



FEBRUARY, 1907.

**Trade**   
**Circular**

— TO —

PRINTERS &  
STATIONERS.

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SALISBURY SQUARE,  
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## Tanner's Trade Circular FOR PRINTERS & STATIONERS

Published by

R. T. TANNER & Co.

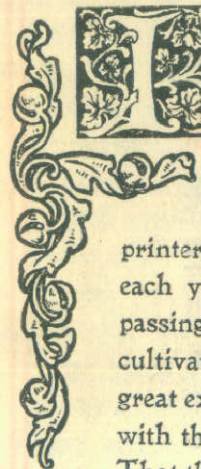
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Vol. II.

FEBRUARY, 1907.

No. 1.

### TRADE AND FINANCE IN 1906.



IN reviewing the trade of the Paper Maker and Stationer for the year 1906, it is necessary, in order to arrive at a just estimate of the actual amount of business done, to separate the paper consumed by newspapers and periodicals from the paper, etc., used by the purely commercial printer and stationer. The former branch is becoming each year more distinct from the latter, and is gradually passing into the hands of a few who devote their energies to cultivating and securing the newspaper trade, which to a great extent requires very special attention and close contact with the vast requirements of the modern newspaper press. That the output and consumption of the news trade has increased by leaps and bounds during the last decade is apparent to all; the year 1906 has seen further developments, new periodicals are constantly started, some attain success, a greater number begin by using a very large quantity of paper for the first few issues, but



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having nothing in them that is special or original to commend them to the public, gradually disappear. The paper used by the daily papers must be in each year far in excess of that of the previous twelve months. We learn from Messrs. Edward Lloyd, Limited, that their consumption of news for the year for the papers owned and published by them is 26,000 tons, most of which is made at their own mills; and Messrs. Harmsworth use at least 70 tons per day for their daily papers. These are two of the largest consumers of news, but there are many other well-known dailies using enormous quantities of paper. These figures give an idea of the great importance of this branch of paper-making. Advertising increases tremendously, necessitating an increase in pages, until, as in many known cases, the paper actually given in weekly papers must cost more than the net price obtained by the proprietors for them. The makers of news and periodical papers have experienced a very "good time" so far as output is concerned—the question of profit is one that only the mill owner can answer—but taking the cost of raw materials, which are undoubtedly advancing in price, and manufacture, at the net price obtained, there can be but a very narrow margin for the paper maker. The introduction of wood pulp for the making of paper caused a complete revolution in prices, but no other material has since been discovered, which can be said to have cheapened practically the production of paper. The supply of wood pulp seems to keep pace with the demand, new sources are being found and developed in Canada to supplement the immense natural resources of Scandinavia; the pulp trade in our vast colony is only now being opened, but as the demand increases, so will capital be invested, and the trade will grow to an enormous extent.

For some years there has been a noticeable stagnation in the purely commercial side of the printing and stationery trades; but we have seen a distinct improvement during 1906, the demand for something new has been most marked, and the introduction of any novelty has been attended in every case with singular success. The cry is for novelty combined with moderate prices for ordinary work. We are glad to record that there is also an increased demand for high-class materials for producing work, shewing truly artistic



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This Circular is printed with our Dense Black Ink,  
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taste and individuality. The demand for art papers has been a very heavy one, consequent upon the universal use of half-tone blocks. Cheap classes of this paper have been introduced, obtaining a measure of success where quality is not so much desired for ephemeral work as cheapness, but notwithstanding this introduction the demand for high-class art and chromo papers has been more than maintained. The difference in price of art papers is more apparent than real, printers frequently overlooking the fact that low quality papers compare very unfavourably in respect to substance, to better ones, and that if equal bulk is required a heavier common paper must be had, at a price per ream which brings it very near to the price per ream paid for the better paper.

Looking at the result of the business of the past year from a broad view there seems to be little to complain of in respect to quantity, but much to be desired in regard to profit. Prices are too low to ensure to many a living profit, a much larger bulk of business must be done, with an increase of labour and expenditure to produce the average. This is the tendency of modern business, the result is an equalisation of the profits made among the greater number of office staff and work-people employed. All indications point to the fact that we are entering upon a more cheerful and hopeful period of general business, and we anticipate a year of greater confidence, both financially and in regard to a larger demand.

