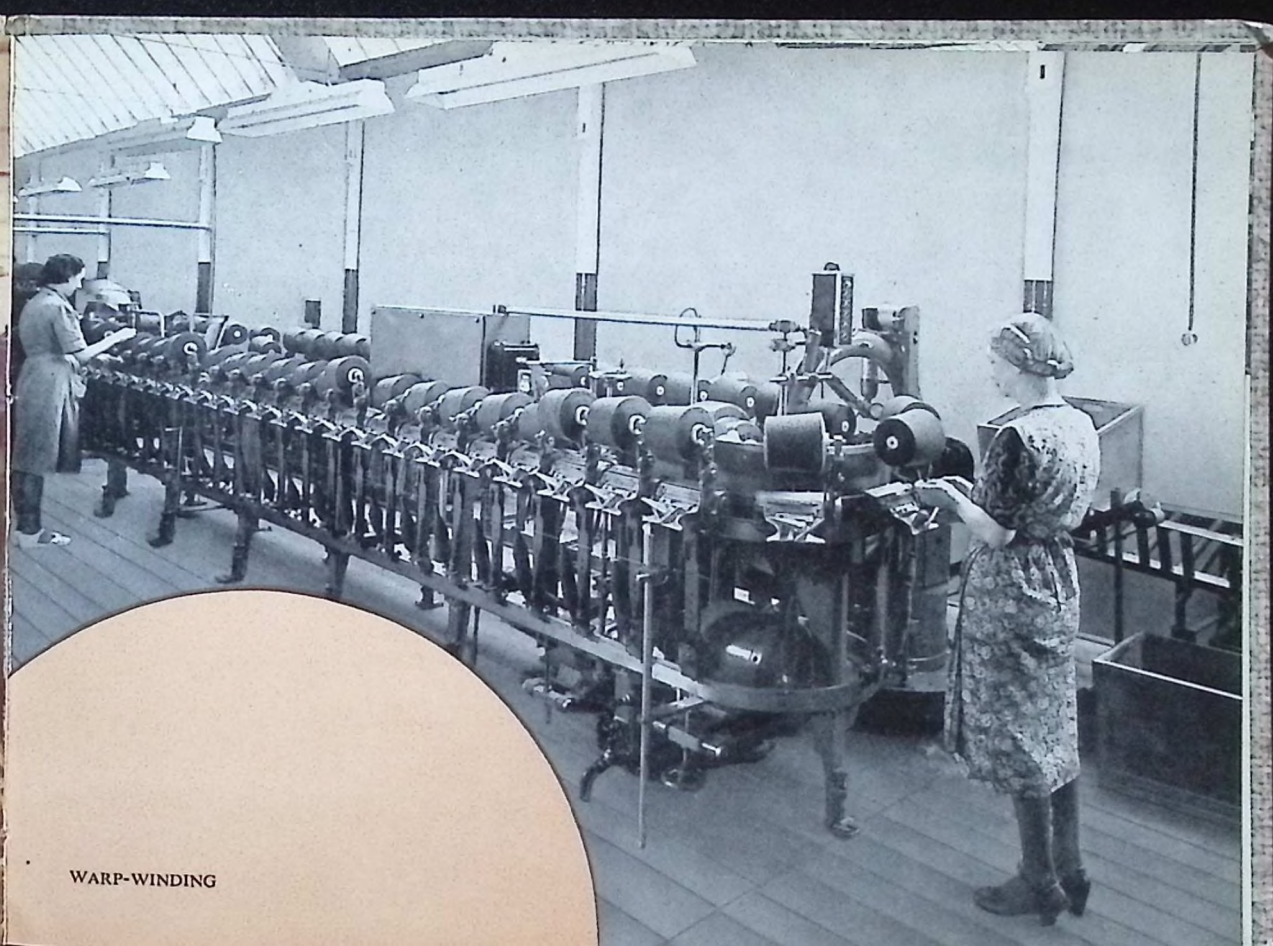




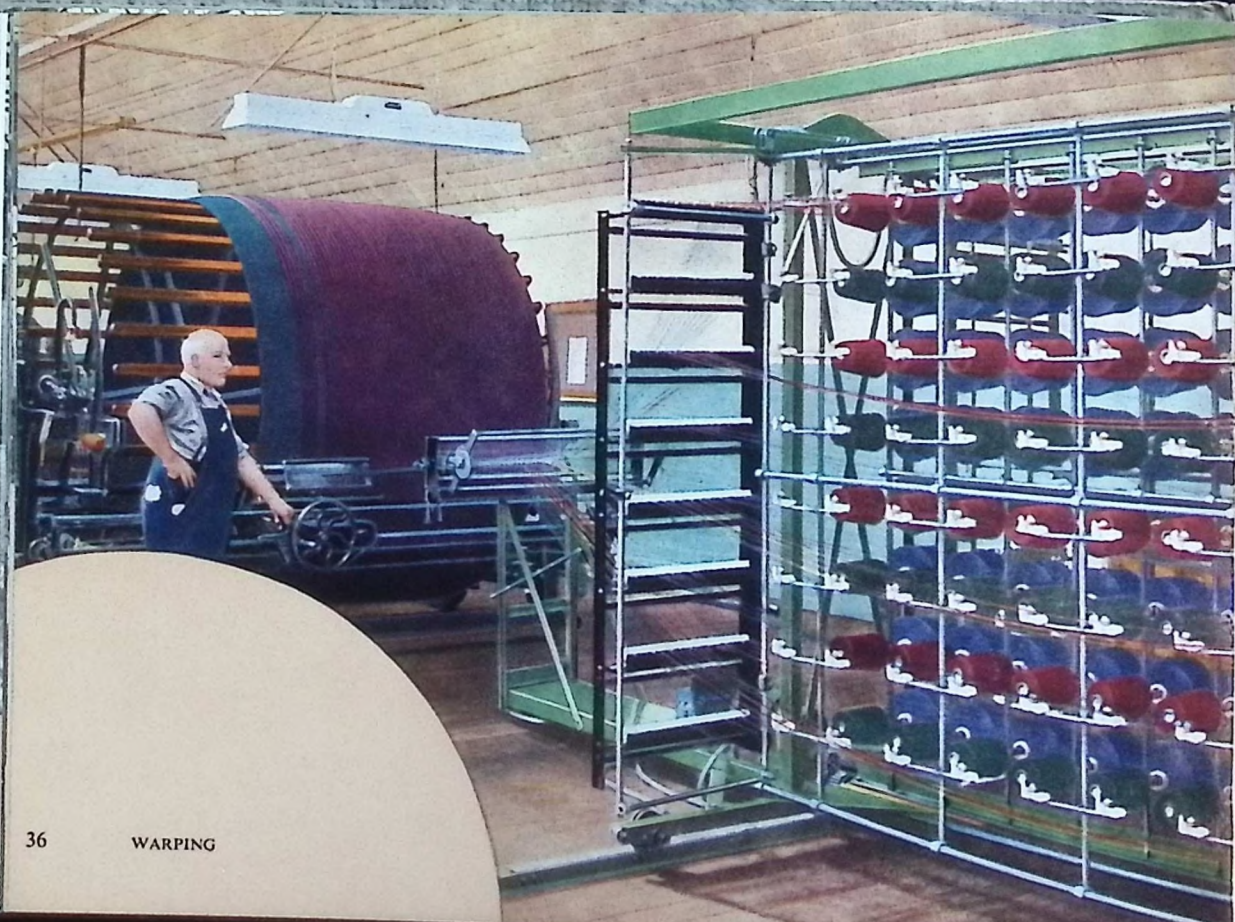


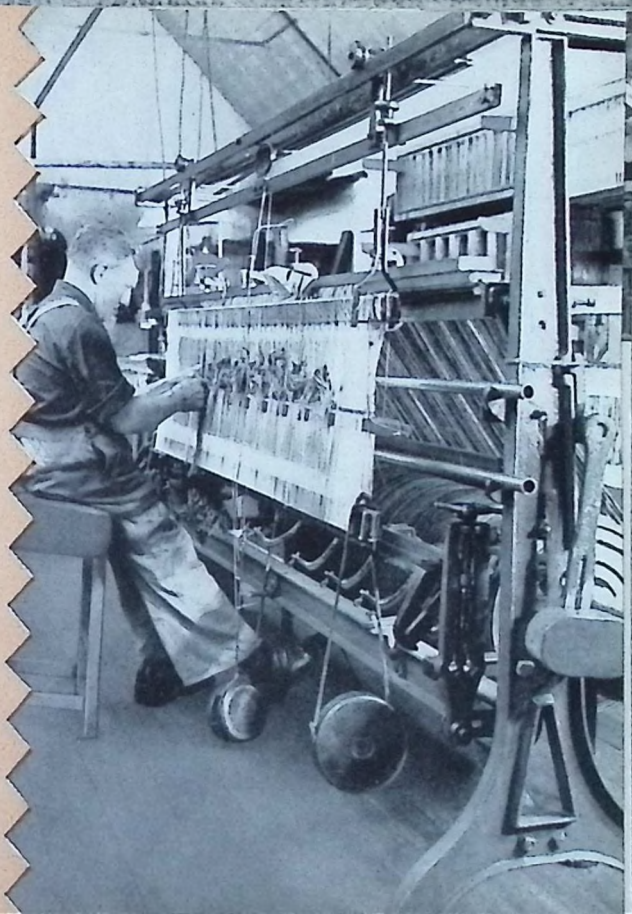
