

APRIL, 1907.

**T A N N E R ' S**  
**TRADE CIRCULAR**  
TO PRINTERS AND STATIONERS.



**R. T. TANNER & Co.,**  
DORSET STREET, SALISBURY  
SQUARE,    ::    ::    ::    LONDON, E.C.



# The Cover of this issue


Is printed on "Salisbury"  
Cover Paper (INGRAIN  
BROWN) No. 20.

☐ Supplied in Twenty-three  
Art Shades, two weights  
and three sizes, 40, 45 Med.  
50, 70 Royal, 60, 80  
Double Crown, 480 Sheets  
to Ream.

☐ Exceptional Quality,  
Excellence of Taste,  
Inexpensive.

☐ Write for Sample Book,  
Free on application.













R. T. TANNER & CO.,  
Dorset St., Salisbury Sq.,  
LONDON.  E.C.



# Tanner's Trade Circular

FOR PRINTERS & STATIONERS

Published by

R. T. TANNER & Co.

Dorset Street, Salisbury Square,  
London, E.C.       
39 & 40 Hutton Street, and  
40, 41, 42 Primrose Hill,  
Whitefriars, London, E.C.    
And at CARDIFF, PARIS and  
BUENOS AIRES.   

Telephone: 17 & 854 Holborn.  
Telegrams: Tanner, London.   
Cables: A.B.C. 5th Edition,   
Western Union and A 1 Code.

Exclusive Trade Circulation.

Vol. II., No. 3. APRIL, 1907.

Gratis and  
Post Free.

## OUR MONTHLY REVIEW.

**Bargain Envelopes.** During the month we have purchased a very large stock of high-class envelopes in a variety of sizes, particulars of which are fully given on page 58 of this issue. A well-known mill, making these goods, have decided to give up keeping a stock in London, and we have bought the whole of the warehouse stock at very greatly reduced prices. We are, therefore, in a position to offer them to our customers at corresponding reductions, but, of course, this is an offer which cannot be repeated. The goods are in perfect condition, and are well packed in boxes of 500. To avoid disappointment, it will be necessary to make early application for supplies.

\* \* \*

**Paper used for this Issue.** The cover of this issue is printed on one of the new "Salisbury" Cover Papers, namely the No. 20, Ingrain Brown. The four additions we made some time ago to this series of papers appear to have been very much appreciated by our friends, judging by the quantities that have been sold, and from the very favourable remarks that have been made in connection with them. The "Salisbury" Cover Papers are now supplied in 23 colours, in two weights and three sizes. We shall be pleased to forward sample books of the whole series to any printer who has not yet received them. The paper used for the text is No. 258, 60lbs. Art Double Medium. As will be seen, this paper



Telegraphic Address:  
"Palmerk, London."



.. Telephone: ..  
No. 1084 Holborn.

- All Kinds of -

# Printing Inks

Letterpress  
and  
Lithographic  
Varnishes.

Dry Colours  
and  
Roller  
Composition.

VEGETABLE, SPIRIT & GAS BLACKS.

Manufactured by

## Slater & Palmer

### LONDON.

City Office and Stores:—4 WINE OFFICE COURT, FLEET STREET, E.C.  
Works:—MARSHGATE MILLS, STRATFORD, E.

This Circular is printed with our Jet Black Ink,  
No. 144, at 2/- per lb.

possesses a remarkably fine surface, and is especially suitable for all high-class work, and for the printing of half-tone blocks. It is stocked in the following weights and sizes:—36, 45, 50, and 60 lbs., Double Crown; 100 lbs. Quad Crown; 60 and 72 lbs. Double Demy (23×36); 72 lbs. Double Royal; and 50 lbs. Double Cap., all 516 sheets flat. The price is 3d. per lb.

\* \* \*

#### A Special Line.

Having made for one of our customers 300 reams of a very fine Imitation Art Paper, which was thrown on our hands through some financial difficulty, we are able to offer it at a considerable reduction in price. It is 88 lbs. Double Demy, (500 sheets flat), and was intended for a really high-class job. The price was 3d. per lb., but we are willing to supply, either the whole of the consignment, or part of it, at 2½d. per lb.

Many and sincere were the kind wishes and hearty good-byes which greeted Mr. R. J. Starsmeare at the farewell Concert, given on the occasion of his leaving the old country, and the employ of Messrs. W. H. Smith & Son, for Canada, after 34 years' service in the Printing Department. An excellent programme of music, recitations, &c., was arranged, and the chair was taken by Mr. W. T. Curtis, assisted by Mr. Sleep as vice-chairman. About one hundred and fifty assembled to take leave of the prospective emigrant, and to wish him God-speed. During an interval, the Chairman, in a few well-chosen and appropriate words, spoke in glowing terms of the work of Mr. Starsmeare whom, he said, he had found a very willing, cheerful, and conscientious workman, always doing his utmost in the interests of the Firm, and at the same time endeavouring to encourage others by his kindness. His leaving was a source of great regret, not only to the Firm, but also to the whole Department and to the trade in general. A presentation was then made by the Chairman, which took the form of a watch, suitably inscribed, a purse of money contributed by his co-workers and a few friends, and a handsome pipe, which was a gift from the Controller. A case of brushes was also given to Mrs. Starsmeare. Mr. Starsmeare, amid loud and prolonged cheering, expressed his admiration and thanks for the kind wishes, and his great sorrow at leaving so many friends behind him. During the course of his remarks, he gave a very amusing and interesting account of his entry and progress through the 34 years spent with the Firm. After toasting his health with musical honours the remaining part of the programme was proceeded with.



