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OF THIS ISSUE
is printed on
"BELGRANO"
COVER PAPER
(FORGET-ME-NOT).**

Supplied also in Lavender,
Apple Green and Marigold,
and in three sizes—40 lb.
Medium, 50 lb. Royal, 60 lb.
Double Crown. (All 480
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Price **2 $\frac{1}{2}$ d.** per lb.
Five Ream lots **2 $\frac{3}{4}$ d.** per lb.
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TANNER'S
===== **TRADE** =====
CIRCULAR

**TO PRINTERS
& STATIONERS**

=====

APRIL, 1910

=====

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FAWN, CALEDONIAN GREY,
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GREEN, ROYAL BLUE,
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ORANGE, RUSSET,
VERDANT GREEN, CAMEL BROWN,
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Dorset Street, Salisbury Square,

LONDON, E.C.

Tanner's Trade Circular

FOR PRINTERS & STATIONERS

Published by

R. T. TANNER & Co., Ltd.

Dorset Street, Salisbury Square,
London, E.C. ♦♦♦♦♦
39 & 40 Hutton Street, and
40, 41, 42 Primrose Hill,
Whitefriars, London, E.C. ♦♦♦
And at PARIS and ♦♦♦♦♦
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Exclusive Trade Circulation

Vol. V., No. 4.

APRIL, 1910.

Gratis and
Post Free.

STILL ANOTHER IS IN SIGHT.

IT seems, comparatively, but a few weeks ago that we were urging upon our readers the necessity of making preparations for the boom in the trade which was sure to result from the General Election. That there was a large amount of money spent in printers' ink on that occasion cannot be denied, and some of our friends, we know, had an exceptionally busy time for some weeks. On the heels of the General Election followed the L.C.C. Election, which kept the trade brisk, at all events, in the Metropolis. Now there are continued rumours that there will be another General Election either during the month or early next month. Whilst this is so we would recommend our friends to be cautious, and not to be influenced too much by newspaper reports, for after all, they have their axe to grind. On the eve of the rising of the last Parliamentary Session for the Easter vacation, we had an opportunity afforded us of interviewing several well-known members, and we find that the opinion as to an early General Election is divided. No party in the House desires it, and some of the members we interviewed were emphatic in their denial that there was the likelihood of an election. While others, perhaps not quite so sanguine, thought it was more than probable that it would not take place for some time to come. Under the circumstances, the printers would be well advised not to make any costly preparations until something more definite is announced.

'SCRIVIA'

Cream Laid and Wove

A Really Good Writing Paper at a Low Price.

Used with the greatest satisfaction by all printers.

CREAM LAID, STOCKED IN:

18, 21, 23 and 28 lbs. Large Post.

42 lbs. Double Large Post.

26, 32 and 38 lbs. Double Cap.

CREAM WOVE, STOCKED IN:

18, 21, 23 and 28 lbs. Large Post.

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(Private Exchange.)

LONDON, E.C.

Telephone:
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(Private Exchange.)

OUR MONTHLY REVIEW

An Excellent Writing Paper.

An excellent Writing Paper both for ink and type is the "Niagara" Cream Laid Bank. In fact it is one of our leading lines, and has been immensely popular since we introduced it some time ago. As we already intimate it has a good surface, and is of a good colour, and it carries the following water-mark:

NIAGARA
BANK



We stock this paper in 13, 15, 18 and 21, lbs. 17 x 22 in. (all 500 sheets), and the price is 4d. per lb. A sample of the paper forms an inset in the present issue.

A Special Clearance Line.

Speaking of Writing Paper reminds us that we have a very special clearance line of 28 lbs. Blue Laid, which we can offer at a very low price. This paper is Double Foolscap (17 x 27). 480 sheets, and will be found suitable for a variety of purposes. The price is 2½d. per lb. which, as our readers very well know, is considerably lower than the market value for this quality of paper.

Embossed Bank Papers.

WE are continually being reminded that even now there are some of our friends who do not appear to know that we supply an excellent series of White and Tinted Embossed Bank Papers. These are supplied in medium (480 sheets), and will be found suitable for a variety of purposes.—To name but a few:—superior drapers' hand-bills; fancy printed envelopes; specialities for the drug and

H. SILVERLOCK

Amalgamated with
Suttley & Silverlock,
Ltd.