We must compliment The Williams Press, Ltd., of the Riverside Works, Newport, on their production "The Newport Christmas Annual for 1906." This is the second year of issue, and the publication contains some very valuable information in connection with the town. Varied views of local life are given by notable Newportonians; Mr. G. Mills Palmer contributes a chapter on "As others see us"; Mr. J. Matthews gives a history of Newport extending over 106 years, and some account is given of "How Newport's Sons are doing Abroad." The Annual consists of 72 pages, it is well illustrated, and is published in two editions.



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## NEWS IN BRIEF.



**A**N Exhibition of the Printing, Stationery, and Allied Trades will be held in the St. James's Hall, Manchester, from May 31st to June 8th, under the patronage of the Federation of Master Printers and Allied Trades of the United Kingdom. The annual meeting and conference will be held during the same period.

The eightieth Anniversary Festival of the Printers' Pension, Almshouse and Orphan Asylum Corporation, will be held at the Hotel Cecil on May 29th. Lord Northcliffe will preside.

Owing to the continued advance in the price of metals, the various typefounders have made another rise in the price of type. The electrotypers and stereotypers have followed suit and made an advance in prices as from the 1st January.

We have received an intimation that the thirtieth official Stationery Fair is to be held at Leipzig from March 4th to 9th inclusive. This Fair is held under the auspices of the Stationery Society of Central Germany, and already 400 exhibitors have taken space.

It appears that our Transatlantic cousins have been trying to purchase strawboard direct from the Dutch manufacturers, but they have been informed by the manufacturers that they have contracts with British firms for all they can turn out.

The exports of paper from the United States to this country for ten months ending October 31st, 1906, amounted to £447,997, as compared with £389,816 for the same period of the previous year.

Under the chairmanship of the Right Hon. the Lord Mayor,

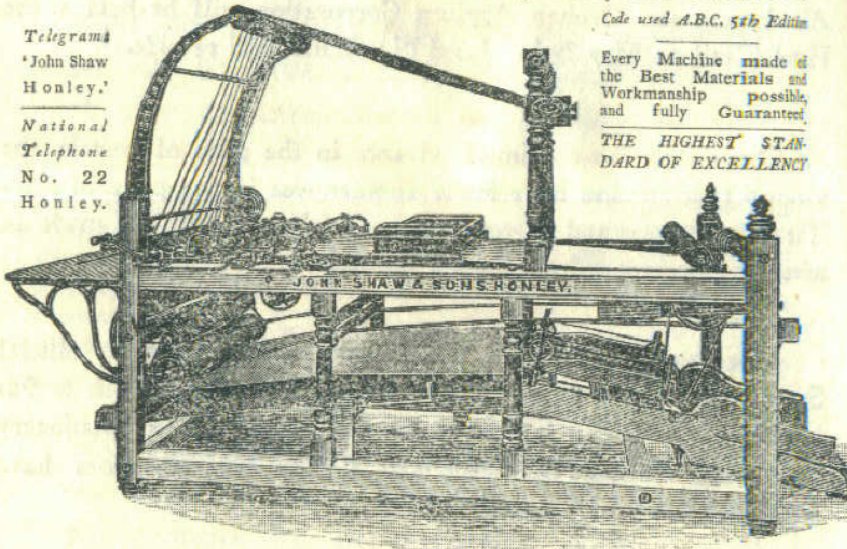


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accompanied by the Lady Mayoress and the Sheriffs, the seventh Annual Dinner of the St. Bride Institute will be held on March 13th at the Hotel Cecil.

What is considered to be the largest printing press in the world has just been constructed by Messrs. Hoe and Co. at their New York works. It is a Double Octuple Press so arranged that it can be used for printing in colours as well as in black. It will consume 144 miles of paper, 3 feet wide, per hour, and the whole machine is composed approximately of 65,000 parts.

According to the *Publishers' Circular*, the number of books, except for novels, published last year, was a little less than in 1905. In 1906 the new books and new editions published numbered 8,603, as against 8,252 in the preceding year.