Telephone No. 10042 CENTRAL.

Are you satisfied with your

**ELECTROTYPERS and STEREOTYPERS?**

If you are, stick to them.

**IF NOT** give . . .**HUDSON & ROBINSON***(Established 1896.)*

21 Camomile Street, BISHOPSGATE, E.C.,

**A TRIAL.****PRICES.**

<b>Electros:</b>	Mounted on Mahogany, per inch	...	...	...	1d.
	Unmounted	"	"	"	5d.
<b>Stereos:</b>	Mounted on Mahogany, per inch	...	...	...	5d.
	Unmounted	"	"	"	5d.
<b>Minimum:</b>	Electros	...	...	...	6d.
	Stereos	...	...	...	5d.

SPECIALITIES:—Art Electros, Type-high Stereos for Periodicals and Prospectuses, Bookbinders' Electros, Mahogany Mounting Boards, Stereo Metal, Nickel Facers.

**"SCRIVIA" PAMPHLET COVERS**

Rough Finish in Seven Art Shades:—

Mignonette, Nectarine, Azure Blue, Rose Pink, Caledonian Grey, Primrose and Lilac.

Two Sizes:—60 lbs. DOUBLE MEDIUM and 46 lbs. DOUBLE CROWN.  
516 Sheets Flat.

PRICE

**3<sup>1</sup>/<sub>2</sub> D.**

Per lb.

**SCRIVIA****FINE**

The above is a facsimile of the Water-mark.

**For Pamphlets, Programmes, and Covers.**

The delicate shades of these Papers harmonize, and produce most effective results with any good coloured Inks.

SAMPLE SHEET ON APPLICATION.

**R. T. TANNER & Co.,** Dorset Street, Salisbury Square,  
LONDON, E.C.**NEWS IN BRIEF**

ACCORDING to a recent report, there are evil times in store for the makers of printing ink, for letterpress work is to be done by a process in which ink does not figure at all. Mr. E. K. Davenport is responsible for the idea, and in the *Strand Magazine*, he says that the constituents for the blackening of the portions impressed by the metal are contained in the paper, which is being made from Newfoundland pulp. From all accounts, the process is, as yet, far from being a commercial reality.

\* \* \*

M. Paul Cambon, the French Ambassador, will preside at the forty-fourth anniversary dinner of the Newspaper Press Fund. It will be held on 11th May, at the Hotel Metropole.

\* \* \*

Tenders are being invited for the supply of stationery, etc., for the Egyptian Government Departments during the years 1908, 1909, and 1910. The specification and samples may be seen at the Commercial Intelligence Branch of the Board of Trade. Tenders must be sent to the Secrétariat of the Ministry of Finance, Cairo, so as to be received on or before May 15th.

\* \* \*

The seventh annual dinner of the Institute of Printers and Kindred Trades of the British Empire was held on the 13th ult., at the Hotel Cecil, the Lord Mayor (Alderman Sir William Treloar) presiding. There were over 200 present, and the gathering was favoured with the presence of many ladies. The toast of "The Institute of Printers and Kindred Trades" was proposed by the Chairman and replied to by the Hon. Harry Lawson, who said: "Printing ought to stand high; it was, after all, the emblem of the modern world, and printing ink the *elixir vite* of modern civilisation. Sometimes they turned to the old books, and were inclined to echo the complaints which were made as to the decline of printing as an art. Times had changed, and they could not expect the productions of to-day to have quite the grace and fragrance of the old printed matter. They must recollect that from being a luxury of a class, it was becoming the necessity of the community.



## Do You Require

Any Additional Machinery?

If so

Communicate with

# W. H. LOCKETT & CO.,

PRINTERS' ENGINEERS,

Dyer's Buildings, Holborn, London, E.C.

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Prompt Personal Attention given to all Enquiries.

▯ ▯ PRICES—STRICTLY COMPETITIVE. ▯ ▯

---

### SPECIALITIES:

DAWSON Summit Fine Art Wharfedale, Perceler Two-Feeder Perceler, and Ordinary . . . Wharfedale.

STAR SELF-CLAMP GUILLOTINE.

WAITE Falcon Safety Platen Press, Art Falcon, Die Press, and Tag-Making Machinery.

▯ ▯ ▯ ▯

### ELECTRICAL DRIVING.

We have completed a number of Important Contracts and are at all times ready to give advice and assistance to printers on this up-to-date method of driving.

Write for a copy of—

“NOTES ON ELECTRIC POWER FOR PRINTERS,”

Including:—Method of Driving, Type of Motor, Speed Regulation, Cost of Electric Driving, Advantages of Electric Driving, Principles of the Motor, Definitions of Electrical Terms, Care and Maintenance of Motors.