YARN CONDITIONING





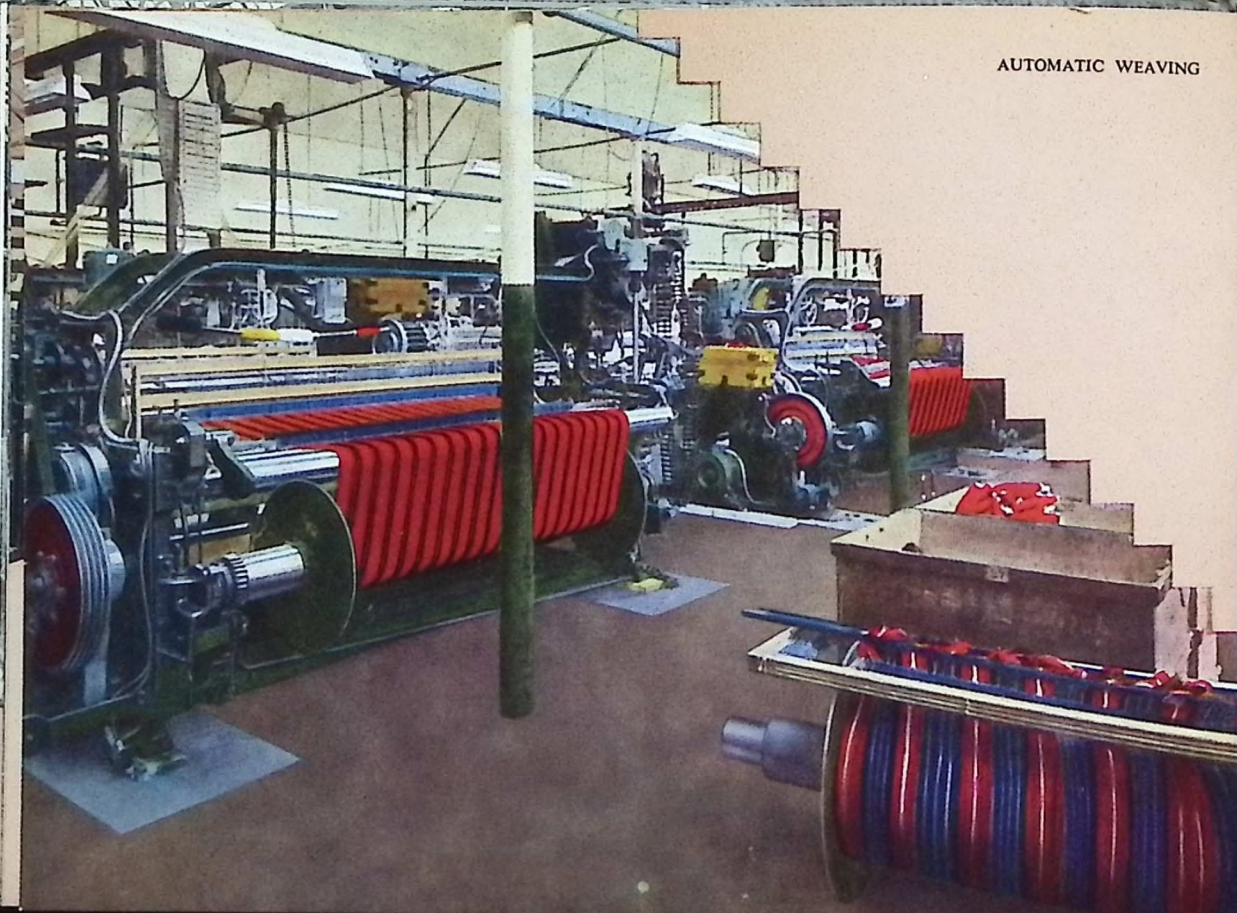
WARP-WINDING



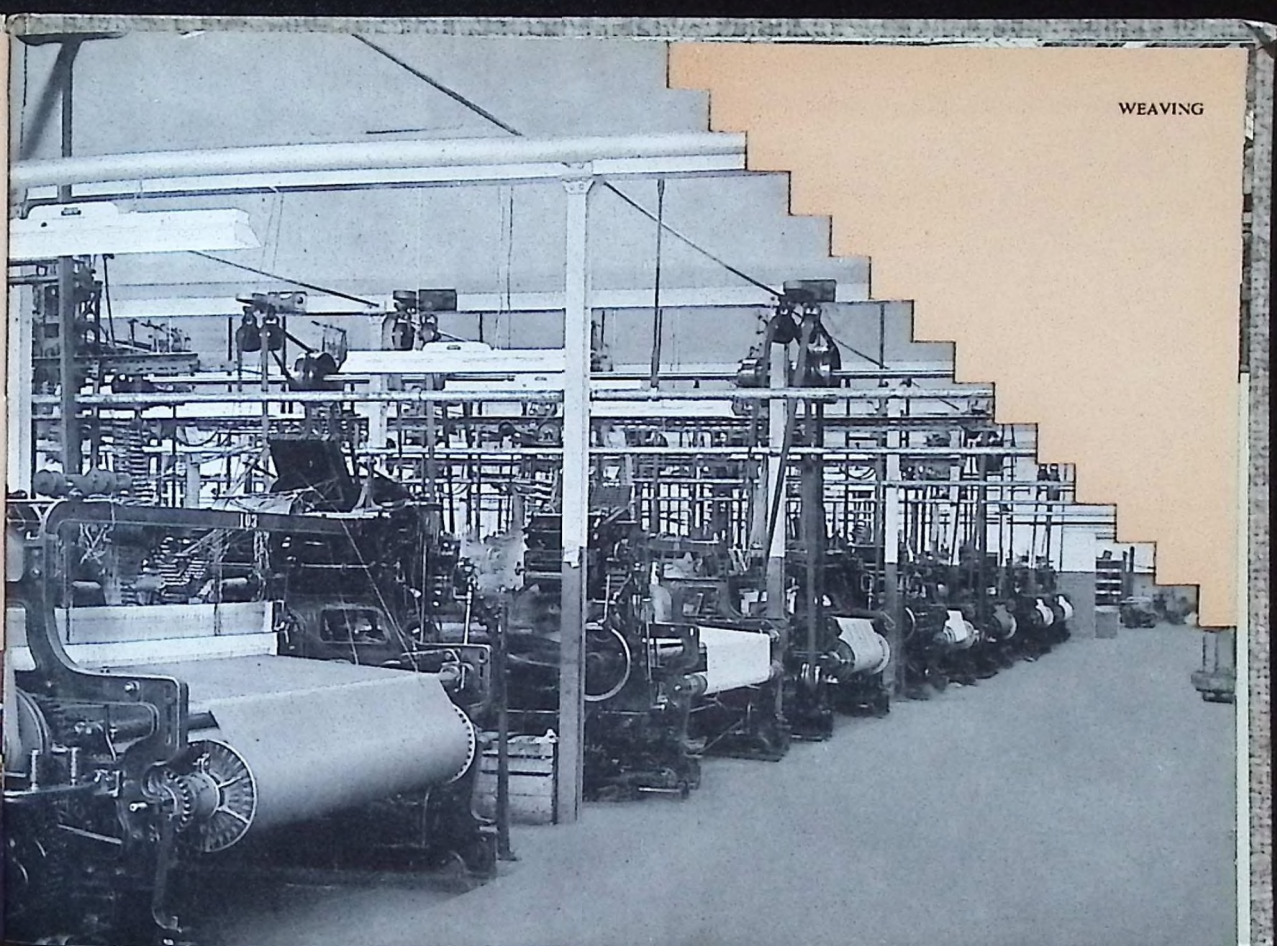