Whilst making a tour of inspection of a large printing works in the North, we were interested in seeing on the Works' Notice Board an announcement to the effect that Mr. C. G. Zander, F.R.P.S., was to deliver a lecture to the workpeople on "Practical Colour Mixing."

The Customs duties on catalogues, price lists, etc., forwarded by post to Natal are at the rate of 25 per cent. *ad valorem* or 2d. per lb., whichever may be the higher, except when the packets are less than 8ozs. in weight, in which case they are free. This latter exception, however, does not apply to catalogues, etc., issued by, or for, South African firms. The senders may, if they so desire, now assess the duty at the rate mentioned, and remit the amount by money order to the Postmaster-General, Natal. Remittances should be sent by the same mail as the consignments they are intended to cover, in which case no charge will be made on delivery, and each packet should have the following stamp impression "Duty sent to Postmaster-General, Natal." As many of our customers are printing catalogues, etc., for South African firms, and posting them direct, the above note will be found useful.



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**HAND-MADE PAPER :**  
**ITS HISTORY AND MANUFACTURE.**

(Continued from page 231, Vol. I.)



WE have now arrived at the stage when we must begin to describe the process of hand-made paper making from a practical standpoint. To one who has never seen the process it must be of particular interest, and even to those who are familiar with the manufacture of paper, there are certain details connected with the hand method which always appear more or less mysterious. We shall endeavour to follow the process step by step so as to try and make it clear, even to those who have never had an opportunity of going over a paper mill of any kind whatever.

The raw material used in the manufacture of hand-made paper is, of course, rags of various kinds according to the quality of the paper desired, linen, cotton and muslin being the most generally used. All the rags as they are received at the mill go first through a process of rough dusting in order to cleanse them from as much dirt as possible. This process is done mechanically, the machine for the purpose being called a Rough Duster. It consists of an extremely large revolving metal drum, which is more or less conical in shape. This causes the rags to travel from one end of the drum to the other end, and as they do so the dust is beaten out. This falls out in clouds, but, by a special arrangement of fans, and owing to the drum being encased in a wooden chamber, the dust is carried away, with the result that the room in which this work is done is quite healthy, and as free from dust as any other department. All the rags, after having been cleaned in this way, are classified and cut either by hand or by machinery. The former method is employed for the best papers, whereas the latter method is used for papers of cheaper quality. The machine cutter is in the same room as the Rough Duster, but the hand cutting is carried on in a separate department, a corner of the room being shown in one of the accompanying illustrations. At the time of our visit this



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

*Other sizes made to order.*

department presented a very busy appearance. A number of women were engaged cutting the rags into small pieces; each one stands at a bench, and in front of her there is fixed an upright knife, somewhat of the same shape as a sickle, but having a smaller curve. The space on the bench around the knife is left open, except that it is covered with a piece of perforated zinc which allows the dust, made in the process of cutting, to fall away from the bench. Needless to say these knives are kept exceptionally sharp, and the rapidity with which the women work is wonderful.

After being cut, either in the above way or by machinery, the rags are transferred to another process of dusting in what, in technical parlance, is termed a Willow Duster. This is somewhat similar to the Rough Duster except that it is smaller, revolves more rapidly, and has a number of metal spikes fixed inside. In this way the rags are knocked about more than in the first process, with the result that a large amount of fluff collects, even with a few hands full of rags. This is ingeniously collected and resold for other purposes, so there is nothing wasted.

Arrived at this stage, the rags appear to be quite clean, but they are then boiled by steam for from four to eight hours, according to the class of rags, in large iron vats. After the process of boiling, they are converted into pulp, but we must deal with this portion of our subject in another issue.

*(To be continued).*

## WHAT OTHERS ARE DOING.



THE directors' report of the Amalgamated Press, Ltd., is again very satisfactory. The profits, after writing off £31,500 for depreciations, amount to £256,615. A dividend at the rate of 30 per cent. per annum, was declared, making 27½ per cent. for the year, with a bonus of 2/6 per share. This is equivalent to a total payment for the year of 40 per cent. The reserve fund now amounts to £225,000.

One of the leading London dailies states that the amount of



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IF YOU ARE, STICK TO THEM.