There was no industry in which art entered so largely as it did in the printing trade to-day. However high the aims and ideals of literature might be, it must be to all engaged in it a satisfaction to think that so enormous a part of the community was now reached by popular journals, and that those who had something to say from the pulpit of the daily papers has so great an audience to speak to. He (the speaker) hoped that the Institute of Printers would cherish the civic and artistic standards and ideals that were, he was glad to think, the tradition and inspiration of our industrial life.” An excellent musical programme was provided, and we were interested to hear that the Souvenir of Printing and the Allied Arts and Crafts, contained, amongst other specimens, an embossed figure, designed and executed by Messrs. Suttley and Sons, Ltd., the die being supplied by Messrs. Dyer Bros.

\* \* \*

In the months of August and September, and through part of October, or about eleven weeks in all, the magnificent Grand Palais des Champs-Elysees will be the scene of the Paris (1907) International Printing Exhibition.

\* \* \*

Speaking of exhibitions reminds us, that in connection with the London Printing and Allied Trades' Exhibition, the organizers, Messrs. F. W. Bridges and G. D. Smith, have called a meeting of exhibitors, with the result that the following resolution was unanimously carried:—“That the Hon. Advisory Council are of opinion that the most desirable period for the next Printing, Stationery and Allied Trades' Exhibition, in London, is April or May, 1910.”

\* \* \*

According to a recent Customs' decision, envelopes with advertising matter printed thereon shipped to Australia, are subject to an import duty of 3d. per lb., or 25 per cent. *ad valorem*, which ever is the higher.

\* \* \*

Mr. Pulitzer, the man who revolutionized American journalism some twenty years ago, is, according to *The Sales and Wants Advertiser*, now visiting London. “One can never be sure what the future will bring,” said the great newspaper man, to an interviewer, “but the pendulum, I think, will swing away from sensationalism. The journal of the future should be compact, accurate, bright, and crisp. The coming newspaper will be illustrated. I don't limit the size a newspaper should be to six pages, like most French journals, or even to eight or ten pages, for



Over 2500 are now in use,  
and giving Perfect Satisfaction.

ESTABLISHED 1876.

First in 1876.  
Foremost in 1906.

# Automatic Striker Ruling Machine.

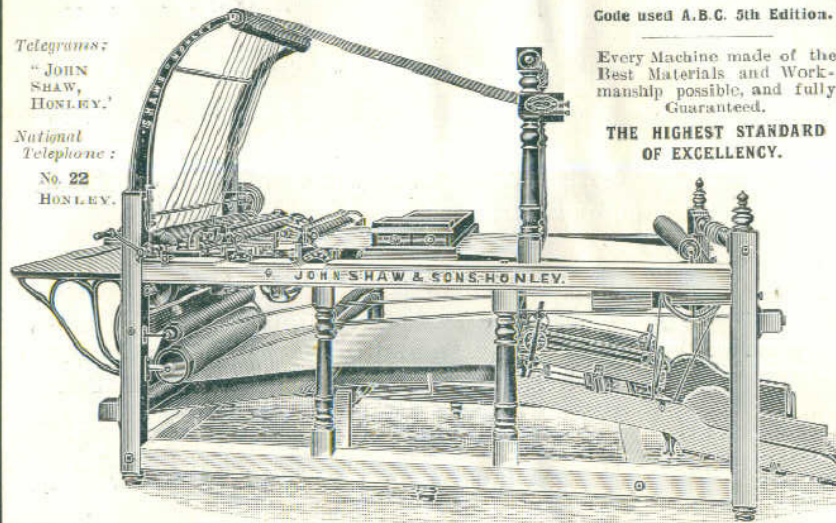
Supplied to the South African, New Zealand, Indian and Cyprus Governments,  
and in all leading and Best Houses in Great Britain, Ireland and the Colonies.  
One Firm alone in Great Britain using nearly 100 Machines.

Telegrams:

"JOHN  
SHAW,  
HONLEY."

National  
Telephone:

No. 22  
HONLEY.



Code used A.B.C. 5th Edition.

Every Machine made of the  
Best Materials and Work-  
manship possible, and fully  
Guaranteed.

THE HIGHEST STANDARD  
OF EXCELLENCY.

PRICES,  
&c., of

## JOHN SHAW & SONS,

STRIKER RULING MACHINE WORKS,

### HONLEY, HUDDERSFIELD,

Sole Agents for American Striker Pens,

The New "Gold Alloy Durable"  
Pens. Will last a Lifetime.  
Finest and best made. Prices  
and Samples Free.

Machines on view at

London Agents: Hampson Ecttridge & Co., 35-6-7 Cloth Fair, London, E.C.  
West of England Agents: L. O. Strong & Co., Norfolk Works, Bristol.  
Midland Agent: Chas. Stocker, Jour., 174 Edmund Street, Birmingham.

All the latest and Newest Improvements attached.

