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CIRCULAR TO  
PRINTERS AND  
STATIONERS

OCTOBER

1911

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# Tanner's Trade Circular

FOR PRINTERS & STATIONERS

Published by  
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Exclusive Trade Circulation.

Vol. VI., No. 10.   OCTOBER, 1911.

Gratis and  
Post Free.

## DEPRECIATION.

WE feel sure that our readers will be pleased to hear that a move is being made by the Association of Chambers of Commerce in respect to the allowance ordinarily made on machinery for income tax purposes. Mr. R. J. Lake, the secretary of the Federation of Master Printers, sums up the situation so concisely and pointedly that we cannot do better than explain the position from his point of view, and hope that he will receive the support of our readers in any joint action which may be decided upon. Mr. Lake says:—Electric machinery has no comparison to the old pounding contrivances of the purely steam days, and its life is not so long. Moreover, the constant production of improvements, the unceasing inventions and patents lead to early obsolescence of many patent machines. Although conditions in these respects have altered so radically, there has been little change in the incidence of the income tax, some of the Acts on which go back as far as sixty and seventy years. I have myself pointed out to the Inland Revenue authorities that an allowance of five per cent. on diminishing value for printing machinery is an absolutely and hopelessly inadequate allowance. Proprietors are unfairly paying income tax on capital value, because they are not allowed sufficient for depreciation, and the Government in this way gets many, many thousands of pounds to which it is really not entitled.

## AFTER ONE TRIAL

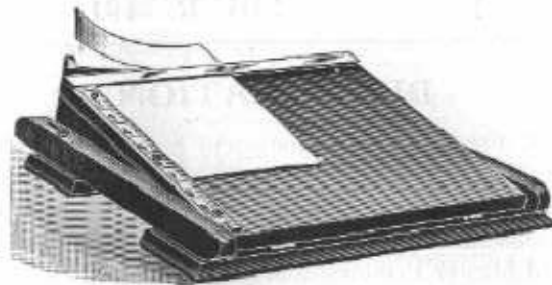
IT WILL BE FOUND TO BE  
As Indispensable as the Telephone.

## MERRETT'S AUTOMATIC TRIMMING DESK.

A Guillotine in Miniature and Unsurpassed for Trimming Proofs, etc.

The action is simplicity itself, for by merely passing the paper or proof to be trimmed under the metal bar, and by pressing down the hinged table, the paper is **Quickly, Cleanly, and Squarely Cut**. A rule is set at right angles to the knife to enable the operator to measure and square the paper at the same time, both hands being free to hold it when the cut is made.

No  
Printer  
can afford  
to be  
without  
one.



No  
Process  
Block  
Maker  
can afford  
to be  
without  
one.

### PRICES.

To cut 8½ ins. with 6 inch rule	... .. each	7/6	} Less 10 %
.. 10 ins. .. 9 .. ..	.. .. ..	15/6	
.. 12½ ins. .. 10 .. ..	.. .. ..	21/-	
.. 15½ ins. .. 12 .. ..	.. .. ..	31/6	
.. 24 ins. .. 12 .. ..	.. .. ..	50/-	

The larger sizes can be fitted with a Foot Treadle at the additional charge of 3/- for the 12½ ins. size, and 5/- for the 15½ ins. and 24 ins. sizes.

Carborundum Sharpening Stones ... each -/9.

Obtainable from

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Dorset Street, Salisbury Square,  
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## OUR MONTHLY REVIEW

### Envelopes.

FOR some time past we have made a speciality of commercial envelopes which have met with a wide popularity amongst our many friends. A sample book has been prepared, a copy of which should be secured by every modern printer. They are stocked in three grades, cream laid, azure wove and manilla. The former are supplied in all the regular sizes from 3½ × 5½ to 10 × 7, the prices ranging from 1/6 to 12/6 per 1,000. The azure wove are stocked in 3½ × 6, the price being 3/3 per 1,000, whilst the manilla series are stocked in all the usual sizes, similar to the cream laid, the prices running from 2/0 to 9/0 per 1,000. We can also supply any other size on special paper or otherwise at the shortest notice. For orders of 10,000 there is a reduction in price of 1d. per 1,000, and on orders of 25,000, of 2d. per 1,000. A detailed list of the sizes and prices will be found on page 192 of this issue.