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LONDON, S.E.**

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Electrotyping and Stereotyping

By the most up-to-date plant
and the most efficient staff.



OUR SPECIALITY.

The fullest satisfaction to the customer and prompt delivery. Our Express Cycle Carriers will collect and deliver the work. All classes of work undertaken and personal attention given to all orders.

DON'T FORGET

That our Foundry is at the service of every modern and up-to-date printer.

confectionery trades, as well as for box linings etc. The tinted papers are exceptionally delicate in colour, and the embossings are of a superior grade, including geometric and floral designs, imitation leathers, silk, etc., etc. The price of these papers is 5s. per ream, and at this competitive price we feel they will be in great demand among all printers.

Cricket Fixture Sheets.

THE Cricket Fixture Sheets of Messrs. Taylor Bros., Leeds, are even more artistic this year than they have been in past seasons. This is saying a good deal, for in this particular line Messrs. Taylor Bros. have risen to the highest pinnacle of success. These sheets carry appropriate illustrations of scenes in the cricket field, and spaces are left thereon for the club's fixtures, and for advertisements. We know of printers who have taken up this line and find it very remunerative, the printer securing not only the printing of the sheets or calendars, but also receiving a fair income from the advertisements. We understand that similar sheets are supplied for other out-door games, e.g., tennis, bowling, etc. At all events, we would strongly urge upon any of our readers who feel that they have an opportunity of handling such an article, to immediately communicate with Messrs. Taylor Bros., who will be pleased to send the fullest information as to price, etc., on receipt of application.

LOOK OUT FOR OUR SPECIAL CLEARANCE LINES Consequent upon STOCK-TAKING


A year's accumulation of various stocks to
be offered at prices much under their value.

MOUNTING FOR THE TRADE.





WE have the necessary machinery for the

DRY MOUNTING ... PROCESS ...

and are in a position to undertake Trade Mounting of every description. The Process enables the prints to be mounted on the thinnest paper without cockling, and the Tissue itself isolates the print from any deleterious matter which may be contained in the Mount. Very artistic effects can be obtained by using Border Tints. Send your requirements and we will submit mounted specimen print, free. No order is either too large or too small to receive prompt and personal attention. Estimates on application 

The Adhesive Dry Mounting Co., Ltd.,

 **27/28 Fetter Lane,** 

Phone: 13328 Central.

LONDON, E.C.



NEWS IN BRIEF



JUST as we go to press with this issue of our Trade Circular we are in the midst of stock-taking. We mention this fact, not for the purpose of receiving our readers' sympathies, but to remind them that we shall have a large number of job lines of every description to offer, next month, at ridiculously low prices.

* * *

The Civil Services of the United Kingdom require for printing and stationery, an additional £42,000 to the Treasury estimate for the current financial year. This is due to the prolonged session and the establishment of the Labour Exchanges.

* * *

Bravo! The Caxton Convalescent Home, Limpsfield, continues to do excellent work. At the Annual Meeting, held last month, it was announced that over 135 convalescents had been restored to health through the Home. The Committee are making an earnest appeal for the sum of £900 to liquidate the debt incurred for extensions.

* * *

Sir G. Wyatt Truscott, Bart., will preside at the eighty-third Anniversary Festival of the Printers' Pension, Almshouse, and Orphan Asylum Corporation, to be held in the Connaught Rooms, Masonic Hall, Gt. Queen Street, W.C., on Wednesday, May 25th.

* * *

According to official returns, the expenses in printing, stationery and advertising incurred at the last election between the issue of the writs and the polling dates, was close upon half a million sterling. This amount does not include the vast sums of money spent by the various political parties on posters and campaign literature for months prior to the election. This sounds healthy for the printing trade, seeing there may probably be another election before this month is out.

* * *

May we draw our readers' attention to the fact that we have just issued a new sample book of the "Belgrano" Cover Papers, which

"SCRIVIA" EMBOSSSED BLANKS.

