

Tanner's Trade Circular.



SEPTEMBER

1907

TO PRINTERS & STATIONERS
R. T. TANNER & CO
Dorset Street . Salisbury Square
LONDON. E.C.

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R. T. Tanner & Co.

Dorset Street, Salisbury Square,
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. *♦ ♦ ♦ ♦*

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Telegrams: Tanner, London. *♦*
Cables: A.B.C. 5th Edition, *♦*
Western Union and A 1 Code.

Exclusive Trade Circulation.

Vol. II., No. 8. SEPTEMBER, 1907.

Gratis and
Post Free.

The Pulp Situation.

THE situation in the wood pulp trade is at present in a very unsettled and critical condition. No one seems to know exactly what is going to happen, but, in the meantime, the information we receive is extremely disquieting, and prices are steadily rising. It appears that in Scandinavia both sulphite and sulphate is being sold for forward delivery at from five shillings to ten shillings per ton extra to the usual market price. If this kind of thing goes on, it will mean disaster to many paper makers, unless they are strong enough to combine and erect their own pulp mills, and even this is a more or less precarious undertaking.

Several reasons can be traced for this advance in the price of wood pulp, the more important ones being summarised below:—

- (a) The shortage in Canada on account of drought, difficulty of getting wood, and fires which have occurred at three large mills. In the past, Canada has been enabled to keep pace with the demands of her own country, as well as from the States, and in addition has exported a considerable amount to Europe.
- (b) The increased demand from the States on European resources, in consequence of the shortage in Canada.

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Printing Inks

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Manufactured by

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Works:—MARSHGATE MILLS, STRATFORD, E.

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

- (c) Supply unequal to demand. The annual production of paper the world over, amounts to some six million tons, of which Europe contributes one half, and its consumption increases at the rate of 8 per cent. per annum. While this is so, according to Herr Hans Lagerlöf in the *Wood Pulp Maker*, the increase in the pulp production in Europe is predicted to be—in sulphite about 160,000 tons, and for sulphate about 45,000 tons, thus making a total of about 200,000 tons, which amount is required to keep pace with the increase in the paper supply. Taking, therefore, the peculiar conditions prevailing on the American Continent in general, the increase will be absorbed without any slump in prices.
- (d) Labour troubles in Norway and Sweden, the high prices being paid for pulp having caused the workmen to demand a higher rate of wages. In Norway alone there are about 22,000 men employed in connection with the industry, and at present about 10,000 of that number are actually out on strike.

Such, then, are a few of the main reasons for the advance in the price of pulp, and it can be well understood that some of the pulp makers consider that they have the paper makers in their hands. The pulp makers are being strongly advised to go slowly, and not allow the present position to turn their heads. If they decide to go on squeezing the paper-makers, they will either kill the hen that lays the golden eggs, or they will cause more capital to be brought into play for building many other mills. Mr. S. Chas. Phillips of *The Paper-Maker*, who has been on a visit to Norway and Sweden, reports that several of the makers have undertaken not to raise the price to a prohibitive figure, but the temptation to do so, at the present juncture, must be very great, and human nature generally comes to the fore when it is a question of making money.

It will be gathered from the above remarks that an advance in the price of paper is imminent, and it is feared that it will effect papers of almost every grade. We can only hope that some amicable arrangement will be arrived at between the pulp makers and the paper makers, but we have given the facts of the case so that our friends may have an opportunity of seeing the position of affairs for themselves.

At the last meeting of the Newsvendors' Benevolent Institution, the Hon. Harry Lawson was appointed the successor to the late Mr. A. H. Hance.

NEW STEREO PLATE & BASES MOULDING APPARATUS.

MAKE YOUR OWN FOUNDATIONS

With same Casting Box, &c., as formerly used for Plates only.

Economical saving in outlay. Great saving of time in underlaying and replacing of plates, in fitting up formes. No destruction of plates as caused by racks, screws, clips, &c. (now entirely abolished). Any metal will do. No waste or depreciation of outlay. A boon to the operator. Great economy to the employer. Excellent work produced. All claimed for it guaranteed by the patentee. A certificate supplied to each purchaser of Apparatus. To cast from moulds in simplicity and ease.

TWO PIECES TO EVERY PLATE AND **NO** CATCHES.

IN ORDERING BASES ONLY MENTION THE SIZE OF
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Every device formerly known of for fixing plates abolished; the plate is immovably attached in a few seconds as soon as put on Bases, and a few seconds detaches it.