### A Cheap Brown.

EVERY firm requires wrapping paper for one purpose or another, so that it will interest all our readers to hear that we have made a very special purchase of a remarkably cheap line of 120 lb. Double Imperial Brown Paper (No. 770 Quality). We can confidently recommend this paper to the notice of buyers as of good quality, and we quite anticipate that we shall have no difficulty in disposing of 150 reams at the low price of 6/3 per cwt.

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

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With our method prints may be dry  
mounted almost as cheaply as with  
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**EVERY PRINTER SHOULD SEE THE RESULTS OF THIS  
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## NEWS IN BRIEF



WE have received a copy of the St. Bride Foundation Printing School Syllabus and Regulations for the Eighteenth Session, from which we see that the school is divided into three departments, viz:—Composing, Machines and Press Management, and Litho Printing. As each department is conducted with a view to training the students from the first to the final stages, enabling them to follow their employment with greater ease and efficiency, these classes should meet with the support of all sections of the printing trade. The fees are quite nominal, and no time should now be lost in making application for the classes. Speaking of the Foundation reminds us that the Prizes and Certificates gained by the students were presented by the Rt. Hon. Sir T. Vezey Strong, P.C., on Friday, September 22nd.

\* \* \*

A notable feature of the South African Trade, says the *British South African Export Gazette*, is the increasing demand for stationery, books, paper, etc. Last year the total imports were valued at £880,000, as against £750,000 for the previous year.

\* \* \*

*Apropos* of the remarks in our July issue as to the prediction that before the end of the century nickel will be used instead of paper for books, Mr. Edison, in an interview published in *Nash's Magazine*, asks "Why not?" A sheet of nickel, it appears, one twenty-thousandth of an inch thick is cheaper, tougher and more flexible than an ordinary sheet of book paper, and a book with 40,000 pages would weigh only a pound, and the actual cost of the nickel sheets would be five shillings. Mr. Edison is making extremely thin nickel sheets for another purpose by electric deposition. This seems to us to be incredible, and outside the pale of commercial possibilities, but we must "wait and see."

\* \* \*

In an article on the results of the late strike, contributed by Mr. M. T. Whittaker, to the official circular of the Master Printers' Federation, the financial cost to the London Society of Compositors to

# Marvellous Clearance Lines OF ROYAL BOARDS

Reference No. 195.

60 gross 2 sheet	...	3/9	per gross.
78 " 3 "	....	4/3	" "
21 " 4 "	....	4/9	" "
20 " 5 "	....	5/6	" "
30 " 6 "	....	6/4	" "
49 " 7 "	....	7/3	" "
31 " 8 "	...	7/11	" "
6 " 9 "	...	9/2	" "

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Samples on Application.

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

Dorset Street, Salisbury Square,

—LONDON, E.C.—

24th June last, is given as follows:—

Increased Provident Allowances	...	£11,421	2	3
Strike Allowances	...	23,279	10	2
Printing Trades' Committee	...	2,749	3	7
Federation Levy	...	1,699	9	5
Daily Herald deficit	...	359	11	1
		<u>£39,508</u>	<u>16</u>	<u>6</u>

\* \* \*

The will of Mr. Jas. Blackwood, publisher, shows an estate valued at £28,687 gross, with net personality of £28,552; that of Mr. H. O. Sutherland, printer and stationer, Throgmorton Street, at £26,777; that of Sir Percy Wm. Bunting, editor of the *Contemporary Review*, at £8,037; that of J. McNab Black, compositor, of Glasgow, at £1,983, and that of J. Grindley, compositor, Glasgow, at £1,754.

According to the report of the Select Committee appointed to inquire into expenditure on stationery and printing for the Service generally, it appears that the turnover of the Stationery Office was £897,670, for the past year. Since the revising branch of the Office was established four years ago, it is estimated that there has been a saving of £110,000.

Since its inception over a year and a half ago, says the *Caxton Magazine*, the Ben Franklin Club of Saint Louis has been advocating and endeavouring to standardise composition so that it could be sold by the square inch, and their efforts in this direction are meeting with success. For the past three months the club has been in correspondence on the subject with nearly every organisation of employing printers throughout the country, and so much interest has been awakened, and so much correspondence has been addressed to the Saint Louis Club, that an explanation of what is advocated by that progressive organisation should prove of interest, and it is to be found in "A Practical Guide for the Sale of Printing," published by the club, which, by the way, has already run into its second edition and will shortly have to be re-printed. In this work was printed the recommendations of the committee who had laboured for over a year in trying to classify and bring about a correct solution of the proper price for composition figured by the square inch.