Used by all Modern Printers.

SUITABLE FOR A VARIETY OF PURPOSES.

Including Programmes, Menus, Folders, Covers, etc., etc.

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

The Colours of the Embossing have been carefully selected to harmonise with the Art Tints of the Papers.

PRICES:

Demy 12mo fly.	Demy 16mo fly.
17/6 per 1,000	15/6 per 1,000
2/0 per 100	1/9 per 100

BOXED in 100's.

WRITE FOR SAMPLES, POST FREE ON APPLICATION.

R. T. Tanner & Co., Ltd.,

Dorset Street, Salisbury Square,

LONDON, E.C.

we shall be pleased to forward to any printer making application for same. The cover of this issue is one of these papers, namely, Forget-me-not, and they are also supplied in Lavender, Apple Green and Marigold, four colours which can be made to look exceptionally attractive, either with one or two printings. The price is 2½d. per lb.

Still they come! Another Trade Union has been formed under the style of the Printers' Revisers and Readers' Assistants' Society, with headquarters at 35, Whitefriars St., E.C. The Secretary is Mr. W. E. Daniels.

The will of Mr. F. Greenwood, founder and editor of the *Pall Mall Gazette*, shows an estate valued at £6,552 gross; Mr. Pearse Morrison, printer and stationer, Leadenhall Street, E.C., left estate valued at £16,932; the will of Mr. A. E. Miles, chairman of Simpkin, Marshall & Co., shows an estate valued at £32,401; that of Baron G. de Reuter, at £13,809, with net personalty *nil*; that of Mr. J. Beall, printer, Newcastle-on-Tyne, at £10,435; and that of Mr. R. Hoe, grandson of the founder of the firm of Messrs. Robert Hoe & Co., at £113,203 gross in the United Kingdom, with net personalty of £112,965. His estate in America, so far as can at present be ascertained, is valued at £4,000.

Under the Census of Production Act (now published in a Blue Book) we learn that in 1907 there was an output of British made paper amounting to 15,407,000 cwts. About one-ninth of the paper for writing, printing and posters was exported. The average number of persons employed was 39,990.

FOR THE TRADE

Envelope making (special sizes and qualities).
Black Bordering. Relief Stamping.
Edge Gumming and Receipts.

Send for quotations and Samples.

Telephone: T. J. PARKINS, 45 & 45 St. John Street,
Holborn 762. West Smithfield.

COLOR & GENERAL PRINTING FOR THE TRADE.

CHROMO ALMANACS.

Cheap, Choice and Charming.

Sample Set to take orders with 5/6, allowed off £5 order or if the Samples be returned in good condition.

CARD CALENDARS.

(American style).

Smart, Up-to-date and Attractive. Send for Sample Book.

LITHOGRAPHED POSTERS.

In One Sheet. 62×42ins.

By Experienced Designers and Printers.

LOW PRICES. GOOD WORK. PROMPT DELIVERY.
ESTIMATES FREE.

ADVERTISING FIXTURE SHEETS.

For Cricket and other Clubs.

A Splendid Range of Designs Lithographed in Gold and Colors.

Illustrated List on application.

PICTORIAL POST CARDS.

From your own Photographs.

Low Prices and Quick Delivery.

Send for Samples and state requirements.

AN INDEX to a few of the things in which we can assist you. Your enquiries are invited for samples, estimates and other information for these or similar items.

Designing, Drawing on Stone or Aluminium or Zinc Plates, Transfer Writing, etc.; Labels for Canned Fruits and Provisions; General Lithography; Letterpress Posters; Advertising Transparencies (self-adhesive); Line, Half-Tone and Tri-Color Blocks; Three-Color Printing; Photo Lithography; Pocket Calendars; Leaflets and Date Blocks; Perpetual Daily Date Cards with Rims; Award Certificates (floral and ornamental); Zenith Decorative Transparencies (self-adhesive); Pictorial Posters and Window Bills; "In Memoriam" Cards (single folding and framing); Bordered Posters; Bordered Cards; Ruled Blanks for Invoices Billheads, etc.; Patriotic Posters, Cards and Circulars.