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PLEATED POSTAL WRAPPERS

(PATENTED).

A Pasted Pleat is run along the length of the Wrapper by machinery; this can readily be pulled back, so dividing the Wrapper into two parts. No knife or cutter of any kind is required for opening a packet sent out in this way. It is therefore impossible to spoil the contents of
" " the packet whilst opening it. " "

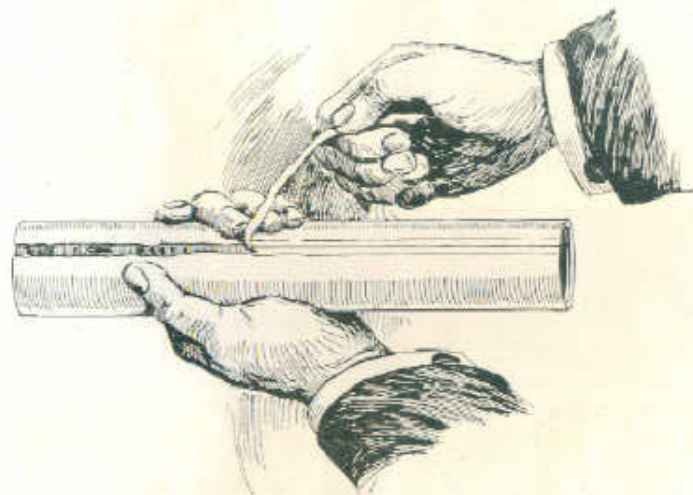
ONCE USED. ALWAYS USED.

Made in Mill Glazed Paper and in
" " " several sizes. " " "
Special Quotations for Large Quantities.

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Pleated Postal Wrappers.

THE success of our Pleated Postal Wrappers has been phenomenal. Our difficulty has been to keep pace with the demand, for the machinery used in their manufacture is delicate and intricate, and requires a thorough understanding on the part of the minder. We have therefore decided to build a second machine, and this we hope to have in working order within the next few weeks. Henceforth we anticipate no difficulty on the score of delay in deliveries; but on the contrary, we shall be enabled to meet all requirements promptly and effectively.



That the Pleated Postal Wrapper possesses many and great advantages over the ordinary form of wrapper must be apparent at first sight. As we have previously stated, a pasted pleat is run along the width of the wrapper by machinery, and this can easily be pulled back from either end as shown in the accompanying diagram, thus dividing the wrapper into two parts. No knife or cutter of any description is required to open a packet sent out in this way, and the contents, in consequence, cannot possibly be damaged in opening. Everyone has experienced the difficulties attendant upon opening a journal, for instance, that has been rolled into an ordinary wrapper, and more often than not the cover has become mutilated in opening the package. With our Pleated Wrappers, this cannot possibly happen: on the other hand, the opening is simplicity itself. They are made in several sizes in mill glazed paper, but almost any special size can be made to order.

IF YOU RECEIVE

any orders for

MOUNTING

which you find difficult to accomplish,

LET US ASSIST YOU.

"We were much pleased with its effectiveness, and considered it had a great future."
Vide Press Opinion.

WE shall be pleased to mount a sample print, in any way required, free of charge, so as to give a practical demonstration of the advantages and capabilities of the

. Dry Mounting Process. .

No order for mounting either too small or too large for us to undertake. We are now doing work for the principal printers and publishers, with the most gratifying results.

Special Prices for Trade Work.

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LTD.,

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Works: Darnley Road, Hackney.

Telephone: 13328 Central. Telegrams: Accroitre, London.

"We are sure that our readers will be very well satisfied to be rid of all the mess of mounting, cockling, and other troubles."
Vide Press Opinion.



NEWS IN BRIEF

IN consequence of the unsettled weather during the early part of the summer, London, last month, seemed more empty than is usually the case for the holiday month of the year. The metropolis appeared to be in the hands of foreigners, and especially of that clique who were making enquiries as to which was the way "down town." From the printing point of view, it must be admitted that the month of August is always unsatisfactory.

The last Annual Report of the National Society of Operative Printers' Assistants states that the year under review has been a busy one, and not altogether unfruitful. It has not been altogether free from cases of difference, but no serious dispute has occurred, nor has anything happened to prejudice the Society's relations with any firm connected with the trade.