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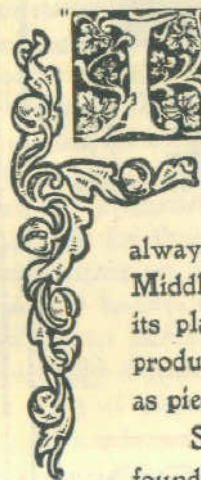
ELECTROS.	Mounted on Mahogany, per inch	-	1d.
	Unmounted - - - " "	-	½d.
✂			
STEREOS.	Mounted on Mahogany, per 10 inches	-	6d.
	Unmounted - - - " "	-	5d.
✂			
MINIMUM.	Electros - - - 6d.	Stereos - - -	5d.

21 CAMOMILE STREET,  
BISHOPSGATE, E.C.

money dropped in founding new enterprises in the literary world during the last ten years is amazing. A weekly journal, which ran for thirty weeks, lost £12,000 in that period. But this is by no means the worst case on record.

In a recent issue of our Trade Circular attention was drawn to the necessity for a more advanced education amongst the working members of the Craft. We are pleased to find that the Dublin Typographical Society waited on the Technical Education Committee of the town and urged the necessity for the provision of technical education for printers. During the month we had an opportunity afforded us of visiting the Municipal School of Technology at Manchester. Every department is carried on in the most approved way, the printing, paper-making, and allied trades being remarkably well represented. In a future issue we hope to give some account of this modern palace of education.

MODERN TYPOGRAPHY  
AND HAND-MADE PAPER.



BEGAN printing books with the hope of producing some which would have a definite claim to beauty, while at the same time they should be easy to read and should not dazzle the eye, or trouble the intellect of the reader by eccentricity of form in the letters. I have always been a great admirer of the caligraphy of the Middle Ages, and of the earlier printing which took its place. . . . It was the essence of my undertaking to produce books which it would be a pleasure to look upon as pieces of printing and arrangement of type."

Such were the main aims of William Morris in founding the Kelmscott Press, and although at the time some of his friends thought he was coming dangerously near to the effeminacies of dilettantism, the establishment of his Press was a step in the right direction, judging by the price that can now be obtained for any book which passed through his hands. He com-



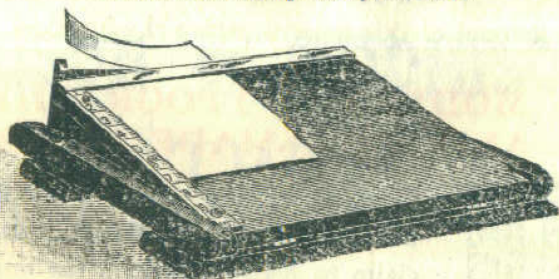
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NO MODERN PRINTER CAN AFFORD TO BE WITHOUT IT.

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menced a new epoch in printing, in which "the same principles of balance, harmony and proportion as applied to the fine arts" were applied to typography. Naturally he has had many followers, both at home and abroad, with the result that the standard of the work to-day is higher than ever before in our history. Not only has the craftsman given closer attention to arrangement and balance, but he has been very materially assisted by the type-founder who has introduced founts that are at once attractive and readable. And this kind of thing is growing, with the result that it is quite an easy matter nowadays for a printer to introduce some elements of typographic originality into his work.

What we have to fear, however, is, that settings may become too ornate, and in order to show what can be done with a plain type, we have produced the first issue of our new volume in this style, on hand-made paper.

Since the days when printing was done on a hand press, the art has advanced by leaps and bounds. Then the printer actually worked his own press, helped by his assistants and apprentices, the work turned out being watched sheet by sheet with zealous care, for success depended upon the hand and eye. All the operations of inking the rollers and the forme, laying on the sheet, running the forme under the platen, and removing the printed sheet were done by hand. This naturally occupied a good deal of time, a good out-turn for a man and boy being about 150 impressions per hour. This method was used for printing from the old types and wood letters, producing those beautiful impressions which are still admired for their character and artistic effect. As the method of printing on hand-made paper then was very much the same as it is to-day, a few words of advice may not be considered out of place. Before printing, the sheets of hand-made paper were carefully damped either by immersion in a bath, or, better still, a sheet of paper was placed between two other damped sheets until a pile was built up. This was subjected to a slight and even pressure in order to equalize the moisture, and to remove all superfluous water. Papers so damped must be used within twenty-four hours after damping, otherwise it will become spotted and rendered useless by mould. Such, then, is the *modus operandi* for damping hand-made paper for printing on a hand press. And now a word or two in regard to the latter. It has been found