TAYLOR BROS., LEEDS.

THE TRADE COLOR PRINTERS.

Telegram: "Almanac, Leeds"

Telephone 461.

Speaking to a meeting of Chicago printers on the subject of "Credit," Mr. G. D. Forest said: "In turning to the subject of credits, we must first have a basis, and a basis so firm and secure that nothing can shake it. This basis is *truth*. The demands of truth are imperative and insistent, for right thinking, right acting, right method. If every man in this room to-night could appreciate the full meaning of the truth, and live up to the *demands* of right thinking and right acting, there would be no untoward conditions to work out of, but harmonious action would be obtained and understanding complete." This sounds excellent for U.S.A.

* * *

With the approach of Eastertide the Lancashire retailers, said the *Newsagent*, put renewed vigour into their campaign against the publication of newspapers on Good Friday. The question of selling newspapers on Christmas Day and Good Friday is one which has not been looked upon with favour for years past by the northern agents and publishers, and even the retailers, in many Lancashire towns, have taken the law into their hands and refused to handle papers published on these days. Unquestionably this movement is becoming general in the North.

* * *

Our Mr. F. Garrett presided at the third Annual Dinner of the Association of Wholesale Stationers, held at the Holborn Restaurant. There was a representative gathering of the trade present, and altogether a most enjoyable evening was spent, the toasts including "The King," "The Association" and "The Visitors." Miss Lucy France and Mrs. Randell Jackson provided the musical programme. The menu carries an excellent portrait of Mr. Garrett, whose eye is seen through the cover, on the Sphinx, above the motto "Semper Vigilans."—Very apropos to our Managing Director, as our readers will admit.

SEND A POSTCARD FOR BLOTTER WHICH WILL BE POSTED TO YOU EVERY MONTH



**LITHO
PRINTING**
FOR THE
TRADE

PHONE
HOLBORN 381

WIRE
"LITHO, LONDON"

Engraving
Copper Plate Printing &c

UP-TO-DATE
PLANT
MODERN METHODS

TOM BROAD,
76-78, Clerkenwell Rd LONDON E.C.

One of the Best
Equipped Offices in London.

CARDS AND BOARDS

of every description for all requirements.
Sample book free on application.

- No. 221. Royal Boards, Stocked in 8 colours.
Price 3/0 per gross, or in 10 gross lots 2/9 per gross.
- No. 77. Royal Boards, Stocked in 5 colours.
Price 3/6 per gross, or in 10 gross lots 3/3 per gross.
- No. 88. 2-sheet Royal Boards, stocked in 7 colours.
Price 3/11 per gross, or in 10 gross lots 3/9 per gross.
- No. 88. 3-sheet Royal Boards, stocked in 7 colours.
Price 4/9 per gross, or in 10 gross lots 4/6 per gross.
- No. 280. 2-sheet Royal Boards, stocked in 7 colours.
Price 5/0 per gross, or in 10 gross lots 4/9 per gross.
- No. 280. 3-sheet Royal Boards, stocked in 5 colours.
Price 6/3 per gross, or in 10 gross lots 6/0 per gross.
- No. 282. Antique Royal Boards, stocked in 7 colours.
Price 7/0 per gross, or in 10 gross lots 6/6 per gross.
- "Salisbury" Tinted Royal Boards, stocked in 9 colours.
Price 8/6 per gross, or in 10 gross lots 8/3 per gross.
- Tinted Art Royal Boards, stocked in 4 colours.
Price 10/0 per gross, or in 10 gross lots 9/6 per gross.
- Tinted Duplex Art Royal Boards, stocked in 4 combinations.
Price 10/0 per gross, or in 10 gross lots 9/6 per gross.
- "Belgrano" Surface Royal Boards, stocked in 15 colours.
Price 8/0 per gross, or in 10 gross lots 7/6 per gross.
- Tinted Manilla Surface Royal Boards, stocked in 8 colours.
Price 14/0 per gross.
- Cloth Lined Royal Boards, stocked in 14 colours.
Price 21/0 per gross.
- Bright Enamel Cloth Lined Royal Boards, stocked in 5 colours.
Price 25/0 per gross.
- No. 250. White Art Royal Boards. Also stocked in $22\frac{1}{2} \times 28\frac{1}{2}$,
and 28×32 .
Price 10/0 per gross.

