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SEPTEMBER

1912

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Tanner's Trade Circular

FOR PRINTERS & STATIONERS

Published by

R. T. TANNER & Co., Ltd.

Dorset Street, Salisbury Square,
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Exclusive Trade Circulation.

Vol. VII., No. 9. SEPTEMBER, 1912.

Gratis and
Post Free.

CELLULOID AND CO-OPERATION.

THERE is little doubt but that the shocking disaster at the Moor Lane fire will lead to some attempt at legislation. After hearing the whole of the evidence we are of opinion that the loss of life was the direct result of panic, and no amount of legislation will control a panic-stricken community. At the same time, the cause of the fire was celluloid carelessly handled. However any one can be guilty of bringing naked lights almost in touch with celluloid is beyond our comprehension. In other trades where celluloid is handled to any large extent, ordinary precautions are taken, such as is the case in the cinematograph industry. Early in the year the L.C.C. presented a Bill to Parliament, in which they sought to license all premises where celluloid films were stored, and they desired also to license all premises where they considered a dangerous trade was being carried on. The writer was instrumental in opposing and defeating the Bill, but it is believed that it will be received next session, after the recent fire. If any legislation is suggested, the trades interested should co-operate to watch their own interests, and not leave it to one particular industry to pay heavy costs in fighting the battles of all the trades where a particular commodity is used. Celluloid is no more dangerous than hay or straw, but ordinary precautions are necessary.

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PROBATE, TRANSFER AND RE-INSTATEMENT.

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OUR readers will be interested to hear that we have just introduced a new Cream Laid with an entirely new watermark, viz.:—"Charta Londinia." It is a fine quality engine-sized paper, and from the remarks we have already heard, we quite anticipate that it will have a tremendous popularity. The price is 2½d. per lb., and we stock it at present in the following weights and sizes:—21, 24 lb. Large Post, 30 lb. Double Cap. Other sizes and weights will be added shortly, particulars of which will be announced in future issues. In the meantime, all our readers should send for a sample of this really excellent paper.

* * *

The Costing Committee of the Master Printers' Federation hope that a system suitable for universal use will be ready for recommendation by the end of the holiday season, and that a Cost Congress may be arranged in the late autumn. At last, the printer seems to be rising to the situation that co-operative action is necessary in this matter. At Portsmouth, where a master printers' association has recently been formed, the following item appeared on the notice convening the first meeting:—"To arrange a lecture, to be given by an expert from London, on Printing Office Costs, and the Selling Prices of our Products, with a view to increasing prices all round, which is the case with practically every other trade."

* * *

All our readers will join in an expression of sympathy with the Salvation Army in the loss they have sustained by the death of their great and revered leader. We believe that the organisation of the Army is so firmly established that it will continue to increase and flourish under the guidance of his son, Mr. Bramwell Booth.

* * *

About £100,000 has been expended on stationery and printing in connection with the National Insurance Act.

* * *

The will of Mr. C. Straker, of Messrs. C. Straker and Sons, printers, shows an estate valued at £8,756, and that of Mr. A. S. Joseph, a London journalist, at £20,369 gross, with net personalty of £19,577.

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Large Post - - 21, 24 lb.

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Other Sizes and Weights will be added shortly.

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Phone: 6262 Holborn (3 lines).

According to an Austrian report, Arabia offers a good market for paper, especially the free port of Aden. This means that there is a demand for printing, and all the necessary requirements therefor.

* * *

Many printers hold that it is too speculative to tender for Government work, and for this reason they do not feel inclined to enter into competition. The following reasons are given:—(a) Very bad handwriting. (b) Undue delay in returning proofs. (c) Extravagant author's corrections. Surely these are difficulties which ought not to exist, especially in a Government Department.

* * *

This reminds us that the Committee appointed to enquire into the expenditure on stationery and printing for the House of Commons and the public service generally has issued its report in the form of a White Paper. The expenditure of the Stationery Office for the past year exceeds one million sterling. Book printing absorbs £250,000 and jobbing printing £100,000. The Committee is of opinion that the public service has to rely upon a too limited number of printing firms, and that the termination of the printing contracts at the end of 1913 affords an opportunity for considering the establishment of a Printing Department under the control of the Stationery Office, not in substitution for the method of contracting, but as auxiliary thereto. The expenditure on writing paper for the House of Commons is £9,000 a year, of which £2,000 is for special paper to suit individual preferences.