Write for Particulars of our New "Combined" Striker Machine, for Ruling  
and Striking with Pens and Discs. Also of our New "Imperial" Iron Disc  
Machine, for Feint Lining and Striking both sides of Sheets, with Automatic  
Feeder and Layboy. Makers of all classes of the Latest and Newest  
Paper Ruling Machinery.

conditions vary, but in some American journals to-day there is so much matter that it is difficult for the reader to find out what really is going on in the world. Just at present, America, I think, is having more effect on European journalism than vice versa. One sees this in newspapers like the Paris 'Matin,' especially in the way it displays its news."

\* \* \*

We regret that a printer's error crept into Messrs. Hudson and Robinson's advertisement in our February issue. The December 'Copy' was repeated, but in the meantime prices had been raised. The firm's prices for electros and stereos, as given on page 52 of this issue, are correct.

\* \* \*

Many of our customers will be interested to hear that we have just introduced a new stock line of Dark Brown Paper. It will be known as "220 Quality," and is in Double Imperial, 120 lbs. The price is 8/6 per cwt., and we have no hesitation in saying that at the price it is exceptional value. We shall be pleased to forward a sample to any of our friends, on receipt of application.

\* \* \*

The first daily paper, namely, *The Daily Courant* was started on March 11th, in the year 1702. *The Daily Chronicle* suggests that this date should be christened "Newspaper Day." The daily consisted of a single page and gave foreign news only, without editorial comments, the editor supposing "other people to have sense enough to make reflections for themselves." After an existence of 33 years, the "Courant" was absorbed by the "Daily Gazette." By the way, the editor's suggestion might very well be taken to heart by some of our leader writers of to-day.

\* \* \*

We notice that a leading firm has recently published a series of Business Books, e.g. "How to Start a Business," "How to Retire from Business," "How to Train Boys for Business," "How to Increase Business," &c., &c. A publication, entitled, "How to Pay Accounts in Business," would be very useful, and we throw out the hints gratuitously. Might we suggest also another, "The Evil of Long Credit in Business."

\* \* \*

Easter fell rather awkwardly this year, especially for those firms whose financial year closes on March 31st. We were engaged the whole of Saturday and Bank Holiday in the pleasant task of Stocktaking, and there were many more in a similar position.



## GREAT BARGAINS IN ENVELOPES.

A large Mill, making Envelopes, having decided to give up keeping stock in London, we have bought all they have here, at very greatly reduced prices; we now offer them to our customers at corresponding reductions. We shall be pleased to send samples on application.

Quality.	Size.	Quantity.	Price.
888 wove	$3\frac{1}{8} \times 5\frac{1}{2}$	50,000	2/7
220 "	do.	40,000	2/8
452 "	do.	90,000	2/9
100 "	do.	50,000	2/10
2512 "	do.	40,000	3/-
252 "	do.	45,000	3/-
200 "	do.	50,000	3/-
462 "	do.	45,000	3/1
52 "	do.	20,000	3/3
124 laid	do.	25,000	3/4
400 wove	do.	50,000	3/5
2520 "	do.	50,000	3/5
62 "	do.	50,000	3/8
130 laid	do.	25,000	3/10
134 "	$3\frac{1}{2} \times 6$	50,000	3/9
130 "	do.	50,000	4/4
62 wove	do.	45,000	4/4
2280 "	$3\frac{5}{8} \times 6\frac{1}{2}$	50,000	2/1
124 laid	do.	14,000	4/1
130 "	do.	25,000	4/9
2280 wove	$3\frac{7}{8} \times 8\frac{7}{8}$ open side...	20,000	2/11
2360 "	" " " "	46,000	3/2
4500 "	" " " "	50,000	3/9
752 "	" " " "	50,000	4/11
4252 "	" " " "	50,000	5/7
4500 "	open end...	50,000	5/5
4500 "	$4\frac{1}{8} \times 9\frac{1}{2}$ open side...	27,000	4/1
752 "	" " " "	50,000	5/5
4252 "	" " " "	50,000	6/4
2280 "	$4\frac{1}{2} \times 10\frac{3}{8}$ " "	45,000	3/10
2360 "	" " " "	50,000	4/2
4500 "	" " " "	45,000	5/-
752 "	" " " "	50,000	6/6
4500 "	open end...	10,000	5/1
50 Manilla	$5\frac{1}{2} \times 8\frac{1}{4}$ patent clasp	28,000	18/-

All the above are perfect goods, well packed in boxes of 500.

### R. T. TANNER & Co.,

Dorset Street, Salisbury Square, LONDON, E.C.

## Hand-Made Paper:

### Its History and Manufacture.

(Continued from page 39.)