Continued on page 74.

PRACTICAL NOTES

Importance of Learning How to Estimate.

MR. W. C. WARNE has written an excellent and practical handbook, entitled *The Printers' Estimator*, the subject of which, we feel sure, will appeal to every practical printer. The book is published at 3s. 6d., and may be procured from the offices of the *Printers' Register*. The following is the opening portion of the first chapter of the book:—"In times long past, and probably never to return, close estimating the cost of work to be done was unknown. An occasional customer would inquire as to the approximate cost of a job, and would perhaps grumble a little if the amount of the bill rendered exceeded the figure named, but neither he nor the printer would have dreamt of being bound hard and fast to the quotation given. The charge made when the job was finished would depend largely on the time occupied and the cost of the materials provided for it, or upon the traditions of the house to charge so much for work of the sort. All this is now altered. Seldom or never does a printer get a job of any magnitude without having to submit the price at which he is prepared to execute the order, and in most cases that price will be compared with quotations for the same work given by his competitors. Hence the necessity on the one hand to keep prices as low as possible lest business be lost, and on the other to be quite certain that all elements of cost are duly considered and taken into account, so that each job may bring in its proper share of profit. Estimating is thus one of the most important branches of a printer's business, requiring alike skill, study, and accuracy; and it depends largely upon its proper performance that the works will be kept going and a livelihood made. Indeed, it is now as essential for a printer to be able to estimate properly as to know the Craft he professes; and this work must be done in small offices by the printer himself, though in larger concerns it is the province of the careful and experienced man who, having knowledge of all or at least most of the mechanical branches of the business, has risen to the responsible position of estimating clerk. To the average outsider the giving of a quotation seems a very simple matter; he thinks he

CARDS AND BOARDS.—Continued.

No. 276.	2-sided, 4-sheet Royal Boards.	Also stocked
	in 5-sheet and $22\frac{1}{2} \times 28\frac{1}{2}$.	Price 10/6 per gross.
No. 387.	1-sided, 4-sheet Royal Boards.	Also stocked
	in 5-sheet and $22\frac{1}{2} \times 28\frac{1}{2}$.	Price 9/6 per gross.
No. 160.	8-sheet Chromo Royal Boards.	Price 18/6 per gross.
No. 80.	Ivory Royal Boards.	Price 11/6 per gross.
"Scrivina"	Ivory Royal Boards.	Price 12/6 per gross.
No. 110.	Ivory Royal Boards.	Price 13/6 per gross.
"Salisbury"	Superfine Ivory Royal Boards.	Price 15/0 per gross.
"Salisbury"	Thick Vellum Ivory Boards.	Price 21/0 per gross.
Pure White Thin	Copperplate Ivory Boards.	Price 18/6 per gross.
Pure White Thick	Copperplate Ivory Boards.	Price 23/6 per gross.
No. 812.	Matt Surface Ivory Boards (Large Royal).	Price 13/0 per gross.

White Pulp Royal Boards.