DRAWING

AUTOMATIC WEAVING



WEAVING

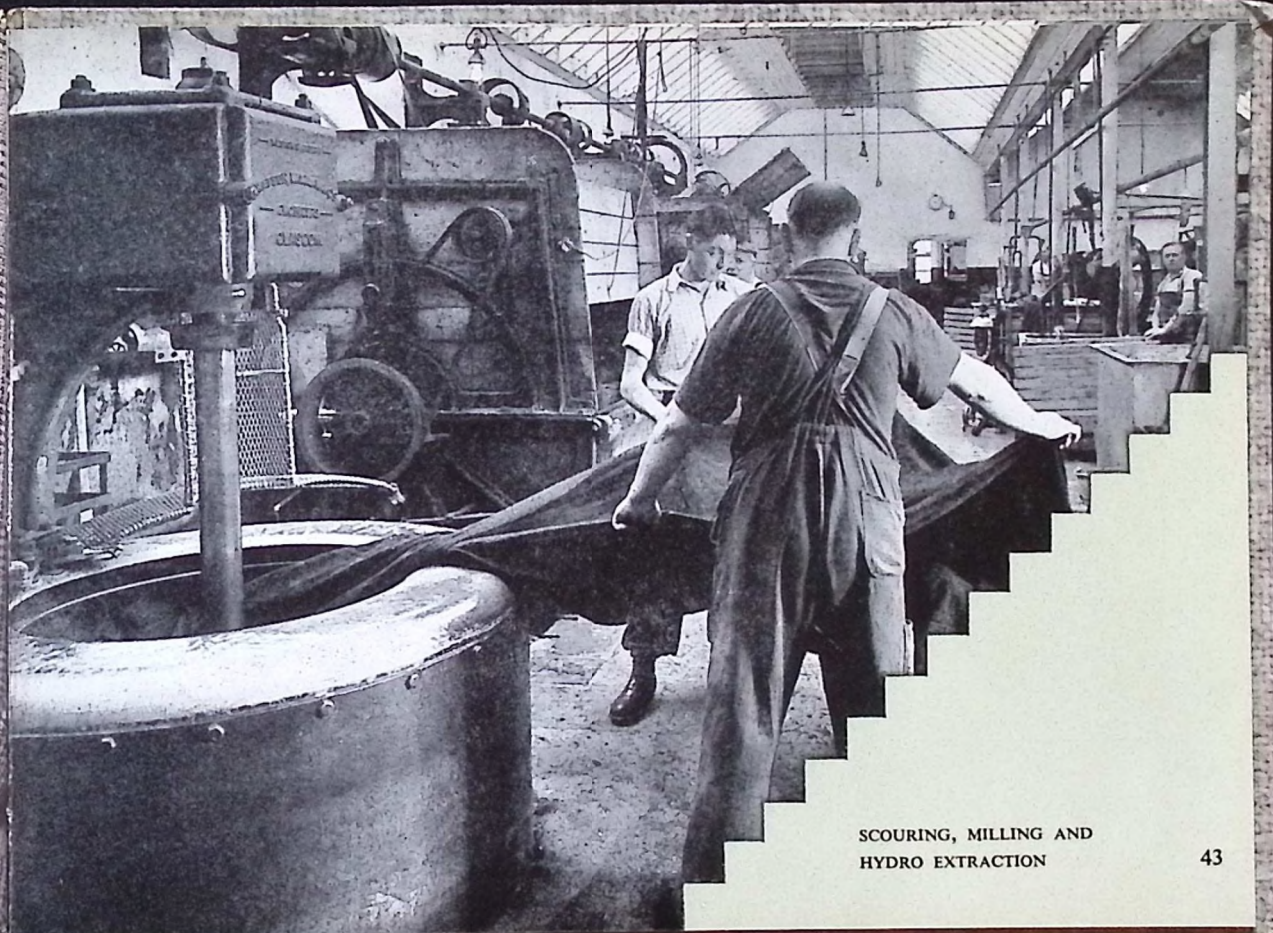


EXAMINATION OF WEBS

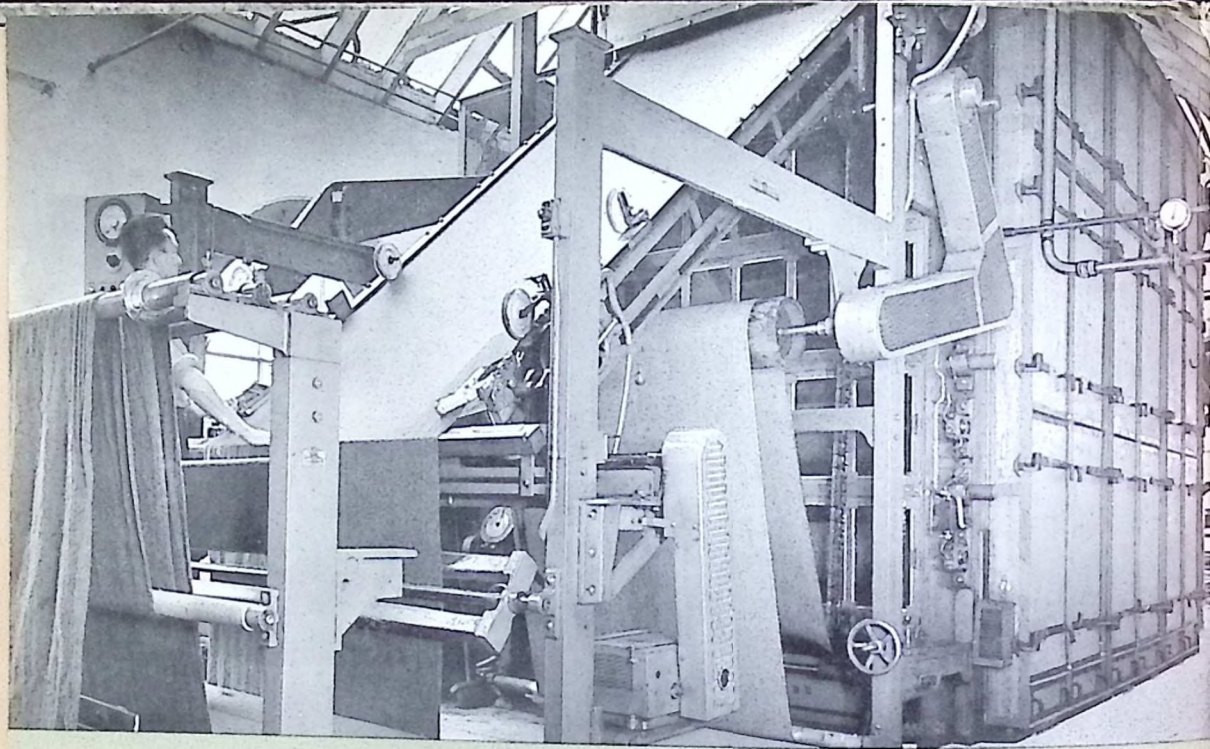