* * *

An important judgment at Manchester is mentioned in the *Sales and Wants Advertiser*. The plaintiffs, Messrs. J. and J. Makin and Co., are paper merchants and manufacturers at Manchester and Rochdale, and they sought an injunction to restrain the defendant from making use of confidential information obtained by

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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.

Astall while in the service of the plaintiffs, and conveyed to Messrs. Leigh and Co., the other defendants in the action, and trade rivals, into whose employ he went. While the case was being tried Astall, on the advice of counsel, submitted to an injunction, and the action was continued against Messrs. Leigh, who denied that they had either received or used the information said to have been communicated to them. The Deputy Chancellor said he was satisfied that one of the causes which induced Messrs. Leigh and Co. to take Astall into their service was the fact that he had acquired a knowledge of the plaintiffs' business. The view of Mr. Leigh and of his manager as to Astall's right to make use of confidential information which he had obtained and recorded, was frankly stated by them in the witness box. His Honour granted an injunction, restraining the defendants, Leigh and Co., their servants and agents, from communicating or making use of any confidential information relating to the plaintiffs' customers, or firms from which the plaintiffs purchased goods, or other information obtained by Astall while in the service of the plaintiffs.

King Haakon has presented Mr. A. Muirhead, a *Daily Mirror* staff photographer, with the decoration of Knight of the Second Class of the Royal Norwegian Order of St. Olave, for having been instrumental on Feb. 28th in saving 21 lives from the wrecked Norwegian vessel "Salerno," of Corcubion, Spain.

Mr. Bowerman asked the Secretary to the Treasurer, in the House of Commons, if he was aware that some employers in the printing trade were stamping insurance cards with the initials of the firm where the insured person was employed, and whether he proposed to take any action in the matter. Mr. Masterman replied that any action of the nature described would be a breach of the regulations, and if particulars of such cases were given, he would have enquiries made at once.

A deputation of newspaper proprietors waited recently upon the Postmaster-General with reference to the question of postage rates for newspapers circulating within the Empire. The deputation asked for a common registration of all newspapers published in the British Empire, and also for a uniform newspaper postage rate for newspapers sent from one part of the Empire to another. Mr. Herbert Samuel pointed out that the present rates were unremunerative and held out little hope for any reduction. At the same time he was of opinion that any Dominion, Colonial or Indian newspaper which conformed to our conditions, and was willing to register itself here, should be carried at our inland rate.

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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 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.

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THE TRADE COLOR PRINTERS.

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Telephone 461.

PRACTICAL NOTES

The Health of the Printer.

LORD H. CAVENDISH BENTINCK said in the House of Commons recently that he wished to call special attention to the death rate from phthisis among printers, which worked out at an average of 300.

In his opinion a simple process of exhaust ventilation would cure the evil under which compositors were working, and it was the duty of the Home Office to take the matter in hand. In view of possible legislation, the answer given by Mr. J. T. Cooper, in the *Printers' Register* to the question, "Is the Printing Business an Unhealthy One?" may prove interesting. He says:—"It has sometimes been asserted that it is. Whether this be so in general I cannot tell, but if so, conditions must exist very different from our own. The new Insurance Act led to my looking up certain statistics, and I find that the ten members of our staff (including one lady) who have been longest in our service make a collective total of 228 years, or an average of 22½ years each. During that period they have been away from business on account of ill health (including all odd days) for only twenty-one weeks—an average of one week each in nine years. Two of them (both in the composing room) have never been away a day through illness, and one has been with us more than twenty-five years, and the other more than eighteen years. Further, from the time of commencing business until now (thirty-six years) we have had only five deaths:—

One shop assistant. Cause of death unknown. Employed nine months.

One compositor. Result of an accident at cricket. Employed four years.

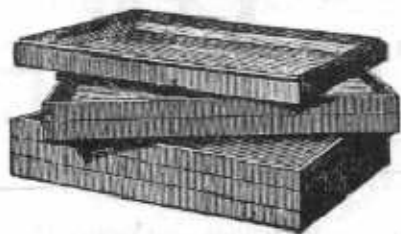
One assistant foreman in composing room. Cancer of the throat. Employed nineteen years.

One machinist. Consumption. Employed eleven years.