THE process of drying requires great care in order to obtain the most satisfactory sizing later on, and must be done slowly, with as much air passing through the paper as is possible, otherwise unequal contraction will take place and a want of toughness. When completely dry, the paper is sized by passing the "spurs" through a solution of gelatine, contained in the sizing-machine. The machine occupies the whole of one room and is fed at one end, the paper passing along on an endless felt to the other end, being immersed some thirty minutes, when it is taken from the machine. The sheets are immediately separated to prevent them from sticking together, and then have to be carefully dried. The drying of sized paper is a very delicate process, and requires a great amount of care, in order to secure the best results. The sheets are hung on racks in the Drying Room, in "spurs" of three to five sheets thick according to the substance. When the racks are filled with the damp paper, the room is closed up, and the temperature inside is very gradually raised until the sheets are perfectly dry. On no account must the temperature be allowed to fall during the whole of the time that the sheets are drying, nor must the room be allowed to get too warm, and humid, for in both cases, the result is the same:—unsatisfactory paper. In this condition the paper has a very rough surface, and in order to give it the necessary finish, it is glazed by means of boards, after having been first passed through a Rolling Press. The rapidity with which this is done is remarkable, and the workmen must require years of patient labour in order to make them proficient in the work. By merely passing the sheets of paper, individually, between two glazed boards, their appearance is entirely changed, and we were informed that varying surfaces may be secured by using different plates both for rolling and glazing. Each sheet of paper is then most carefully examined, and afterwards packed up into ream parcels, in which condition it is ready for sale.

From the above remarks, we trust that we have described the processes so as to be understood by all; it will readily be seen that the expense of manufacturing paper in this way, must of necessity



# LITHOGRAPHED

Rotary and  
Flat Bed  
Machines.

62 x 42  
in  
One Sheet.

## POSTERS.

**W**E are making somewhat of a speciality of these just now and you ought, if you have anything before you, to have our prices. We do the job throughout, saving you a lot of trouble, or will do any part of it as you may prefer. We have the services of experienced poster artists and printers, which ensures well-drawn and well-printed work, while the practice of the most modern methods and the use of the latest and best appliances so reduces our cost of production, that we are generally able to show great advantages, especially for large orders.

We also undertake every description of  
**GENERAL LITHOGRAPHIC AND LETTERPRESS PRINTING,  
PLAIN AND IN COLOR,  
SHOW CARDS, WRAPPERS, PICTORIAL POST CARDS,  
LABELS, CATALOGUES, TRANSPARENCIES, ETC.,  
INCLUDING DESIGNING, DRAWING ON STONE  
AND PLATES,  
TRANSFER WRITING, ETC.**

We can help you with your own Printed Work too, in the way of Mounting Show Cards, Varnishing, Punching, Metal Mounting, Ruling, Perforating, Numbering, &c., &c.

We also publish a popular Series of Chromo Almanacs, Card Calendars, Monthly Leaflets and Date Blocks, Award Certificates, In Memoriam Cards, Advertising Sheets, Pictorial Show Posters, Bordered Cards, Bordered Posters, &c., &c.

ESTIMATES FREE BY RETURN. CORRESPONDENCE INVITED.

**TAYLOR BROS.,**  
THE TRADE COLOR PRINTERS, LEEDS.

Telegrams: "ALMANAC, LEEDS."

Telephone: 461.

Sizing Room,  
Ford Mill.





## Are You Desirous of producing Really High-Class Work?

If so, you cannot equal

### == Batchelor's == Hand-made Printings.

.. PRICES. ..

Hammer and Anvil	19 × 25 in.	30-40 lbs.	62/-
Hammer and Anvil	17 × 23 "	30 "	53/-
Hammer and Anvil	17 × 23 "	25 "	52/-
Hammer and Anvil	12½ × 19 "	20 "	35/-
Acorn . . . . .	15 × 23 "	25 "	52/-
Acorn . . . . .	15 × 22½ "	25 "	52/-
Acorn . . . . .	15½ × 18 "	20 "	42/-
Crown and Sceptre	15 × 20 "	20 "	42/-
Crown and Sceptre	15 × 20 "	16 "	41/-

*Other sizes made to order.*

## Batchelor's Blue and Cream == Hand-made Papers ==

ARE UNSURPASSED

For Account Books, Share Certificates,  
High-Class Writing and Drawing Papers.

Stocked in—

72 lbs. Imperial.	34 lbs. Medium.	24 lbs. Large Post.
54 lbs. Super Royal.	25 lbs. Demy.	18 lbs. Foolscap.
44 lbs. Royal.	36 lbs. Double Foolscap.	

Supplied by—

**R. T. Tanner & Co.,**  
Dorset St., Salisbury Square, London, E.C.

be considerably greater than by machinery. Throughout, there is a great amount of skill required to secure the end in view, namely, a paper that shall be extremely strong, and have an ideal texture and surface, either on the one hand for letterpress work, or on the other hand, for writing. Mr. Batchelor explained to us that the strength was obtained through the fibres knitting together in a reticulate manner, owing to the pulp being taken from the vat (as explained in a previous issue) and pressed, instead of being drawn out into elongated threads as must be the case when made by machinery, from the continual "pull" on the paper in one direction.

Not only does Messrs. Batchelor and Son make a speciality of hand-made paper for printing, such for example as the quality used for the February issue of our Journal, but they also make papers suitable for account books and writings. For really high-class work, and where longevity is wanted, their paper cannot be beaten.

In conclusion, we might mention that the Ford Mills are lit throughout by electricity generated on the premises; this can also be used for driving the machinery, whenever the occasion arises. In juxtaposition to the mill there is a large lake, so that they have an inexhaustible supply of really good water, which, as we have already shown, is of great importance in the manufacture of hand-made paper. The works are situated amidst beautiful surroundings, and every department seems to have been carefully designed, not only for the convenience of the firm, but also with regard due to the comfort of the employees.