Emigrants take notice! According to the *Typographical Circular*, it is impossible, from a workman's point of view, to exaggerate the deplorable position of the printing trade in South Africa, and there is no probability of any change in the industrial situation for at least twelve months.

We regret to have to announce the death, in his sixty-first year, of Mr. David Christie Murray, which occurred on August 1st. He was the son of a West Bromwich printer, but in early life he joined the staff of the *Birmingham Morning News* as a reporter. Mr. Murray has been connected with the *Times*, the *World*, and the *Referee*, and has written several novels which have had a wide popularity.

A party of British journalists, on the invitation of Sir Thomas Shaughnessy, President of the Canadian Pacific Railway Company, are paying a visit to Canada. The tour is intended to give the representatives of the British press an opportunity of seeing the

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

ESTABLISHED 1876.

First in 1876.
Foremost in 1906.

Automatic Striker Ruling Machine.

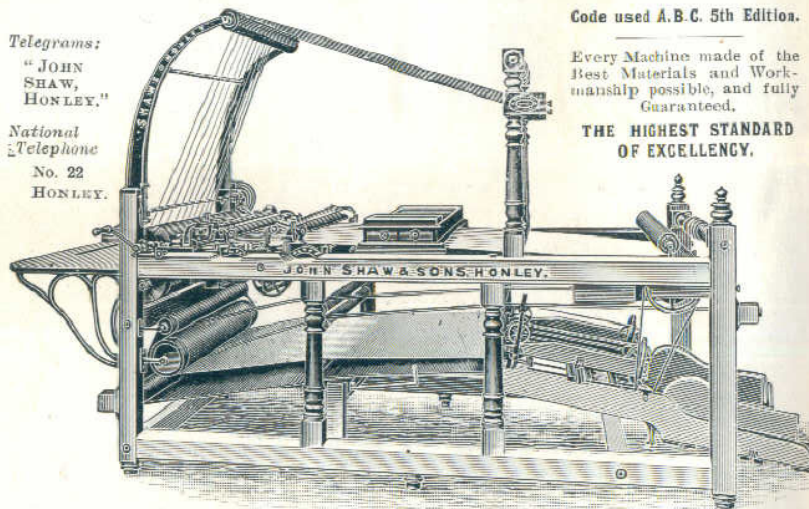
Supplied to the South African, New Zealand, Indian and Cyprus Governments,
and in all leading and Best Houses in Great Britain, Ireland and the Colonies.
One Firm alone in Great Britain using nearly 100 Machines.

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SHAW,
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No. 22
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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 Bettridge & Co., 35-G-7 Cloth Fair, London, E.C.
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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.

development of the country, and to show them the valuable resources
of which the Dominion can boast.

* * *

It is satisfactory to find the *Stationery World* announcing that
"during the past decade the printing trade of this country has
undoubtedly been on its mettle, and has removed the reproach that
we were being left behind, particularly by the Germans and
Americans." Throughout the whole of the time that the press were
granting free advertisements to foreigners, we still had sufficient
faith in the Britisher to believe that he would not be left far behind.
"Bluff" may hold sway for a time, but in the words of Abraham
Lincoln, "you may deceive some of the people all the time, or all
the people some of the time, but you cannot deceive all the people
all the time."

* * *

"Bad ventilation" is, according to the lady factory inspectors, the
cause "for the comparatively low standard of health among printers."
Surely, in this hygienic age, this is a fault that can easily be
remedied, and without much capital expenditure. It was a maxim
of a well-known manufacturer in the north, that the more oxygen he
gave his employees, the more work he was enabled to get out of
them.

* * *

A chair of journalism has been established at the Technical High
School, Darmstadt. There were already four German schools of
University rank which had taken this step.

* * *

During a visit through Germany and Austria we were particularly
interested in the class of printing that seemed popular for commer-
cial work. As a whole the technique was not nearly so good as we
are accustomed to at home, but it cannot be gainsaid that both the
Germans and Austrians are far more influenced by colour than the
majority of British firms. This being the case their productions
have an attractiveness which is pleasing to the eye, and even for
what would be considered cheap jobs, it is quite the usual thing to
see them printed in three or four delicate tints. However, we shall
have more to say upon our visit in our next issue.

* * *

There are over two hundred newspapers and periodicals published
in Buenos Aires.