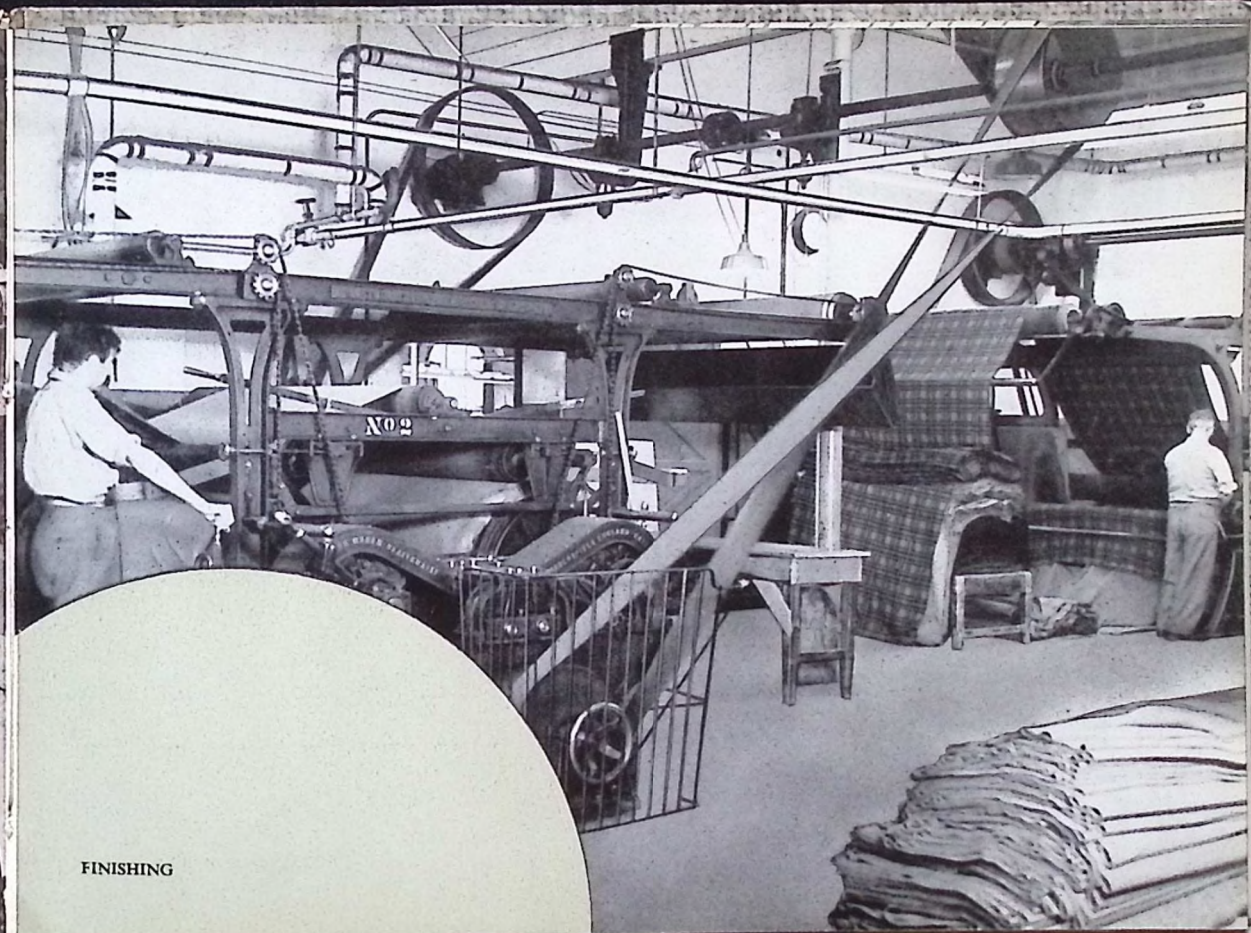
SCOURING, MILLING AND
HYDRO EXTRACTION



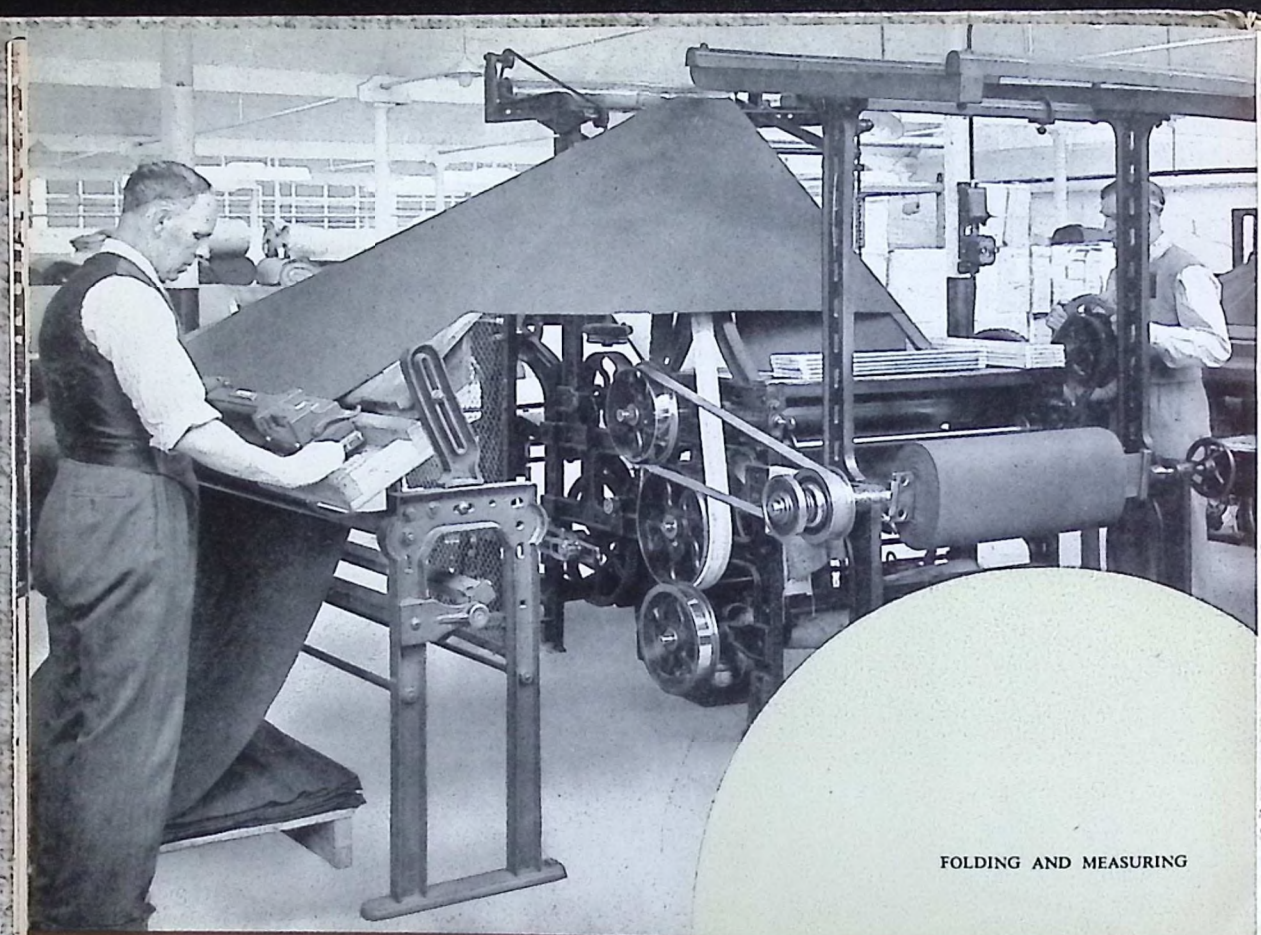