---

We shall be pleased to send a copy of our "Trade Circular" monthly, to any printer or stationer in London or the country. It is supplied gratis, and post free.

# H. SILVERLOCK

Amalgamated with  
Suttley & Silverlock,  
Ltd.

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and the most efficient staff.



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### DON'T FORGET

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

A Bill has been introduced into the House of Commons to amend the law relating to libels published in newspapers. A summary of the amendments appear in the *Printer's Register*, from which we learn that:—Clause 3 gives privilege to the publication of the whole or any fair extract from the reports of official receivers in bankruptcy, officials concerned in the winding-up of companies, chief constables, and others, unless malice can be proved. A fair and accurate report of the proceedings publicly heard before any Court exercising judicial authority, and of the judgment, sentence, or finding of any such Court, is to be privileged, and any fair and bona-fide comment thereon protected, although such judgment, sentence, or finding be subsequently reversed, quashed, or varied, unless at the time of the publication of such report or comment the defendant knew or ought to have known such reversal, quashing or variation. In any action brought for a libel contained in a newspaper, if a Judge at Chambers is satisfied by evidence brought before him that the alleged libel is of a trivial character and that the words complained of have been published in good faith, he may at his discretion make an order staying all proceedings in the action unless the plaintiff gives full security for the defendant's costs to the satisfaction of a Master of the Supreme Court. No action is to be brought except within two years after the publication of the words complained of. A defendant who has paid money into court may plead in mitigation of damages an offer to publish an apology, and when there are more than one defendant each may put in a separate defence and appear by separate counsel. Where the verdict is only for nominal damages, the Judge may in his discretion make an order that the costs shall not follow the event of the trial.

\* \* \*

We would ask our readers not to overlook the fact that we supply a wide range of Fancy Cards suitable for all and every requirement of the Autumn and Winter Seasons.

### ENVELOPES.

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Edge and Receipt Gumming.**

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West Smithfield.

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(American style).

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ESTIMATES FREE.

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Illustrated List on application.

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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 tone 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.

Telegrams: "Almanac, Leeds."

Telephone 481.

# PRACTICAL NOTES

## Dead Stock in the Compos- ing Room.

WE often hear the remark: "I never made any money in my composing-room; it's the sinkhole of the business." The printer who says this really believes it, and having thus oracularly delivered himself, is content to allow it to continue, as he expresses it, an "expensive necessity."

Now, let us consider the facts in the case. In almost every composing-room (that is, those the writer has seen, and they are not a few) you will find case after case, cabinet after cabinet of type that is covered with dust, and that has not been used for two, three, five or more years, while the founts most in use are conspicuous for empty cases, and the men go picking for sorts. In many plants there is about twice as much type as is being used, and the only reason it is kept is because some old fogey might want it in a facsimile job (might, but never does).

All this idle capital is carried in the inventory at a fancy price considering its value, and you pay rent for space to store it. Why not dump it in the "hell box" and put the money you get for it into new type and larger founts of the faces most used? You will then save all the time now wasted in picking sorts, and possibly your composing-room will be able to give up some space to other more crowded departments.

Of course, this would reduce your inventory value and make the plant appear a little smaller; but it will also reduce the amount of depreciation in the composing-room, the amount of rent charged to it and, best of all, the amount of wages paid in it.

No man has a right to say his composing-room does not pay while it is stocked up with a lot of old stuff and is short of sorts. When he has completely modernized it by throwing out every fount that has not been used for two or more years and stocked up on those in everyday use, and rearranged the stands and stones so as to make the least possible necessity for long walks in getting at material, he will, if he keeps a correct cost system, find that the composing-room is just as good, and in some cases a better paying investment than any other department.—*Master Printer.*

Every-Day Requirements

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SAMPLE BOOK ON APPLICATION.