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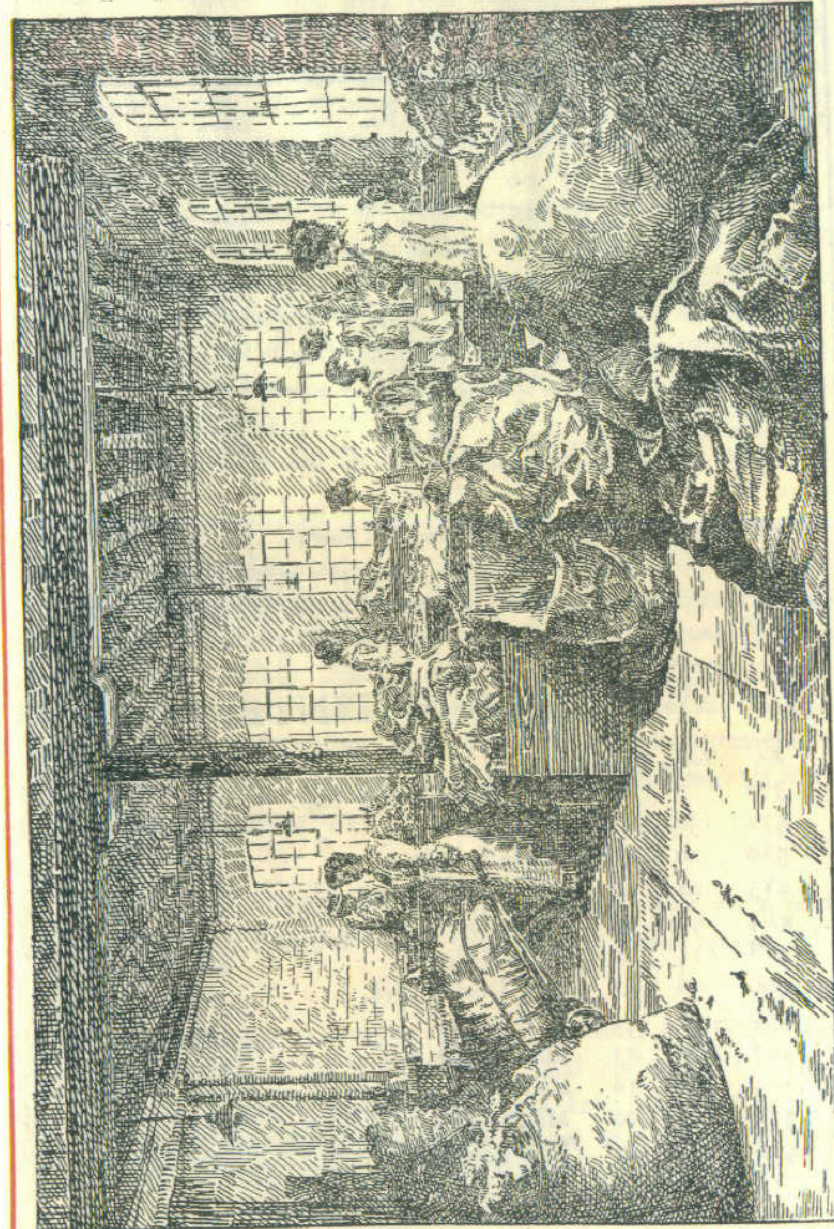
WAITE Falcon Safety Platen Press,  
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We have completed a number of Important Contracts  
and are at all times ready to give advice and assistance  
to printers on this up-to-date method of driving.

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.



Cutting Rags at the Ford Mill.