CROPPING





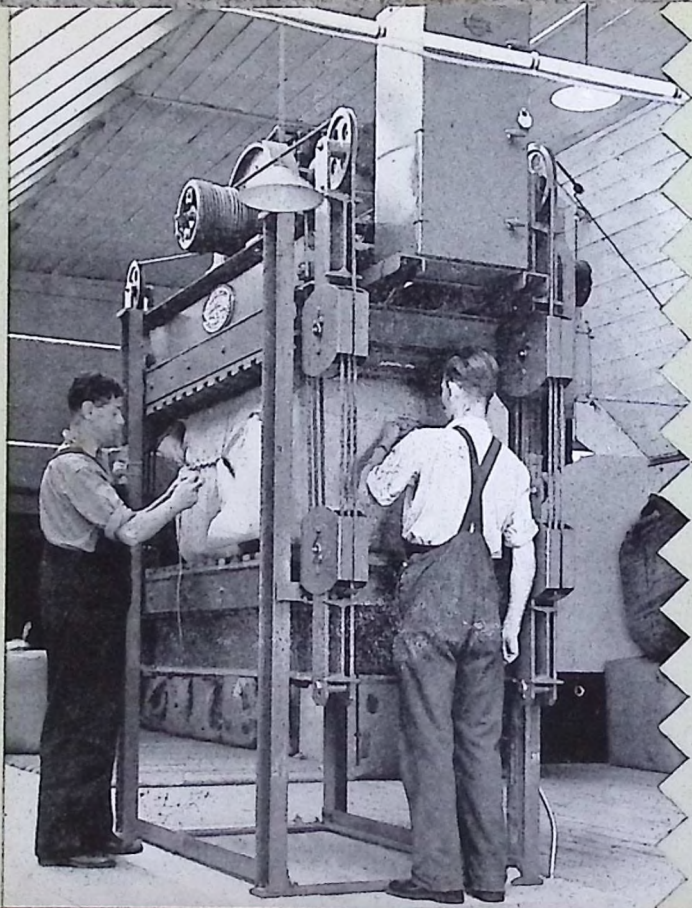
FINISHING



FOLDING AND MEASURING

WAREHOUSING