QUALITY.	6	7	8 $\frac{1}{2}$	3-Court	B	D	H	F <sup>cup</sup>	Draft	Poc- ket	Poc- ket
	3 $\frac{1}{2}$ × 5 $\frac{1}{2}$	3 $\frac{1}{2}$ × 5 $\frac{3}{4}$	3 $\frac{1}{2}$ × 6	3 $\frac{1}{2}$ × 4 $\frac{1}{2}$	4 $\frac{1}{2}$ × 5 $\frac{1}{2}$	5 $\frac{1}{2}$ × 4 $\frac{1}{2}$	6 $\frac{1}{2}$ × 5	9 × 4	11 $\frac{1}{2}$ × 5	9 × 6	10 × 7
33 Cream Laid	1/6										
Office ... ..	2/4										
272 ... ..	2/10	3/2		2/10	3/2			5/6	9/-	8/6	12/6
266 ... ..				2/4							
444 ... ..						3/7	3/11				
555 ... ..						5/-	5/11				
222 ... ..					2/9						
111 Azure Wove			3/3								
859 Manilla ...	1/8	2/-			2/3		2/9	3/9	6/-	5/6	7/-
285 ... ..	2/1	2/4			2/8		3/4	5/-	7/-	6/9	9/-
666 ... ..			2/6								
777 ... ..			2/-								
999 ... ..			3/-								

Reduction on 10,000—1d.; on 25,000—2d. per 1,000.

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LONDON, E.C.

### Perforating Gunned Paper.

IN using a round hole perforator on gummed paper it is well to run an oiled sheet after about every hundred perforations. This cleans the needles and the holes of the particles of gum and saves wear on the machine. To properly prepare this oiled sheet it is only necessary to take a sheet of document manilla or other absorbent paper and treat it to a bath in paraffin oil till it is thoroughly soaked, then lay it between zinc sheets or in some place where it will not dry out, when it will be ready for use. After perforating this oiled sheet a few times it is well to run over a few sheets of waste to remove the superfluous oil. This will clean out the gum and save the wear on the machine.—*Printing Trade News.*

### A Practical Hint.

EVERY idea which will save time on a job of printing should be taken advantage of by every printer, as most jobs really require more time in the execution than in the original calculation. We saved several hours a short time ago on a large run of order sheets in duplicate. The same forme was to be printed on both yellow and white sheets, and under ordinary conditions would have required separate handling for the collating, but by placing a pile of each of the yellow and white sheets on the feed board of the job press, it was found that the feeder could with very little trouble feed first a yellow sheet and then a white one, thus doing the printing and collating at the same time. As the run was 25,000 (4 on), the saving of time was worth the effort.

The advantage of setting in type two or more formes to be run together on long runs should at once be apparent to progressive printers. Not only is the work turned out more quickly and the presses cleared for other work, but the extra profit on the press-work is pleasing as well.—*Practical Printer (U.S.A.).*

## VERY SPECIAL JOB LINE OF 50,000 CORRESPONDENCE CARDS

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: AND ASSORTED COLOURS. :

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Marlborough's Penny Rent Book	...	8s. 0d. per gross.
" Twopenny Rent Book	...	16s. 0d. "
" " " " " " " "	56 pages, 4s. 0d. per dozen.	
	(Strongly Bound)	
Landlord's Rent Book, having coloured pages, to divide it into facsimiles of Tenant's Book	8s. 0d.	"
Ditto, Enlarged and Strongly Bound	...	20s. 0d. "

**LANDLORD'S WEEKLY  
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Foolscap Folio, each page Printed and Ruled for One Year.	
No. 7. HALF-BOUND LEATHER.	
Cloth sides, indexed and paged, 192 pages, azure laid paper. (Sell 7s. 6d.)	... .. 5s. 9d.
No. 8. STRONGLY BOUND.	
Smooth calf, cloth sides, lettered back, indexed and paged, 288 pages, azure laid paper. (Sell 15s. 0d.)	... 10s. 6d.
No. 9. STRONGLY BOUND.	
As No. 8, 480 pages, azure laid paper. (Sell 21s. 0d.)	15s. 0d.

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	(Sell 2s. 6d.)
No. 2. Second Application (Blue Paper) Per Book, 1s. 9d.	
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FLEET STREET, LONDON, E.G.**

# WHAT OTHERS ARE DOING

THE last annual report of the Aberdeen University Press shows a profit for the year of £4,586. With the balance brought forward from the preceding year there is £5,146 for appropriation. The directors recommended that £1,000 be written off machinery and plant, £250 be deducted from heritable property, and that a dividend of 5 per cent. per annum be paid on the ordinary shares, which left a balance of £1,196 to be carried forward.