## PRACTICAL NOTES

### Printing Half-Tones.

The question of so-called deficiencies in half-tone blocks is one of frequent occurrence amongst printers. Difficulties are encountered which are many times put down to the blocks being at fault, whereas, the trouble, if carefully analysed, is found to arise from the want of proper conditions in the printing to produce good results. It goes without saying that suitable machines and paper must be used, but there is also the necessity for a good general knowledge of the all-essential question of make-ready. In the current issue of "The Process Year Book," Mr. J. S. Sunderland contributes a very practical article on the



# MACHINE LITHO' PRINTING

FOR THE TRADE

DESIGNING  
ENGRAVING  
COPPER-PLATE-PRINTING  
PHOTO-LITHOGRAPHY  
Etc Etc

## TOM BROAD

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381 HOLBORN

WIRE  
"LITHO LONDON"

above subject. With blocks having vignettted edges, the writer affirms that the vignetting machine is a great help to the printer, for it chamfers the edges away underneath, and allows them to be lowered so that the rollers do not press so hard, as to cause hard edges. In the case of rectangular blocks having light backgrounds, Mr. Sunderland suggests that the blocks should be supplied to the printer, tacked on with only two or three nails in the wood, the machine-hand cutting a piece of paper about a quarter to a third of an inch all round smaller than the block, also placing the underlay directly between the plate and the wood mount, thus reducing the make-ready to a minimum. By this means, the writer affirms, it will often be found that the paper is a sufficient underlay, and only requires a thin overlay to do the work. This method is more effective than underlaying beneath the wood, for the latter is the cause of more rocking and slurring than anything else. Continuing, Mr. Sunderland says, "Underlaying to bring the block to the right height to run in harmony with the cylinder distance, is a point which, although understood by some printers, is never even thought of by others who lack the technical metaphysical knowledge, requisite for the production of fine printing." The above hints are given in the hope that they will prove of practical interest to some of our readers. Now that half-tone blocks are so popular for all kinds of work, the printer cannot be too well informed on anything appertaining to their reproduction, if he is at all desirous to keep pace with the times.

\* \* \*

### Price Maintenance.

Considerable interest has been aroused on this subject through the article which appeared in the last issue of our journal. Everyone agrees that something should be done to equalise prices, but no one, as yet, seems to have any really practical suggestion forthcoming. That better prices should be secured than generally obtains at present, is, however, of the utmost importance to the printing trade, and we hope, in some future issue, to give suggested ways and means of attaining this end. The same problem has had to be dealt with in other branches of commercial industry, and in many instances, it has been satisfactorily surmounted. In the smaller trades, combinations and associations have often proved effective, but in a large industry like the printing trade it is next to impossible to get all its members to work harmoniously together in either of these ways. Some more effective way must be adopted, in order to increase the rank and file of those who demand fair prices for the work they turn out.



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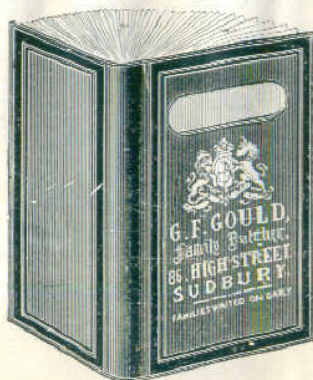
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# WHAT OTHERS ARE DOING

THE Hon. Walter Rothschild, M.P., whose chief hobby is ornithology, is about to publish a volume on "Extinct Birds," which is said to have cost its author about £20,000 to produce. The publishers, Messrs. Hutchinson, have been experimenting for years, to the order of Mr. Rothschild, in an endeavour to obtain an absolutely imperishable paper. The result is said to be a non-coated paper which will take the three-colour printing and give perfect results; the price of the paper is eighteenpence a pound, so that, taking everything into consideration, the price at which the volume will be published, namely £25, does not appear to be excessive.

Amongst the dividends declared during the past month, mention might be made of the following:—Country Life, Ltd., shows a profit of £18,641; a dividend at the rate of 10 per cent. per annum was paid, and £4,511 was carried forward. "Illustrated London News," and "Sketch," Ltd., shows a trading profit of £39,586, and the unappropriated balance which was carried forward to the credit of the current year was £1,519. Messrs. Hildesheimer and Co., Ltd., show a net profit for the year of £5,563; a dividend at the rate of 8 per cent. per annum, was declared, and £500 was placed to reserve and £1,872 carried forward. Carl Hentschel (1906) Ltd., for 18 months ended 31st December, 1906, show a profit of £15,556, and a dividend at the rate of 8 per cent. on the ordinary shares was recommended. The accounts of Messrs. Wyman and Sons, Ltd., for the past year, show a net profit of £21,974 4s. 2d., which is an increase of about 33½ per cent. on the previous year.