	2-sheet 4/6 per gross, 3-sheet 5/9 per gross.
No. 891.	Ivory Finish Boards. (2-sheet). Stocked in Royal and Imperial. Price 4/9 and 5/9 per gross.
No. 881.	Ivory Finish Boards. (3-sheet). Stocked in 20×25 , $22\frac{1}{2} \times 28\frac{1}{2}$, 22×30 . Prices 5/3, 6/6, 7/0 per gross.
No. 831.	Ivory Finish Boards. (4-sheet). Stocked in 20×25 , $22\frac{1}{2} \times 28\frac{1}{2}$, 22×30 . Prices 5/9, 7/3, 7/9 per gross.
No. 831.	Ivory Finish Boards. (5-sheet). Stocked in 20×25 , $22\frac{1}{2} \times 28\frac{1}{2}$, 22×30 . Prices 7/10, 9/9, 10/6 per gross.
No. 831.	Ivory Finish Boards. (6-sheet). Stocked in 20×25 , $22\frac{1}{2} \times 28\frac{1}{2}$, 22×30 . Prices 9/6, 11/6, 12/6 per gross.
"Dorset"	Royal Boards. Stocked in 2-sheet, 3-sheet, 4-sheet, 5-sheet and 6-sheet. Prices 3/6, 4/3, 5/0, 5/8 and 7/0 per gross.
Fine Commercial	Royal Boards. Stocked in 3-sheet, 4-sheet, $4\frac{1}{2}$ -sheet, 5-sheet, 6-sheet, 7-sheet and 8-sheet, and in several sizes.
"Salisbury"	Super Paste Boards. Stocked in Royal and Imperial, and in 4-sheet, 5-sheet, 6-sheet, 8-sheet, 10-sheet, 12-sheet, 16-sheet.
1-sided Ticket	Boards. Stocked in Royal and Imperial, and in 4-sheet, 6-sheet, 8-sheet, 12-sheet.

Cards in all the usual sizes.

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

has only to ask a price to get a reply at once, and a reply which will bind the printer. The idea that a series of careful calculations upon many data must be made before a correct answer can be given never enters his mind. For instance, someone will ring up a printer on the telephone and put such a question as this: 'I want a pamphlet printed; 5,000 copies; the MS. contains about 30,000 words; please give me your price.' To the printer, and indeed to anyone else who bestows some thought upon the subject, it is apparent that no price can be quoted without much further information. He will want to know: (1) What is the nature of the job, and what its length? (In the question put this has been given.) (2) Is it in the English language? (3) Is it full of short paragraphs, or are the paragraphs of average length? (4) Does the MS. consist of ordinary run-on matter, or is there to be any display or variations of type? (5) Are there to be foot-notes, marginal-notes, let-in side-notes, side-headings, &c.? (6) What is to be the size of the page? (7) Is medium, or large or small type desired? (8) Is it to be set solid or to be leaded, and if leaded, thin, thick, or double leaded? (9) Are there to be any and what kind of illustrations, and are these to be let into the text or not? (10) What sort of paper will be required? (11) Is the page to be a handsome one with ample margins, or are the margins to be reduced as far as possible? (12) Is it all to be in black or will more than one colour be wanted? (It will of course be assumed to be all black unless the contrary is stated.) (13) Is there to be a title-page? (14) Is there to be a cover and what sort of a cover? (15) Is the pamphlet to be thread-sewn bookwise, or stabbed and thread-sewn, or wire-sewn bookwise, or stabbed and wire-sewn? (16) Are the edges to be cut or left uncut? (17) What number is required? (This is given in the supposed telephone inquiry.) When all these points have been settled, the estimator can begin his work and can make a proper calculation of the cost and of the price to quote. But the enumeration of the data required leads to the formulation of the following golden rule: Before quoting a price or commencing to estimate cost, always ascertain exactly what the job is, and what will be required of the printer by his customer. This rule should be adhered to as much as possible, but there are occasions when close observance of it must for business purposes be dispensed with."

Do you require an assistant or have you anything to sell? If so, try a small free announcement in the columns of our Miscellaneous Advertisements. The results are most satisfactory and the cost is nil.

Valuations.

MR. FRANK G. BOWEN

IS PREPARED TO UNDERTAKE VALUATIONS AND
SUPPLY INVENTORIES FOR ALL PURPOSES—
PROBATE, TRANSFER AND RE-INSTATEMENT.

FOR

FIRE INSURANCE RISKS

IT IS VERY NECESSARY FOR THE ASSURED TO
HAVE A PROPERLY ATTESTED INVENTORY,
WITH A VIEW TO SAVING TROUBLE, LOSS, AND
OFTEN GREAT EXPENSE.

AUCTION ROOMS AND OFFICES:

62a ALDERSGATE ST., & HARE COURT,
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POST CARDS

FOURTEEN QUALITIES.

With New Printing, and Old Style.

USUAL SHAPE AND COURT SHAPE.

Special Pictorial Cards and
Art Cards coated one side.

Price from **1/10** to **4/-** per 1000.