One office manager. Pneumonia. Employed twenty-three years.

On looking into the health of the staff generally I found, on taking the last two years, our sick list worked out at an average of just under two days per annum for each person. I have every reason to believe that the above is rather on the heavy side with us, inas-

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No. 57—6 trays each, 19×11×1, 8/- per set.

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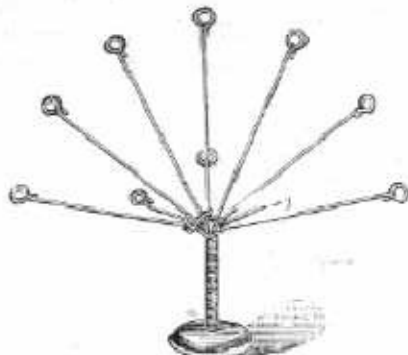
59—6 trays, 21×14×2½, 15/-



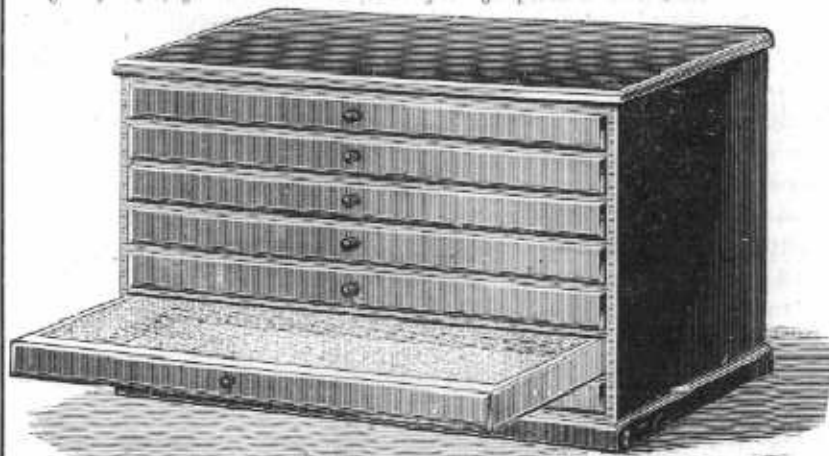
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Size A.—Black Metal, 8/- gross.

Size B.—Larger and stronger, with support at back for books, framed goods, &c., 16/- gross.



FAN-WIRE CARD STANDS.—9½ ins. high. 1/3 each, 6 for 8/6. Make an attractive show. Easily changed position. Other Sizes.



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Seven drawers lined with fleecy wool to prevent rubbing. 20½×12×18, 19/6 each.

Illustrated Lists on Application.

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much as during that period the illness of one man was largely responsible for its being so high; but even as it is, I judge it is very much below that contemplated by the Insurance Act, and that if our rate continue our staff will have the pleasure of contributing considerably to those engaged in more unhealthy occupations. Our average staff was ninety, of whom seventy-eight would have to be insured, and the amount to be paid for stamps for them would be £112 12s. 8d. per annum, whilst the amount they would receive for sickness benefit would be very small indeed, as under the Act no payment is due (and very properly so) till after three days' illness. Of course I am not overlooking that there are certain other benefits besides that for sickness; but making all allowance, there is a big margin to go elsewhere. There may be printing offices where a better account than ours can be given, but I can readily believe that there are others where it is not so good. It cannot be conducive to good health to be working all day long by gas in basements, as is done in so many places, and where the only windows there are open on to the pavement, so that with the supply of air is a bountiful addition of dust. Another factor that doubtless adds to the sick list is the taking of food during work time. This is not so in our works, and we are able also to get plenty of light and air.

"It is the unsatisfactory arrangements that obtain in certain places which lead to the institution of the numerous fads on the part of the authorities. If there were a more reasonable regard for healthy working conditions it would be much better all round. Unfortunately, many of the workpeople themselves are the least careful to assist in maintaining them where they exist. I know of one firm who made most elaborate sanitary accommodation, yet in a very short time it was sad to see the state things had got into by sheer carelessness on the part of some of those for whose benefit so much money had been expended. I had no idea of publishing my few figures, but as they were thought of interest I give them.

TRADE PRINTING.

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Machining up to Quad Demy.

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Telephone 12142 Central.

Correspondence Invited.

Economy.