Some months ago we mentioned a case which came before the High Courts of Justice, in which a dairyman in Wine-Office Court was granted an injunction against Messrs. Polsue and Alferie, printers, restraining them from running a machine during the night. The Court of Appeal affirmed the decision, and it has been carried to the House of Lords, where the appeal was dismissed, with costs. The decision is important, for a solitary householder, living in the midst of a number of printing offices, can insist on the machines being stopped, should the noise therefrom cause him or his family any inconvenience.



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4311	30	14	Demy	480	2d.
3976	30	16	"	480	2d.
3823	72	25	S/c. Demy	480	2d.
3540	78	26	" "	480	2d.
3614	60	34	" "	480	2d.
407	50	25	Double Demy	480	1 $\frac{3}{4}$ d.
165	40	30	" "	516	1 $\frac{1}{2}$ d.
316	40	34	" "	516	1 $\frac{1}{2}$ d.
427	30	36	" "	516	1 $\frac{1}{2}$ d.
1442	90	38	Glazed Double Demy	516	1 $\frac{1}{2}$ d.
4445	29	42	Antique Wove Double Demy	480	2d.
4569	40	47	S/c. Double Demy	480	2d.
180	140	50	" " "	516	2d.
4543	100	51	" " "	480	2d.
4556	50	63	" " "	480	2d.
3798	22	69	" " "	480	2d.
291	20	86	Double Demy	516	1 $\frac{3}{4}$ d.
249	90	88	Im. Art Double Demy	516	2 $\frac{1}{2}$ d.
308	40	19	Double Crown	480	1 $\frac{3}{4}$ d.
160	70	25	Antique Laid	480	1 $\frac{1}{2}$ d.
316	40	30	Double Crown	516	1 $\frac{7}{8}$ d.

(Continued on page 69.)

### LIST OF PRINTINGS—(Continued.)

No.	Reams.	Weight.	Size.	Sheets.	Price.
150	30	30	Antique Laid Double Crown	480	1 $\frac{1}{2}$ d.
182	25	40	Antique Wove " "	516	1 $\frac{1}{2}$ d.
4382	14	42	Double Crown	480	2d.
4450	60	48	S/c. Double Crown	480	2d.
3888	15	52	Double Crown	480	2d.
180	19	56	Antique Laid Double Crown	516	2 $\frac{1}{2}$ d.
4464	25	57	S/c. Double Crown	480	2d.
4333	19	67	Double Crown	480	2d.
4235	14	21	Double Cap	480	2d.
4171	23	22	" "	480	2d.
3893	30	30	S/c. Double Cap	480	2d.
120	12	68	Quad Cap	480	2d.
3800	28	20	Royal	480	1 $\frac{3}{4}$ d.
4014	70	24	S/c. Royal	480	1 $\frac{7}{8}$ d.
4421	26	36	" "	480	2d.
4565	40	40	Royal	480	2d.
4118	35	45	S/c. Royal	480	2d.
231	6	72	Double Royal	516	2d.
437	6	91	" "	516	1 $\frac{3}{4}$ d.
431	12	60	S/c. Imperial	516	2d.
241	8	100	27 x 42	516	1 $\frac{3}{4}$ d.
441	11	95	S/c 28 $\frac{1}{2}$ x 40	516	2d.
442	9	124	29 x 38	516	1 $\frac{1}{2}$ d.
130	11	80	Toned 23 x 36	516	2d.

### TINTED JOBS.

No.	Reams.	Weight.	Colour.	Size.	Sheets.	Price.
4983	50	13	Silurian	Post	480	1 $\frac{1}{2}$ d.
4284	8	23	Pink	"	480	1 $\frac{7}{8}$ d.
4409	9	23	Lilac	"	480	1 $\frac{7}{8}$ d.
4244	6	24	Mot. Grey	"	480	1 $\frac{7}{8}$ d.
4410	5	23	Mignonette	"	480	1 $\frac{7}{8}$ d.
4784	50	24	Silurian	"	480	1 $\frac{7}{8}$ d.

(Continued on page 70.)



## LIST OF TINTED JOBS—(Continued.)

No.	Reams.	Weight.	Colour.	Size.	Sheets.	Price.
507	10	27	Green Hand Made	Large Post	480	4d.
508	25	30	Light Orange	" "	480	2½d.
509	40	32	Ger. Red	" "	516	2d.
2697	18	32	Silurian Double	Large Post	480	1¾d.
3843	6	29	Pink	Demy	480	1¾d.
488	10	40	"	Medium	480	1¼d.
489	70	23	Dark Blue	Double Demy	480	1¾d.
490	25	42	Blue	Double Medium	480	1¾d.
491	40	42	Yellow	" "	480	1¾d.
492	10	42	Mignonette	Double Medium	480	1¾d.
146	50	26	Unglazed Buff	Double Cap	480	1d.
147	66	26	Glazed	" " "	480	1d.
498	60	23	Lilac	Double Crown	480	1¼d.

## CARDS.

No.	Description.	Price.
25,000	White Printers, 3½ × 5, ...	1/6 per 1000.
50,000	" Imitation Ivory, Large ...	1/6 " "
40,000	" " " Corres. ...	1/9 " "
70,000	" Collotype, Large ...	1/10 " "
90,000	" " Corres. ...	2/- " "
55,000	" Cloth-lined Double Large ...	7/6 " "
50,000	" Art Large ...	1/8 " "
20 Gross	" Cartridge Boards, 15 × 10 ...	4/- per gross.