Can be cut with 2, 4, 8, or more on to order.

SEND FOR SAMPLES.

R. T. TANNER & Co., Ltd.

Dorset Street, Salisbury Square, E.C.

WHAT OTHERS ARE DOING

THE Argus Printing Co., Ltd., for last year, have declared a dividend at the rate of $2\frac{1}{2}$ per cent. per annum. The report of the Scottish Newspaper Publishing Company, Ltd., shows a profit which allows the directors to recommend a dividend on the ordinary shares at the rate of 6 per cent. per annum, free of income tax. The report of Messrs. Cassell & Co., Ltd., shows still another year of progress in the firm's history. After making full allowance for doubtful debts, etc., there is a profit for the year of £23,274. The directors, still believing that continued conservation of the finances of the company to be a wise policy, recommend a dividend of 2 per cent. on the ordinary capital. Of the balance, which is £12,342, it is proposed to place £5,000 to reserve, £5,000 to copyright equalization account, and to carry forward the sum of £2,342.

* * *

Congratulations! The business of Messrs. Langley & Sons, printers, George Street, Euston Square, N.W., has reached its jubilee, having been founded in 1860 by Mr. Charles Langley on his return from Australia.

* * *

Too many people, said Sir George Riddell, at the annual dinner of the Associated Wholesale Newsagents, Ltd., read newspapers of the same sort. Every newspaper required an antidote. The man who read the *Daily Mail* in the morning should read the *Star* in the evening. As to competition, it was the salt of business; but when it went to the length of giving up that margin of profit which was absolutely necessary, then it was a very bad thing, and ought to be put down. The price-cutter might secure a temporary advantage, but in the long run he ruined himself and the trade. The Association enabled the wholesale newsagents to minimise unfair competition, and was beneficial to the journal proprietors as well as to the newsagents.

* * *

Says the *Sales & Wants Advertiser*:—The improvement in the conditions of work enjoyed by the compositors of London is

Does this Interest YOU??

We have the Latest Machinery and
* * Plant for * *

**GOLD EDGING,
GOLD DECKLING,**

* * and * *

PLATE SINKING

Cards of every Description.

ALSO FOR

**SILVER AND COLOURED
EDGING AND DECKLING.**

Orders Executed Promptly. Low Charges.

We also have an immense variety of

Fancy Cards

Suitable for

Weddings, Programmes, Menus, etc., etc.

MADE IN OUR OWN FACTORY.

Samples and Particulars on Application.

'PHONE: 6262 HOLBORN (3 Lines).

R. T. TANNER & Co., Ltd.,

DORSET STREET, SALISBURY SQUARE,
LONDON, E.C.

strikingly indicated by the fact that the combined ages of the 152 members who died last year record an average of fifty-four years per member. Thirty of them reached the age of sixty, seventeen exceeded seventy years, and eight were over eighty years of age.

* * *

Sir Lomar Gouin affirms that the evening papers of the United States annually consume 60,000 acres of pulp forest. He is of opinion that it should be the duty of the Government to promote the manufacture of pulp wood into paper in Canada instead of exporting the raw material to the United States to be manufactured there.

* * *

From the sixty-second report of the L.S.C. we learn that the income of the Society for the past year was £45,845, which establishes a record. The sum of £10,105 was paid out on super-annuation account, which is an increase of £689 over the preceding twelve months. Grants to unemployed members for the year amounted to £22,975, which is a slight reduction on 1908, and the expenditure due to strikes also declined from £1,454 to £397.

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Mr. Arthur Spurgeon, at the last annual meeting of the British International Association of Journalists, was unanimously elected president for the ensuing year.

* * *

At a recent trade meeting, Major Gratwicke said that the competition now going on in the newspaper world was something not far removed from suicidal, and urged for a halt to be called in order to see if it is not possible to check this race to ruin.

* * *

Many of our friends will have in their employ assistants who will be pleased to hear that there are to be many competitions at the forthcoming Printing Exhibition at the Agricultural Hall. Medals and diplomas are to be awarded, and if our readers are wise they will encourage their men to enter such competitions, for they certainly form a stimulant to their inventive faculty.