Every printer will agree that in these days of dwindling profits every little economy that can be effected is worth considering. Some economies demand large capital expenditure on labour-saving machinery, which unfortunately places the printer who is unable to afford the outlay at a serious disadvantage. In the matter of Ink, however, all printers stand on an equal footing, and everyone is able to work at an increased profit—if he buys wisely. No more economical ink is obtainable than Zenith Black, because its rapid drying properties on art and imitation art papers eliminate the cost of slip-sheeting. Nothing, moreover, is sacrificed to quick drying, for the printer produces just the same quality of work as he does with the slower drying fine blacks—brilliant half-tones and lustrous solids, all of intense blackness, to say nothing of the gratification the quicker delivery affords his customer. Zenith Black is not sold at a fancy price, but simply at the commercial rate of 2/6 per pound. This issue of the Circular is printed with it. When so many printers are adopting it, is it wise not to follow their example? Then send for a few pounds to-day to the makers, JOHN KIDD & CO., LTD., Wine Office Court, London, E.C. - - -

WHAT OTHERS ARE DOING

THE twenty-third annual dinner of the employees of the London Printing Alliance, Ltd., was held last month at Brighton. Dinner was served at the York Hotel, the chairman being Mr. S. C. Rhodes, and the vice-chairman, Mr. F. Norman Wright. The other directors present were Messrs. H. C. Hill, E. Hill and W. L. Gray. After dinner, a capital musical programme was rendered and the usual toasts duly honoured, the opportunity being taken to offer a cordial welcome to the new managing director, Mr. F. Norman Wright, who, in responding, made a very neat and effective speech. The various amusements and attractions offered by the Queen of Watering Places were thoroughly enjoyed, and the party returned home after having had a most enjoyable time.

* * *

At the last annual waysgoose of the employees of Messrs. Cassell and Co., Ltd., Mr. Arthur Spurgeon said that about 1,200 employees were present—ninety-four who had been with the firm for more than 30 years, twenty-four for more than 40 years, and four for more than 50 years. The man who headed the list started as office boy and had been continuously with the firm for 54 years, his son and grandsons also being in the firm's service.

* * *

October 8th, it is said, will see the genesis of the *Daily Citizen*, a newspaper which is claimed to be the recognised organ of democracy.

* * *

The last annual report of Weldon's, Ltd., shows an amount of £49,907 available for dividend. The directors recommended a dividend on the ordinary shares at the rate of 10 per cent. per annum. £10,000 was carried to reserve, £2,000 was allocated for depreciation in the market value of investments, £1,000 was paid in bonuses to the staff, and £8,907 carried forward to the next account. The directors of Messrs. H. R. Baines and Co., Ltd., proprietors of the *Graphic*, *Daily Graphic*, and *Bystander*, have declared a dividend of 8 per cent., being an increase of 1 per cent. over that of last year, and £4,763 has been carried forward, as against £3,085 last year. The annual report of C. Arthur

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Send for Estimate and Particulars if you have not already done so. Their practicability will at once appeal to you, and they save both time and temper.

PROMPT DELIVERY NO MATTER IN WHAT QUANTITY.

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

Dorset Street, Salisbury Square,

—LONDON, E.C.—

Pearson, Ltd., shows a profit of £33,979. After paying the Preference dividend, there was a balance sufficient to pay 18 per cent. to the Ordinary shareholders, but it was decided to pay only 6 per cent., which absorbed £9,000. The balance was disposed of as follows:—Reserve Account, £5,000; Special Advertising and Bad Debts, £9,000; and £4,696 carried forward. The profits for the last year's trading of the *Edinburgh Evening News, Ltd.*, amount to £14,678. A dividend at the rate of 6 per cent. per annum was declared on the Ordinary shares, £4,000 was set aside to an additional premises fund, and £2,711 carried forward. The eleventh annual meeting of Raphael Tuck and Sons, Ltd., was presided over by Sir Adolph Tuck, Bart., who stated that not only was the past year's trading satisfactory, but that the report presented gave every indication of a continuation of progress. The net realised profit during the past year amounted to £36,488, out of which the directors proposed to pay a dividend of 7 per cent. for the half year. Sir Arthur Conan Doyle seconded the motion.