* * *

Herr. Otto Scholtke, of Berlin, has patented a newly-invented
colour printing machine which is said to possess many advantages
over existing machines. According to the *Caxton Magazine*,

"SCRIVIA" . .

Made in two sizes, demy
12 mo. fly and demy 16 mo.
fly, and several combina-
tions of Art Colours.

EMBOSSSED

BLANKS.

NEAT, ATTRACTIVE & ARTISTIC,

.. and ..

THE BEST ON THE MARKET.

♦ ♦ ♦ ♦

The Colours of the Embossing have been carefully Selected
to harmonise with the Art Tints of the Paper.

♦ ♦ ♦ ♦

Will be found useful for a variety of
purposes.

NO MODERN PRINTER CAN DO WITHOUT THEM.

PRICES.

Demy 12 mo. fly, 17/6 per 1000. - - 2/- per 100.
Demy 16 mo. fly, 15/6 per 1000. - - 1/9 per 100.
Boxed in 100's.

R. T. TANNER & Co.,

Dorset Street,

LONDON, E.C.

another colour-printing machine is coming on the market, this time from Japan. It is said to be exceedingly simple, ingenious and effective, and, moreover, cheap. On the face of it, it would seem that Japan should excel in anything appertaining to colour, for there is no country in the world that has such appreciation for the harmonies of colour as have the Japanese.

* * *

For the first time within forty-seven years there has been a dispute in the printing trade in Aberdeen. It hinges on the question of female labour in the case and machine rooms. The men desire that all women so employed be allowed to remain, but that when any of them leave their situations, their places be filled by male labour.

* * *

The Amalgamated Press, Ltd., have given their reading staff an advance of two shillings per week, and have granted a week's holiday to all employees of six months' service.

* * *

According to the *Daily News*, the popularity of the picture post card has made letter-writing a lost art, for with it "we can be graphic without effort, pleasing without thought, entertaining without words."

* * *

In our last issue we stated that M.M. Aug. and Louis Lumière had introduced a new process of colour photography, but the plates have not yet been placed on the English market. We have, however, been let into the secrets of the working of the "Autochrome" plates, but reserve our comments until we have had an opportunity of making a practical test.

* * *

The editor of an American weekly has been imprisoned for refusing to pay a judgment for \$500 for libel. He was, however, permitted to have a telephone installed in his cell, and in this way he dictated the editorials appearing in the paper, and generally attended to business as if he were in his own private office.

* * *

According to the *Sales and Wants Advertiser*, the price allowed for old type metal has never been so high as it is at the present moment. Moreover, metal merchants are anxious to buy, and the larger the quantities offered the better they like it. The time is therefore ripe to "clear out the old, and take in the new," for there can scarcely be a printing office in the Kingdom but what has some useless, out-of-date material, that could be disposed of, for hard cash, with advantage to the printer.

LITHOGRAPHED Rotary and Flat Bed Machines.

62 × 42
in
One Sheet.

POSTERS.

WE 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.

PRACTICAL NOTES

The Question of Cost.

WE have on more than one occasion drawn attention in our pages to the all-important question of "Cost." It is by far the most sinister problem that the modern printer has to contend with, and there are such a multitude of items that must be taken into consideration when getting out an estimate, that it is quite an easy matter, unless the printer has an excellent system, to leave some out of consideration. The Federation of Master Printers and Allied Trades have done an immense service to the whole of the trade by making a thorough investigation into the cost of printing. The outcome of their labours is an excellent and practical volume of 96 pages, entitled "Profit for Printers—What is Cost?" which now makes its appearance in the second edition. It is published at 1/6, and may be procured from the offices of the Federation, and, needless to say, it is a book that should be carefully studied by every master printer. Several well-known houses gave the Federation access to their books, and an accountant was employed to co-ordinate and check the results. From these facts it is found that every compositor's time should be reckoned on an average of 1/6 per hour. Of this amount 9d. is paid to the man, and the balance is required for cost of readers, storekeepers, clearers, overseers, depreciation of plant, rent, rates, taxes, proof-paper, etc., etc., and establishment charges, e.g., light, water, insurance, postages, interest on capital, bad debts, repairs, travellers, etc., etc. Moreover, it is estimated that if a job takes 100 hours to compose, it will take 125 hours to compose and distribute, and the cost should be reckoned out at 1/6 for 125 hours, and not for 100 hours. It has also been found that the cost for working the machines, exclusive of ink and warehouse charges, is as follows:—foolscap folio platens 1/0 per hour; double demy Wharfedales 2/6 per hour; quad double royal cylinders 5/0 per hour; and other sizes at proportionate rates. These figures have been arrived at after taking into consideration the wear and tear of rollers, blankets, tape, depreciation, establishment and other charges somewhat similar to those mentioned above. It is also pointed out

A VERY POPULAR LINE.