## LIST OF CLEARANCE LINES

No.	Reams.	Weight.	Size.	Sheets.	Price.
401	... 70	... 16	Demy ...	480 ...	1 $\frac{3}{4}$ d.
404	... 14	... 20	s/c Demy	516 ...	1 $\frac{1}{2}$ d.
380	... 100	... 25	"	480 ...	1 $\frac{7}{8}$ d.
407	... 50	... 25	Double Demy	480 ...	1 $\frac{7}{8}$ d.
140	... 40	... 32	" "	480 ...	1 $\frac{1}{2}$ d.
409	... 30	... 36	" "	516 ...	1 $\frac{1}{2}$ d.
410	... 35	... 36	" "	516 ...	1 $\frac{1}{2}$ d.
411	... 22	... 44	" "	516 ...	1 $\frac{1}{2}$ d.
413	... 9	... 45	" "	516 ...	1 $\frac{1}{2}$ d.
367	... 40	... 70	s/c,, "	480 ...	1 $\frac{7}{8}$ d.
323	... 12	... 89	" "	480 ...	1 $\frac{3}{4}$ d.
442	... 60	... 76	s/c Quad Demy	508 ...	1 $\frac{1}{2}$ d.
419	... 58	... 19	Double Crown	480 ...	1 $\frac{7}{8}$ d.
421	... 6	... 24	" "	516 ...	1 $\frac{7}{8}$ d.
546	... 12	... 50	" "	516 ...	1 $\frac{3}{4}$ d.
319	... 12	... 60	s/c,, "	480 ...	1 $\frac{3}{4}$ d.

## WRITINGS & TINTEDS.

No.	Reams.	Weight.	Size.	Sheets.	Price.
362	6	28	Yell. Wove Double Cap.	480	2d.
472	50	28	Blue Laid " "	480	2 $\frac{1}{2}$ d.
380	20	20	Azure Laid Post	480	2d.
483	24	42	Glazed Cart Double Crown	516	2 $\frac{1}{2}$ d.
484	46	13	Pink Blotting, 11 $\frac{1}{2}$ x 16 $\frac{1}{2}$		2 $\frac{3}{4}$ d.
488	15	40	Pink Medium	480	1 $\frac{1}{2}$ d.
490	20	42	Blue Double Med.	480	1 $\frac{3}{8}$ d.
491	50	42	Yellow " "	480	1 $\frac{3}{8}$ d.
493	60	23	Lilac Double Crown	480	1 $\frac{1}{4}$ d.
269	30	16	Silurian Large Post	480	1 $\frac{3}{4}$ d.
359	25	20	Mot. Grey " "	480	2d.
400	20	24	Pink Royal	480	1 $\frac{3}{4}$ d.

SAMPLE SHEETS ON APPLICATION.

**R. T. TANNER & Co., Dorset St., Salisbury Sq., London, E.C.**

that one of the best presses for printing hand-made paper is a "Colt," the pressure being very even and regular. Any vibration from a badly-constructed press will effectually prevent a clean and sharp impression being taken. An endeavour is, however, being made to print this issue on a flat-bed machine without damping, but we must report upon the success or otherwise of the venture in our next issue.

The inks used must be the best obtainable, common qualities containing aniline dyes soak through the damped paper and appear on the other side. After printing, the sheets should be placed between pressing boards, but not subjected to too great pressure, otherwise it will ruin the distinctive character of the work. It is then advisable to hang the sheets for some hours to dry, before binding.

The above hints are culled from conversations we have had with those members of the trade who make a speciality of such work, and they are given, not from any didactic motive, but simply to assist those who are anxious to specialise in really high-class work. Laurens Maynard, writing in a recent issue of the *Printing Art* upon this subject, says:—"In the cases of most of those who failed to achieve the permanency dependent on financial profits the cause of failure will be found in the fact that they were artists rather than business men, and sometimes because their zeal for the discovery of novelty outweighed their sense of literary proportion."

The Old Style Border and Ornaments in this issue have been supplied by Messrs. Clark & Co., 69-70, Aldersgate St., London, E.C.

We are very much indebted to Messrs. Slater & Palmer for the trouble they have taken in selecting and preparing the inks for this issue. One is their Dense Black Ink, No. 1517, at 2/6 per lb., and the other is Old Style Permanent Red Ink, No. 1048, at 3/6 per lb. They make a speciality of ink for hand-made papers, and adapt inks to all the various requirements of the many classes of paper now upon the market.



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