There has been a move on foot for some time in the United States towards standardising the size of trade catalogues. The National Association of Stationers recommend the size being either $8\frac{1}{2} \times 10\frac{1}{2}$ ins., or 8×10 ins. It would certainly be an excellent idea if all the catalogues in any particular trade were issued of the same size, but we fear it is too much to expect.

Official returns show that the number of the printing and book-binding trades unions in Austria numbered 28,238 at the end of 1910, and 29,053 at the close of 1911.

Three cases of lead poisoning were reported to the Home Office from printing establishments for June, making 14 cases since January 1st, as against 21 cases for the corresponding period of last year.

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West Smithfield.

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.

WANTED, by Brighton Printer, a reliable Cutter-Warehouseman, must have good references. Box 248, c/o R. T. TANNER & Co., LTD.

OVERSEER (Warehouse) seeks situation. Experienced in all class of work, Government, Municipal, commercial, book, news, &c., also keen buyer of paper. Good organizer, strict disciplinarian. Box 247, c/o R. T. TANNER & Co., LTD.

HEADLINE Non-Soc., thoroughly competent and reliable, 12 years' experience, 3 years' ref. as sub-editor and reader. Any trial.—Afred Stumonds, 8 Moon Street, Islington, N.

ADVERTISER (age 29), seeks re-employment as **WORKS MANAGER**, or to assist proprietor. Thorough practical knowledge all dep'ts. Fifteen years in some of best London houses. Buying, estimating, interviewing, etc. Present position entire charge. C.W.M., 16 The Gardens, E. Dulwich, S.E.

JUNIOR ASSISTANT to Printers' Works Manager. Age 20, seeks change. Experienced in assisting manager, book-keeping and office routine. Box 242, c/o R. T. TANNER & Co., LTD.

GOOD VELLUM SEWER seeks situation in London. Thorough experience. Box 243, c/o R. T. TANNER & Co., LTD.

SMART, Energetic **MACHINE OVERSEER** seeks change. Age 31. N.S. All classes of good work. Keen estimator, total abstainer, strict disciplinarian, honest, strictly confidential and thoroughly reliable. First-class references. Could interview customers, or travel. Small but good office preferred. Box 244, c/o R. T. TANNER & Co., LTD.

MANAGER-OVERSEER.—Advertiser desires change (for which reasons can be given). Solid practical business experience. Present position as Manager for the past six years. Good references. Box 245, c/o R. T. TANNER & Co., LTD.

MANAGER, or **OVERSEER** desires engagement. Practical and technical all through. London and provincial experience in high-class magazine, catalogue, advertising, news and general. Costing, buying, estimating and interviewing. Control all departments or composing room. Systematic, disciplinarian, organizer. Moderate salary for permanency in the provinces preferred. References and testimonials. Box 240, c/o R. T. TANNER & Co., LTD.

MONOTYPE KEYBOARD OPERATOR (Soc.), O machine. Thoroughly efficient, seeks permanent progressive situation. Could assist reader. Provinces preferred. Also short articles on various topics. Box 246, c/o R. T. TANNER & Co., LTD.

LINO OPERATOR (N.S.), 6-7000, seeks situation. Good mechanical knowledge; excellent references; could assist composing (news or jobbing) if desired. Apply Box 250, c/o R. T. TANNER & Co., LTD.

WAREHOUSE OVERSEER who has had considerable experience in large city printing houses, seeks a position. Used to managing large staff, superintending printing, lithographing and stationery, forwarding and charging up work, etc.; excellent references. Box 251, c/o R. T. TANNER & Co., LTD.

DISPLAY & JOBBING COMPOSITOR (Soc.) desires re-employment. 5 years' references. Box 252, c/o R. T. TANNER & Co., LTD.

LINOTYPE MACHINE for sale. In first-rate order. Fully equipped with two magazines, Long Primer and Grevier. Can be seen working any day at The Whitwell Press, 47 Balmain Street, Philtrow, E.

Printer's WAREHOUSEMAN-CUTTER, 20, experienced, publishing, commercial, general.—G.J.H., 3 Chapel-place, Islington, N.

FOR SALE a **PRAGMA** GLUING, GUMMING MACHINE, Type C1. Suitable for strip and whole surface work. Cost £11 5s. Never been used. Box 253, c/o R. T. TANNER & Co., LTD.

READER seeks change. Experienced in all kinds of work. Well recommended. Box 255, c/o R. T. TANNER & Co., LTD.

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