No. "220" Quality.

DOUBLE IMPERIAL 120 lb.

DARK BROWN

Price **8/6** per cwt.

EXCEPTIONAL QUALITY. FINE COLOUR.

One of the best Wrappings on the Market.

SAMPLE SHEET ON APPLICATION.

R. T. TANNER & CO., Dorset Street,
Salisbury Square, LONDON, E.C.

The PIONEERS of PROCESS WORK

SIX POINTS worth the
consideration of
MASTER PRINTERS

S. A. CATTELL & SON -
Continue to Supply BLOCKS

1. Of the Best Quality
 2. Deeply Etched
 3. Well Finished
 4. In the Shortest Time
 5. At the Lowest Price
 6. In the Most High
- and the general satisfaction of all
who have used them.
- TRY THEM**

S. A. CATTELL & SON

Telegrams: "ETCHERS LONDON." Telephone: No. 2947 CENTRAL.
1, DORSET BLDGS. SALISBURY SQ. LONDON, E.C.

that the machine prices should be charged for the make-ready, as well as for the run. The book, however, is full of statistics and tables of every description, all of which will be found to be of great practical interest. Whilst on the question of cost, we might draw attention to an article on the subject by Mr. G. E. Wray, which appeared in a recent issue of the *American Master Printer*. The writer is of opinion that not one printer in a thousand can run a business at less than 20 per cent. upon the annual sales; the cost to most of them is 30 per cent., 33½ per cent., or often 40 per cent. of the annual turnover. In order to get this 20 per cent., he must add 25 per cent. to all his other costs before he can show any profit whatever. To give an illustration: A printer's yearly sales amount to £10,000; his costs, productive and non-productive (exclusive of the cost of running the business), will be about £8,000, to this he must add 25 per cent. in order to cover his running expenses of 20 per cent. of his annual sales. Any printer, therefore, who fails to get at least 25 per cent. upon the stock he transforms into merchandise (provided always his running expenses are about 20 per cent. of his yearly turnover), is either losing money and going backwards, or else he is charging a larger percentage of profit on departments of labour.

* * *

Is it Profitable?

IT must be admitted that Printing is a trade which is full of countless worries. The details connected with it are enormous, and if a profit is to be shown at the end of the year, nothing is too small that it can be overlooked. And yet, amidst it all, we are sometimes tempted to ask whether the printer takes time to think. On one occasion we called at a printing office and found the principal sweeping the floor; we asked him, in a gingerly sort of way, whether it would not be better for him to leave that task to someone at ten shillings per week, and leave himself free to see what was going on in the world around, as well as to give time to think about improvements in his business. If the master printer is to make a success of his business, it is absolutely essential for him to think as a master-man and not as an employee. And after all, it is not the number of hours that one has worked which differentiates the business man from the workman, but by the successful application of the mental faculties. Some portion of every day should be devoted to thought, in order that the possibilities and the improvements of the business can be carefully studied, but it is impossible to do this in the hurry-scurry of routine work.

* * *

An attempt is being made in Pennsylvania to pass a law making it legal for anyone who thinks he has been libelled, or slandered, to take the law into his own hands.

Do You Require

If so Any Additional Machinery?

Communicate with

W. H. LOCKETT & CO.,

PRINTERS' ENGINEERS,

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

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.

WHAT OTHERS ARE DOING

MESSRS. TAYLOR BROS., colour printers, Leeds, have issued an illustrated booklet giving reproductions of some of their many excellent chromo calendars for 1908. In addition, it contains particulars and prices of pocket calendars, date blocks, letter racks, football fixture cards and sheets, etc. A copy should certainly be in the hands of every modern printer. This, we understand, will be sent, post free, immediately on receipt of application.