At the annual meeting of George Newnes, Ltd., it was announced that the profit was £33,260, which was practically the same as that of the previous year. The directors suggested that it was advisable for the company to make an arrangement with a firm of printers to machine the bulk of the company's publications other than *Tit-Bits*. It was felt that this would bring about a considerable saving in the printing account, apart from other economics. Sir John Riddell was of opinion that the company was over-capitalised, and thought it would be judicious for the board to consider the question of making some change in the capital. A dividend was declared on the ordinary shares at the rate of  $2\frac{1}{2}$  per cent. per annum.

\* \* \*

Other countries have their ups and downs, in the matter of strikes, similar to our own. In Italy, there were 66 strikes last year in the printing and paper trades, whilst in France there were 32. The number of days lost by persons directly or indirectly affected was 75,166. Owing to the printing strike in Bohemia, which it is affirmed sent a good deal of work to foreign countries, the Bohemian Master Printers' Association has taken action for insurance against the strike which may be looked for in 1914, on the expiration of the present wage agreement. A "Bank of the Graphic Arts" has been established for the defence of typographical interests. It is the intention of the Bank to protect small printers and lend money at a low rate to large houses so as to enable them to withstand the competition of price-cutting establishments. This appears to be "taking time by the forelock" with a vengeance.

## How to Save Time.

To save time is to save money. That we all admit; yet how many printers are wasting it—habitually—needlessly—unthinkingly! There is no surer way of wasting time than in using a number of different grades of black ink. Think of the half-hours spent in changing from one black to another—the boy's time in cleaning up—the machine man's time, probably in waiting—the time again in putting on and working up the new ink. It all counts. For most offices a better plan is to use one really good ink, and to use it for all work except posters and handbills. Kidd's Triumph Black at 2/6 is an all-round ink which, as experience has proved over and over again, suits the varying needs of nine offices out of ten. It is really black—intensely black, it covers well, it dries with a pleasing finish and as quickly as most printers desire. It means uniformly good results, whether for commercial work, book-work, half-tone work, or general jobbing, and stamps the productions of the user as high-grade. This copy of Tanner's Trade Circular is an example of work printed with Triumph Black. KIDD & CO., LTD., 11 Wine Office Court, London, E.C.

Messrs. Mather & Crowther, Ltd., have been appointed sole advertising contractors to the Corporation of the City of London.

During July the Labour Exchanges received 1,889 applications for employment in the printing, stationery and paper trades. The number of vacant posts notified during the month was 701, of which number 501 were filled through the Exchanges.

A suggestion is being made that a Board of Trade inquiry should be held in connection with the system of illicit commissions which is said to be rampant in the printing trade. It is thought if a searching inquiry was made, which would include examination on oath, that it would prove efficacious in most cases.

Dr. A. Hiller, in his book "The Book Printing Industry," makes a trite remark to the effect that the tendency is to increase the capital required in the printing industry, owing to the absolute necessity of keeping pace with the introduction of modern type, and with labour-saving machinery. In this respect, however, the printing industry is in no way different to other large and staple industries. The firm which is not in a position, from whatever causes, to keep up-to-date, has a hard struggle before it.

The printing and bookbinding trades' unions in Austria number 28,238, which is an increase in membership during the year of 2,135.

All the printing classes in connection with the various Technical Schools throughout the country have now commenced their winter sessions, and those of our readers who intended joining any of the classes and have not done so, should lose no time in carrying out their resolution.

In acknowledging a flagstaff and flags which have been presented to the Caxton Convalescent Home, Mr. J. J. Deasy said:—"They would not only be a landmark, but also an emblem calling to mind our past arduous struggles to build the home, and an incentive, he hoped, to the younger generation of printers to keep the flag flying over their own magnificent hospice."

A new process for printing photographs in colour on paper has been invented by Dr. J. A. H. Smith, Fellow of the Chemical Institute. The paper, which will be known as Utocolor, will shortly be placed upon the market. Apparently it is a bleach-out process, but the information so far is too meagre to give any particulars.

## 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., Ltd., when they will be forwarded to Advertisers.

**PREMISES.**—3 warehouses, well lighted, suit Printers. Close on 11,000 ft. in all or would let separate. Apply for particulars to J. Collis & Sons, 43 Regent Square, Kings Cross.

**WORKS MANAGER OR WORKING FOREMAN** (case room) 44. Twenty-five years' London experience; 12 years foreman in small office; estimating, buying, costing. Artistic jobbing. A good knowledge of several languages. Good references. Apply "J.W." c/o R. T. TANNER & Co., Ltd.