* * *

The next annual conference of the National Printing and Kindred Trades' Federation is to be held at Plymouth.

* * *

Don't forget that we have quite a number of Job Lines to offer after stock-taking. Send us your requirements, for we shall, no doubt, have something suitable for you. In order to clear our stock annually of certain papers we offer them at ridiculously low prices.

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. Such advertisements will only be inserted once, unless special instructions are received to continue same. Replies may be addressed to R. T. TANNER & Co., Ltd., when they will be forwarded to Advertisers.

TO LETTEPRESS PRINTERS.—An old-established City printing house, having a small factory adjoining their premises to let, in a position to place a fair amount of trade letterpress work with a suitable tenant. Apply, by letter only, to "A.B.," c/o R. T. TANNER & Co., Ltd.

ESTIMATING CLERK and ASSISTANT MANAGER desires change. Practical. Thorough knowledge of estimating (plans, 3-colour and catalogue), costing, buying, etc. Holds 1st class honours certificate from C. and G. of L. L.—Apply "Practical," c/o R. T. TANNER & Co., Ltd.

GREAT BARGAINS IN BRASS RULE: Plain 8 to plan, 2/- per doz., 21/- per gross; 4 to plan, 4/- per doz., 42/- per gross. Dotted or Waxed, 8 to plan, 3/- per doz., 33/- per gross; 9 to plan, 4/2 per doz., 47/- per gross; 4 to plan, 6/- per doz., 65/- per gross. All of these are in 24 in. lengths and warranted London made, of best quality only.—"B.F.," c/o R. T. TANNER & Co., Ltd.

OVERSEER or Manager (34) seeks change; used to the production of high-class magazine and general jobbing work; practical at case and machine; thorough knowledge of paper, etc.; at present in charge; good estimator; keen buyer; energetic and reliable; good references.—"JESSE," c/o R. T. TANNER & Co., Ltd.

YOUNG MAN (30), 14 Years' experience in printing and stationary with 3 good houses in London, first few years spent in the various departments of large works, thereby gaining intimate knowledge of production; afterwards in office keeping books, dealing with costs and charging; concluding period assisting manager with estimates and orders, waiting upon and interviewing customers. Certificated bookkeeping and shorthand. Anxious to make change to settle permanently with a firm where foregoing experience would be useful and part time would be allowed for and encouragement given for travelling.—Further particulars of "S.N.," c/o R. T. TANNER & Co., Ltd.

COMP., with small up-to-date plant of his own (worth £100), anxious to join a firm of printers where same, with services, would bring in comfortable living wage.—Write "Plant," c/o R. T. TANNER & Co., Ltd.

SMALL PRINTING BUSINESS FOR SALE, with fair connection in Holborn; all at £100; comfortable living for energetic young man.—Write, "Phone," c/o R. T. TANNER & Co., Ltd.

JUNIOR TRAVELLER AND ASSISTANT to Principal wanted in printer's office. Must have knowledge of paper and some experience; good opportunity for the right man.—"T.G.," c/o R. T. TANNER & Co., Ltd.

SMALL PRINTING BUSINESS WANTED, in W.C. or E.C. district preferred, by a firm with country plant. Would be willing to retain services of manager.—Write, PAGE & THOMAS, LTD. (Printers), 82 Chancery Lane, W.C.

DISPLAY COMPOSITOR WANTED for first hand; best class display work; town in Bucks. Write in confidence, enclosing specimens and full particulars to PAGE & THOMAS, LTD., 61-62 Chancery Lane, W.C.

WAREHOUSE OVERSEER seeks appointment. Accommodated to all class of work. Keen buyer of paper, etc.; many years with a London firm; good organiser; excellent references.—"A.C.," c/o R. T. TANNER & Co., Ltd.

MACHINE WORKING FOREMAN seeks engagement. Highest class 4-1000, 3-colour and vignettes. London and provincial experience. Abstainer. Excellent references.—"E.B.," 33 Castle Road, Newport, Isle of Wight.

We are pleased to insert announcements in this Column for our readers, free of charge, but cannot continue such announcements unless instructions are received to do so.

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