* * *

The following dividends have recently been declared:—
"Financial Times," Ltd., 10 per cent. per annum on the ordinary shares for the half year ended June 30th last. The last annual report of C. Arthur Pearson, Ltd., shows a profit of £48,566; a dividend equivalent to 15 per cent. per annum on the ordinary shares has been paid, and £5,000 has been transferred to reserve account. Presiding at the general meeting, Mr. Pearson said he thought they had reason to congratulate themselves on the fact that during a period of acknowledged depression in a business such as theirs, they had been able to hold their own. For the year ended June 30th, the profits of George Newnes, Ltd., only amount to £32,160, so that it was impossible to declare a further dividend on the ordinary shares to that paid in February last, which thus makes it at the rate of 2½ per cent. per annum. It is, however, satisfactory to know that the profits were larger this year than was the case in 1905-6. The report of the directors of Weldon's, Ltd., shows a profit of £35,871, and the usual dividend of 10 per cent, has been declared, and £7,000 has been placed to reserve, which now amounts to £27,000.

* * *

In Austria, the Ministry of Finance received £30,000 last year from the tax on playing cards. It is reported that ten makers of playing cards, employing 236 persons, turned out over one and half million packs of cards, during the year.

* * *

A firm in Leipsic, have recently issued a treatise on botany,

MACHINE LITHO' PRINTING

FOR THE TRADE

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

TOM BROAD
76-78 CLERKENWELL RD LONDON E.C.

PHONE:
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"LITHO LONDON"

which has been printed to the order of the Brazilian Government. It consists of forty volumes, and was begun in 1819 by Martius. Sixty-five authors have taken part in its compilation, which has extended over a period of eighty-eight years. We occasionally hear complaints from our customers of the number of jobs which they have in hand that cannot be completed, but 88 years!—it almost takes one's breath away.

* * *

In America, a course of scientific salesmanship is being added to the curriculum of the technical schools. Lectures are given by practical salesmen, together with demonstrations in the art of making sales.

* * *

At Los Angeles, says the *Manchester Guardian*, a tax of one per cent. per square foot, per annum, has been placed upon all bill boards. It is estimated that this tax will bring in a yearly revenue of £10,400. Billposting is being prohibited in Pittsburg and at Cincinnati, and in New York five suits are pending against a prominent billposting syndicate. It seems, therefore, as if American public opinion was deciding upon the suppression of hoardings as media for advertisements.

* * *

"Deterioration of Paper" is a subject that has been dealt with by the Council of the Society of Arts. The report says that the increasing use of what is described as perishable paper is due to the popularity of photographic reproductions, and the efforts made to adapt papers to the requirements of the half-tone block. In order to obtain a smooth surface, at a minimum of cost, the papers have to be loaded with china clay.

* * *

At the Annual outing of Messrs. Spottiswoode & Co., Ltd., which was this year held at Brighton, Mr. Glass, in proposing "The Printing Business," said that the trade was going through a period of change, but he believed they could look forward with the most absolute confidence to the future. In responding, Colonel Trench, a director, spoke of the way in which science was brought to bear on the printing business, and stated that it looked as if, after the four hundred years of printing, they were only just beginning.

* * *

The late Mr. T. G. Beamish, of Curtis & Beamish, printers, Coventry, left estate valued at £11,272 gross, and £5,850 nett. The will of Mr. R. Watkinson, of the Bremner Printing Machine Works, Otley, shows estate valued at £13,579.

Correspondence Cards.

Made by Special Machinery on
Our Own Premises, thus ensuring
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In Moss Green, Terra Cotta, White, Pink, Primrose & Blue.
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HAND MADE DOUBLE CORRESPONDENCE, SCORED AND DECKLED.

In Moss Green, Terra Cotta, White, Pink, Primrose & Blue.
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No. 282, DECKLE EDGE ANTIQUE.

In Blue, Pink, Buff, Lilac, Green, Primrose & White.
Price, 4/3 per 1000; 9d. per 100.

No. 282, ANTIQUE DOUBLE CORRESPONDENCE, SCORED AND DECKLED.

In Blue, Pink, Buff, Lilac, Green, Primrose & White.
Price, 7/6 per 1000; 1/- per 100.

No. 260, ART CHROMO TINTED, AND DUPLEX ROUND CORNERED. . . .

In Blue, Pink, Primrose & Green: and Pink & Blue, Pink & Salmon, Pink & Green, Pink & Primrose.
Price, 4/- per 1000; 9d. per 100.

"SALISBURY" TINTED AND ROUND CORNERED.

In Green, Fawn, Ethereal, Pink, Silurian, Salmon, Blue, Primrose and Caledonian Grey.
Price, with plain edge, 3/3 per 1000.
" with gold " 4/- " "

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Price, 5/6 per 1000; 9d. per 100.