**PARTNER** (active), wanted in old-established Printing Business. Good opening for energetic man. Half share £450. Full particulars to "F.W.," c/o R. T. TANNER & Co., Ltd.

**SURPLUS TYPE & MACHINERY.**—We are restocking our printing office and have several machines and forms of type for disposal at a cheap rate for immediate clearance. Particulars post free. Knowles & Co., Market Place, Aston, W.

**SECOND-HAND TYPE &c.**, for sale, cheap. Send for List. "H.," c/o R. T. TANNER & Co., Ltd.

**PRINTER'S WAREHOUSEMAN CUTTER** age 28. Experience Publishing, Commercial. General.—George, 3, Chapel Place, Islington, N.

**PRINTER'S MANAGER OR ASSISTANT.**—Smart practical man, with London and Provincial experience; keen buyer; good business getter; desires re-appointment. H., 29, St. John's Park, London, N.

**GENERAL JOBBING AND POSTER HAND** seeks situation. Capable of taking charge of small office in absence of Principal, or charge of a private printing office. Wide experience. Thoroughly reliable. Good references. Society—"W.P.," c/o R. T. TANNER & Co., Ltd.

**ADVERTISER** seeks situation in Type Founder's Shop (Type Dressing). 25 years' experience; has also had 18 months' experience as Linotype Mechanic. Abstainer. Excellent references. Reply "W.S.," c/o R. T. TANNER & Co., Ltd.

**TOWN TRAVELLER.**—A City Printing Company with a large letterpress plant have a vacancy for a young and energetic man in above capacity. Exceptional opportunity for a first class man with a sound connection.—Write Box No. 37, c/o R. T. TANNER & Co., Ltd.

**A WAREHOUSEMAN AND CUTTER** of long experience with best class work desires a situation. Best references. Apply "F.S.," c/o R. T. TANNER & Co., Ltd.

**MANUFACTURING STATIONER**, Young man, 21, seeks situation in Wholesale House. 5 years' experience. Vacant when suited.—"J.S.," 77 Zircon Street, Reading.

**WORKS MANAGER OR OVERSEER** desires re-engagement. 8 years last situation. Thoroughly competent to manage large staff. Keen estimator. Economic system. Dis- ciplinarian. "J.T.H.," 507 Gloucester Road, Horfield, Bristol.

**FOR SALE.**—D. Demy Wharfedale Letter- press Printing Machine; also D. Crown Com- bine's Main. Very cheap.—Apply Ausbacher, 12 Gt. Prescott Street, E.

**COMPOSITOR** (Young) N. Soc. requires permanency in South London. Good at solid or display, etc. Write to G. Freeland, 12 Eastgate Street, Stockwell, S.W.

**CHASES.**—Several hundred pairs of wrought iron Demy folding chases for sale, i.e., 1 pair equals D. Demy. Also several hundred pairs of upper and lower type cases. All in first class condition. Being surplus stock a low price will be accepted for whole or part. Spottiswoode & Co., Ltd., 5 New Street Square, London, E.C.

**STATIONERY.**—Young man desires situa- tion. Would manage London office for Coun- try Firm.—"J.H.," c/o R. T. TANNER & Co., Ltd.

**MACHINE MINDER** seeks change. Use Two-rev. Summit, Babcock, and Miehle, also three and four colour and half tone. Capable of taking charge in absence of principal. Good all-round experience. Would accept an agreement if required. 12½ years in trade. "M.M.," c/o R. T. TANNER & Co., Ltd.

**FOREMAN**, seeks sit in small Cylinder and platen room. High-class three and four colour and half tone, a speciality. 14 year's experience. M., 37 Crescent Place, Hackney Road, N.E.

**GOOD DISPLAY COMP.** (soc.), used to Lino, desires situation where he can improve knowledge of machine. 5,000.—Apply "S.," c/o R. T. TANNER & Co., Ltd.

**LETTERPRESS MACHINE OVERSEER.**—Man of wide experience in Edinburgh, North of England and London House, desires change. Expert three colour and half-tone systems essential.—Box 107 X, c/o R. T. TANNER & Co., Ltd.

**TO PRINTERS' TRAVELLERS, &c.**—Sound little Printing Business for Sale by order of the Executors. Good opening for Traveller with connection, or any practical man wishing to start on his own. Fair con- nection and every facility of increasing.—"H.J.H.," c/o R. T. TANNER & Co., Ltd.

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