## WRITING JOBS.

No.	Reams.	Weight.	Colour.	Size.	Sheets.	Price.
3563	10	27	Cream Laid	Pinched Post	480	1¾d.
3955	7	29	" "	" "	480	2d.
181	120	21	" "	Large Post	480	2½d.
187	50	21	" "	" "	480	2½d.
444	8	36	Cream Laid	Double Cap	480	2¼d.

(Continued on page 71.)

## LIST OF WRITING JOBS—(continued.)

No.	Reams.	Weight.	Colour.	Size.	Sheets.	Price.
455	20	56	Cream Laid	Double Royal	516	2d.
473	10	15	Cream Wove	Large Post	480	2¼d.
460	40	22	" "	" "	480	2½d.
195	8	28	" "	" "	480	2½d.
466	16	36	" "	D. Medium	480	2½d.
457	18	27	" "	Double Cap	480	9d.
458	30	38	" "	" "	480	2d.
3803	24	20	Azure Laid	Post	480	2d.
160	40	25	" "	Large Post	480	2½d.
550	20	24	" "	Demy	480	2¾d.
117	25	18	Blue Laid	Large Post	480	2¾d.
107	25	28	" "	Double Cap	480	2¾d.
4411	6	28	Yellow Wove	Double Cap	480	2d.
262	25	30	" "	" "	480	2½d.
228	9	30	Blue Wove	" "	480	2½d.
181	19	33	Antique Laid	18½ × 26	480	2½d.

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### Miscellaneous Advertisements.

Including Situations Vacant and Wanted; Businesses and Goods for Sale and Wanted to Purchase; Partnerships; Premises to Let and Wanted, etc.

Announcements from our customers to appear in this column are inserted free of charge, but they must be received by the 15th of the month, to appear in the following month's issue. Replies may be addressed to R. T. TANNER & Co., when they will be forwarded to Advertisers.

**BOOK-FOLDING MACHINE** by Salmon. Quad Crown, four folder. Practically new. Great bargain to immediate purchaser.—Address, W. A. B., c/o R. T. TANNER & Co.

**FOR SALE** on exceptional terms for immediate clearance; Perfecting Machine by Middleton; size of bed 46x49; in thorough working order; Price £120. Furnival's Express Platen, foolscap folio; Price £20. Gordon Platen, foolscap folio; Price £15. Quad Crown Litho Machine, with flyers, by Furnival; Price £80. Hot and Cold Rolling Machine, 42 in. rollers, by Gill; Price £60. Extra Quad Demy Double Inking Wharfedale, by Dawson; impression bed 54x42; complete with Flyers and two sets of Rollers. Floor space, 13 ft. x 7 ft. 8 in. Price £130. May be seen at work daily. —Apply, "Press," c/o R. T. TANNER & Co.

**FOR SALE.** Foolscap Folio Platen, £5. Foolscap Folio Press, £2. Iron Plate on Stand, useful for "Dis" surface. 7/6. Few small Jobbing Founts, Five sets Brass Handle Letters from 2/6 per set. 10 in. Card Cutter on Wooden Stand 2/6. "P & L," c/o R. T. TANNER & Co.

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**TO LET,** 8 & 9 Plough Court, Fetter Lane, London, E.C. First, second and third floors in these well-lighted, and substantially built premises; each floor contains about 1,300 square feet floor space; rent £100 per floor yearly; stone staircase; power if required.—"S. F.," c/o R. T. TANNER & Co.

**DOUBLE DEMY, CYLINDER,** flyers just been overhauled, bed runners, etc. planed; must clear for room; £50 or near offer; can be seen running.—"C.P.," R. T. TANNER & Co.

**SITUATION WANTED** as **PRINTER'S WAREHOUSEMAN,** (White paper or printed matter) and Cutter; or charge of a small Folding Department; age 35; 20 years' references.—Apply, "H. A.," c/o R. T. TANNER & Co.

**PRINTING & STATIONERY.** Advertiser (25), seeks change; seven years' experience; good references; assistant or order clerk; moderate salary.—"Brevier," c/o R. T. TANNER & Co.

**WORKS' MANAGER** or Overseer of Machine Dept., desires change; salary moderate; up-to-date and energetic man; references as to organization, discipline, etc.—"Z.," c/o R. T. TANNER & Co.

**ADVERTISER** requires berth as Manager or Under-Manager of printing works; young and energetic; excellent references; thoroughly used to estimating, correspondence, costing, etc.; London and Provincial experience.—"K.C.," c/o R. T. TANNER & Co.

**LETTERPRESS PRINTER, ETC.,** seeks change. Thorough knowledge of all branches of the trade. Good estimator. Can take entire control of small printing department. Able to buy paper, inks, etc., and price up all work. Specimens if required.—"Alpha," c/o R. T. TANNER & Co.

**PRINTER'S WAREHOUSEMAN** and **CUTTER.** Reliable hand seeks engagement; good references.—Apply, "J.J.," c/o R. T. TANNER & Co.

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