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In Cerise, Light Green, Pink, Fawn, Crimson, Dark Green, Yellow, Blue, Orange, French Grey, Salmon, Primrose, Dark Blue and Peacock.

Price, 8/6 per gross.

3d. per gross reduction for 10 gross.

6d. " " 25 "

ALSO IN CUT CARDS.

Price, Large 2/- D. Large 4/- Small 1/3. D. Small 2/6.

FIRST QUALITY CLOTH LINED ROYAL BOARDS.

In Light Green, Dark Blue, Light Blue, Dark Green, Pink, Salmon, Caledonian Grey, Yellow, Buff, Crimson and Lavender.

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ALSO IN CUT CARDS.

Price, D. Large 10/- per 1000. D. Small 6/9 per 1000.

TINTED MANILLA SURFACE ROYAL BOARDS.

In Blue, Red, Yellow and Green.

Price, 14/- per gross.

ALSO IN CUT CARDS.

Price, D. Large 7/6 per 1000. D. Small 4/9 per 1000.

ONE-SIDED TICKET BOARDS.

Price.

4 sheet ... 7/6 per gross. 8 sheet ... 11/- per gross.

6 sheet ... 9/6 " 12 sheet ... 15/6 "

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No. 221, TINTED ROYAL BOARDS.

In Pink, Lemon, Cerise, Green, Salmon, Blue and Yellow.
Price, 3/3 per gross. For 10 gross lots, 3/- per gross.

No. 280, STRONG TINTED ROYAL BOARDS.

In Buff, Green, Pale Pink, Yellow, Salmon, Light Blue, Deep Pink and Deep Blue.
Price, 20 lbs., 5/- per gross; 25 lbs., 6/3 per gross.
For 10 gross lots, 3d. per gross less.

"SALISBURY" FINE TINTED ROYAL BOARDS.

In Blue, Caledonian Grey, Green, Pink, Ethereal, Silurian, Fawn, Primrose and Salmon.
Price, 8/6 per gross.

ALSO IN CUT CARDS.

Price, Corres., 2/9; Large, 2/6; Small, 1/9.

No. 282, ANTIQUE ROYAL BOARDS.

In Green, Blue, Buff, Primrose, Pink, Lilac and White.
Price, 7/6 per gross.

Cards cut to any size with Plain Deckle or Gold Deckle Edges to order.

HAND MADE DECKLED EDGE ROYAL BOARDS.

In Pink, Blue, Moss Green, Terra Cotta, Primrose, White and Mignonette.
Price, 12/6 per gross.

Plate Sinking and Gold Deckling to order.

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In a large variety of qualities including the "Belgrano" Coated, One-sided and Two-sided Boards, Chromo Boards, Pictorial Post Card Boards, Collotype Boards, White Pulp, Ivory Finish Boards, Commercial, "Salisbury" Super Paste Boards, Antique, Hand-made, "Scriveria" Ivory, "Salisbury" Ivory, Copperplate Ivory, etc., etc.

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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.

WHITE PAPER WAREHOUSEMAN, 15 years in present place, leaving owing to reduction of staff. Good references.—"J. W.," c/o R. T. TANNER & Co.

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ADVERTISER, Practical Managing Printer of wide experience, would be pleased to hear from country employers desirous of best results from their works, and willing to remunerate accordingly. Address, "Printer," R. T. TANNER & Co.

TO PRINTERS AND STATIONERS, &c.—Advertiser, printer and stationer, seeks situation as Manager, Assistant Manager, or Representative of printing, stationery, or paper firm (Eastern Counties preferred). Good all-round printer; keen buyer; good estimator. First-class knowledge of all kinds of paper and stationery. Good references. Able to take entire control.—"Jesse," c/o R. T. TANNER & Co.

FOR SALE, RELIEF STAMPING PRESS (Edwards & Williams' Pat. A), complete with guide board, chucks and dots. Also assortment of materials and colours. Cost £7; practically new; no reasonable offer refused.—J. H. Clarke and Co., Stationers, Chelmsford.

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A THOROUGHLY ESTABLISHED Litho' and Letterpress Business in a large city may be obtained under exceptional circumstances for £500. Splendid chance for an up-to-date Printer.—"V.," c/o R. T. TANNER & Co.

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