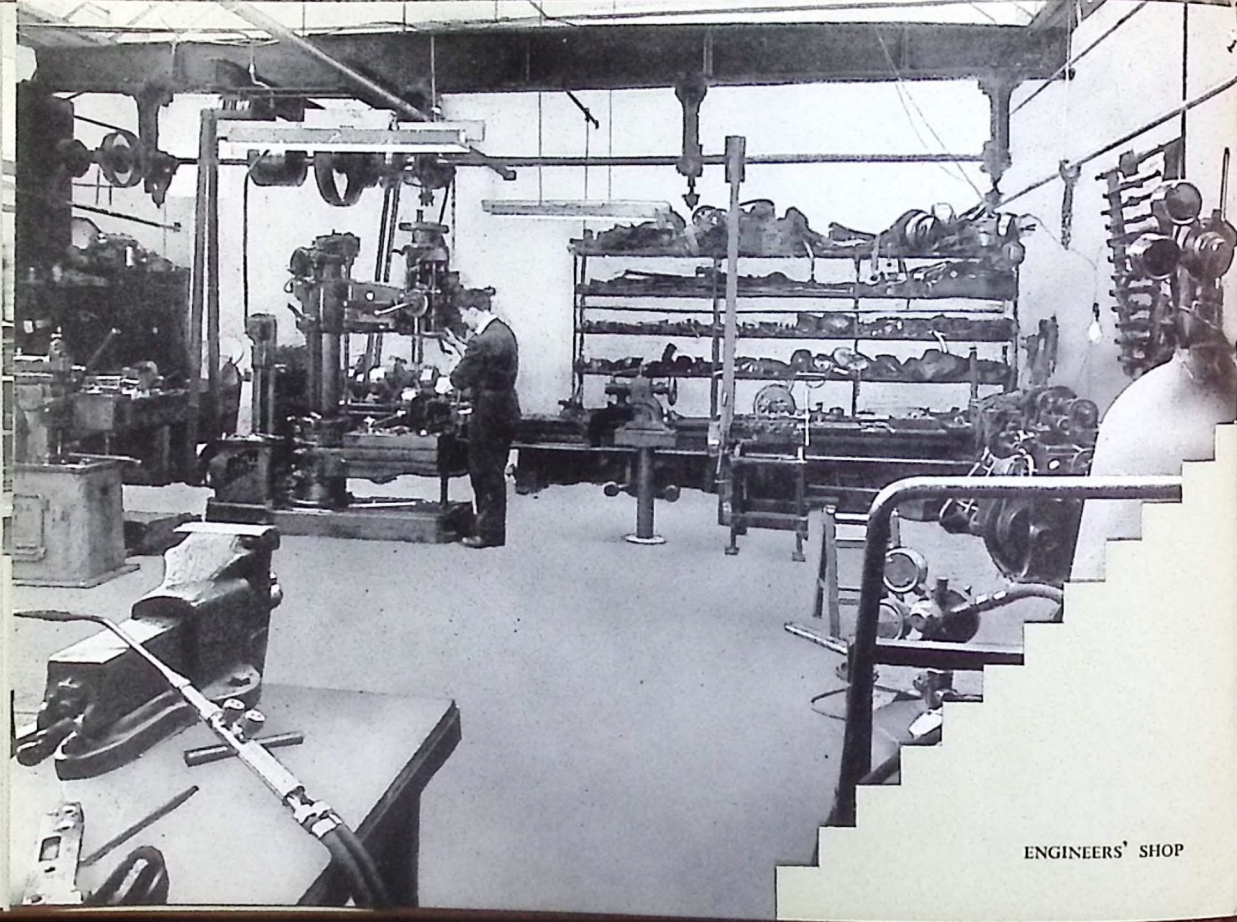




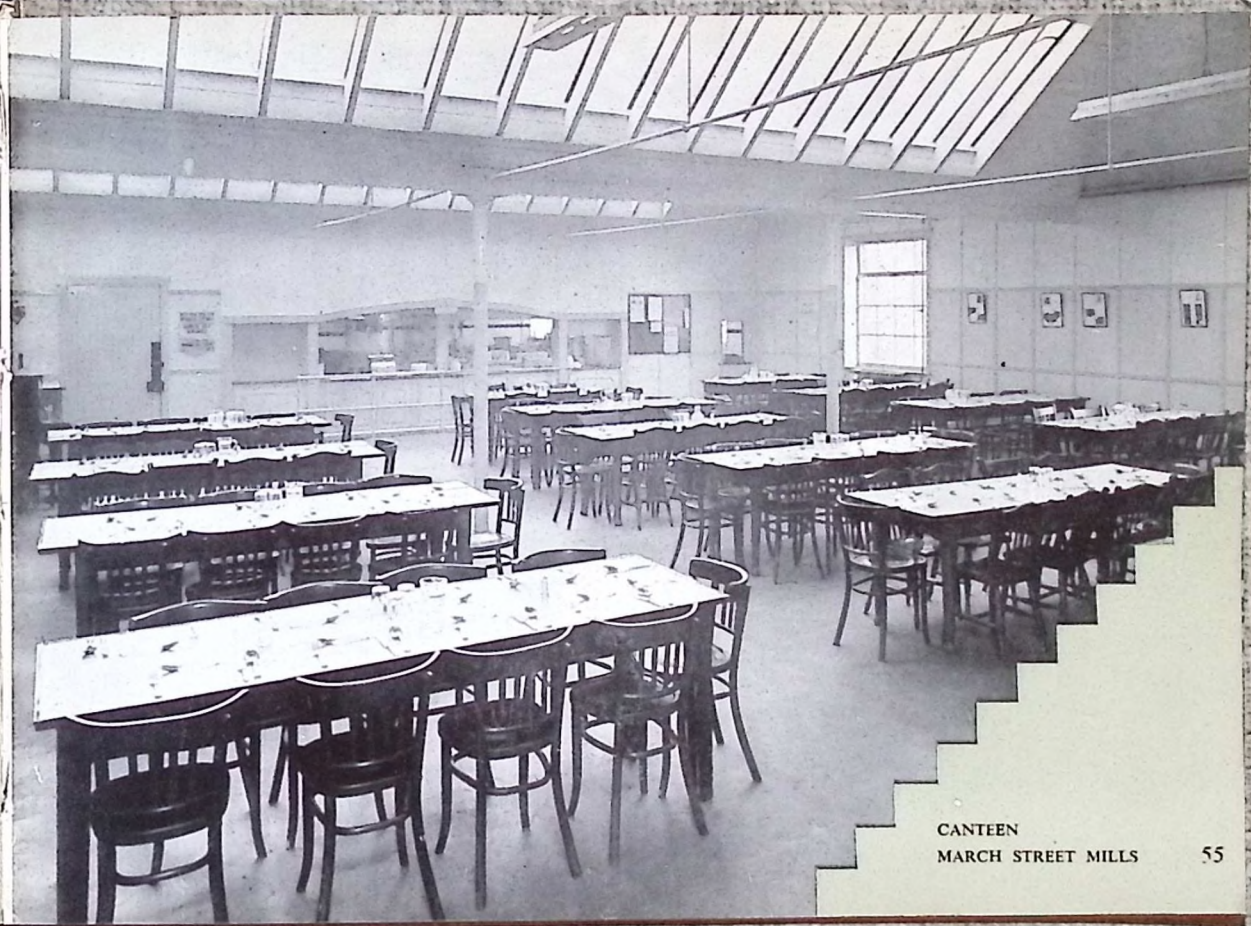


MILL SHOWROOM





ENGINEERS' SHOP



CANTEEN
MARCH STREET MILLS

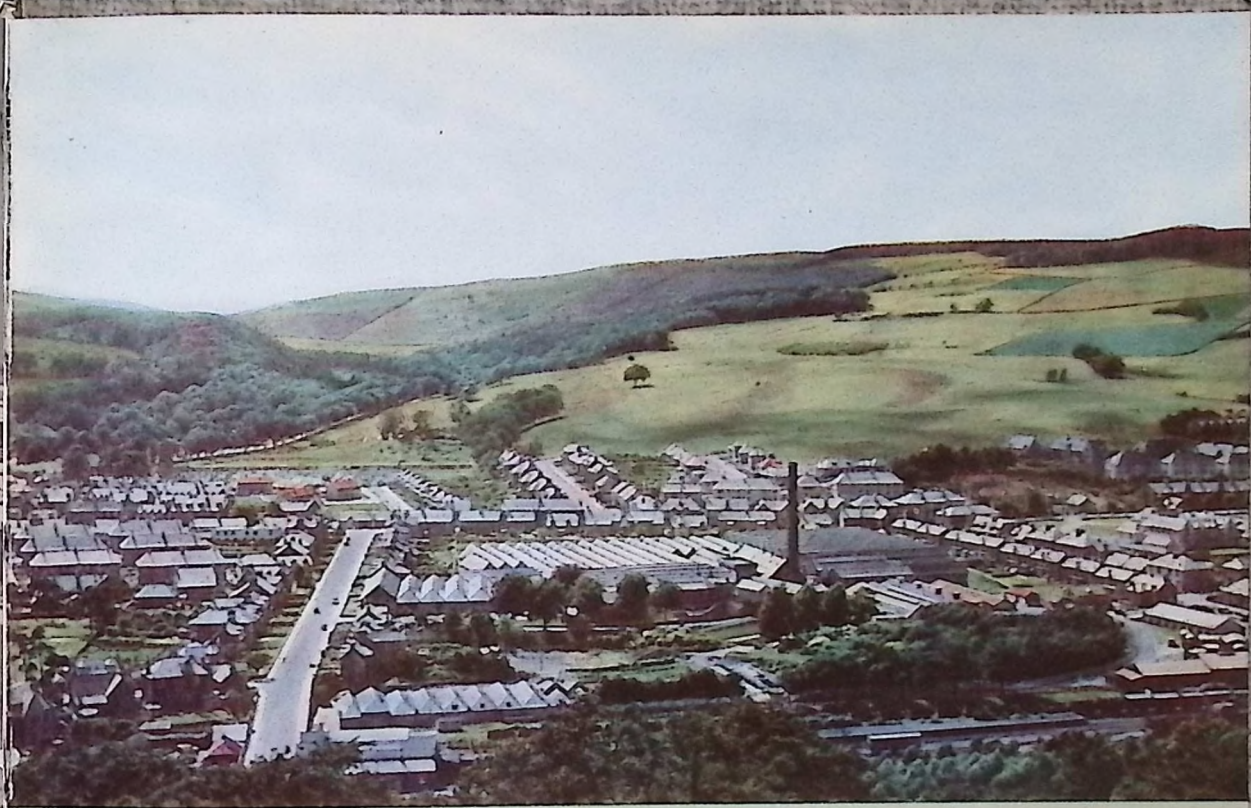
WELFARE AND FIRST AID



OFFICE







MARCH STREET MILLS, PEEBLES

D. BALLANTYNE BROS. & CO., LTD.,
MARCH STREET MILLS
PEEBLES



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