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MODERN PRINTER.**

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COVER PAPER (Pastel
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Supplied in the following Art and Neutral Tints—

Service Grey,	Mist Grey,
Cafe au Lait,	Oak,
Sand,	Lettuce,
Pastel Blue,	Guard's Red,
Cream White,	Ultramarine,
Cedar Green,	Suede,

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IN

55 lbs. Medium. 70 lbs. Royal. 80 lbs. D. Crown.
(480 sheets.)

Price **4 $\frac{1}{2}$ d.** per lb.

These Cover Papers possess a rough surface, thus lending themselves to high-class work and yielding results which will prove a credit to the printer and give the fullest satisfaction to the customer.



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LONDON.”

**TANNER'S
TRADE CIRCULAR**

to
Printers and Stationers.

Published by
R. T. TANNER & Co., Ltd., London, E.C.

January, 1913.

This Cover is printed with Kidd & Co.'s Gloss Blue Ink at 1/6 per lb., and the literary pages are printed with Zenith Black at 2/6 per lb.

"SCRIVIA"

TINTED WRITINGS

Supplied in the following delicate tints.

Pink, Caledonian Grey,
 Blue, Silurian, Cyclamen,
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18 & 21 lbs.	...	Large Post.
23 lbs.	...	Medium.
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and

32 lbs. Double Crown (except Moss Green and Cal. Grey).

All reams are 504 sheets flat.

Price **3^{d.}** per lb.

SAMPLE BOOK ON APPLICATION.

R. T. TANNER & Co., Ltd.,
 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. ☞ ☞ ☞ ☞
 38 & 40 Hutton Street, and
 40, 41, 42 Primrose Hill,
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 Agent for South Africa:—
 A. O. Bartlett, 1 Tamboers
 Kloof Road, Cape Town.

Telephone: 6262 Holborn (3 Lines).
 Telegrams: Tanner, Fleet, London.
 Cables: A.B.C. 5th Edition,
 Western Union and A 1 Code. ☞

Exclusive Trade Circulation.

Vol. VIII., No. 1. JANUARY, 1913.

Gratis and
Post Free.

Heartly Good Wishes.

AS we step upon the threshold
 of 1913, we most heartily
 wish our readers in all parts of
 the country a very

Prosperous New Year.

May it exceed their most sanguine
 expectations, and prove to be the
 best year on record, both as
 regards health and trade.

R. T. TANNER & CO., LTD.

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:
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TELEPHONE: 1861 CENTRAL.

LINEN FACED ROYAL BOARDS.

These Boards have met with a large Sale since their introduction, meeting the popular demand nowadays for Linen Faced Work.

They are supplied in nine delicate tints, as follows:—

BLUE.	NECTARINE.	SALMON.
PINK.	MOTTLED GREY.	PRIMROSE.
MIGNONETTE.	AZURE BLUE.	CALEDONIAN GREY.

The Printer will find these new Boards a distinct advance on plain Boards for Artistic Work of every kind. The most pleasing effects may be obtained with single printing.

PRICE

10/-

PER GROSS.

Write for Samples.

Write for Samples.

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

Telephone:—
6262 Holborn.
Three Lines.

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

OUR MONTHLY REVIEW

Sarum Covers.

OUR friends in all parts of the country will be interested to hear that we have introduced an entirely new Cover Paper, under the name "Sarum." This paper has a frieze finish, which

aptly describes its texture, and it is supplied in thirteen art and neutral tints as follows:—

Service Grey.	Oak.	Guard's Red.
Mist Grey.	Sand.	Cream White.
Cafe au Lait.	Lettuce.	Ultramarine.
Pastel Blue.	Suede.	Cedar Green.
Plumbago.		

The above descriptions will be found to be correct guides to the colours of the paper. Having a rough surface, these papers will be found extremely useful for all art work, and they place in the hands of the printer another important factor towards securing high-class results with a minimum of labour. They are supplied in 55 lb. Medium, 70 Royal and 80 lb. Double Crown (480 sheets) at 4½d. per lb. We shall be pleased to send a full range of samples to any of our readers.

* * *

Fancy Cards.

ATTENTION is respectfully drawn again to our wide range of fancy cards suitable for programmes, menus, etc., which are constantly advancing in public favour. The 1092 card, 8½ by 5½ with fly, is a particularly attractive design. It has deckle edge and is supplied in four delicate tints—pink, blue, primrose, mignonette. The border design, embodying a classic female figure, is embossed, and is considered very delicate and artistic in conception. These folders are supplied at 11s. 6d. per 1,000 or 1s. 3d. per 100.

A copy of this "Trade Circular" will be forwarded monthly, gratis and post free, to any printer in the British Isles on receipt of application.

H. SILVERLOCK

Amalgamated with
Suttley & Silverlock,
Ltd.

**Blackfriars Road,
LONDON, S.E.**

TELEPHONE (3 lines) "3474 HOP."



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.

NEWS IN BRIEF

THROUGHOUT 1913 industries generally will be working with feverish activity, and the year will constitute one of those boom periods when demand will be in excess of supply; prices of practically all commodities will be at high figures; wages will be good; unemployment will be at a minimum, and exceptional profits will be made by industrial undertakings.—From "Business Prospects," published by *The Financial Times*. Let us hope it may all come true.

* * *

The will of Mr. Edward Spicer, chairman of Messrs. Spicer Bros., Ltd., New Bridge Street, E.C., shows an estate of the gross value of £129,428; the testator made several bequests to charitable institutions; that of Mr. Robert Barr, journalist and editor of *The Idler*, at £4,833 gross, with net personalty nil; that of Mr. J. Pool, envelope manufacturer, Upper Thames Street, E.C., at £15,249; that of Mr. Joseph Pulitzer, American newspaper proprietor, at approximately £4,000,000; and that of Mr. H. Smart, a Dundee compositor at £1,593.

* * *

On December 18th a Grand Bohemian Concert was held at the St. Bride Foundation, under the direction of Councillor R. H. Tickle, hon. organist to the Institute. The chair was taken by Vice-President C. J. Drummond, and altogether the evening was a most enjoyable one, and reflected great credit on all concerned.

* * *

We have received a copy of the report in connection with the St. Bride Foundation Technical Reference Library, on Printing and the Allied Arts. Accessions have been made during the year of 1,845 volumes, pamphlets and prints. Of this number 627 were purchased, 541 presented and 317 bound from parts, or otherwise added to stock. The total number of volumes, etc., in the Library is now 26,703. An appeal is made for donations of books or other material relating to Printing and the Allied Arts. Specimens of all kinds will be particularly welcomed.

* * *

The Printers' Warehousemen and Cutters' Union has removed to more commodious premises in Blackfriars Road, S.E.

* * *

The fourth part of the library of Robert Hoe was sold last month in New York, the bulk of the volumes being works by

SPECIAL LINE



570 REAMS

48 lbs.

SUPER-CALENDERED DOUBLE DEMY.

516 Sheets.

Excellent Value. ————

Must be cleared quickly.

PER **7/6** REAM.

20 Ream Lots 7/3 Delivered London only.



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

Dorset Street,

SALISBURY SQUARE, LONDON, E.C.

'Phone 6262 Holborn (3 lines).

European writers during the 16th to 18th centuries. Among the "lots" sold was a Mazarin Bible on vellum, which fetched £10,000. The amount realised by the sale of the library is £386,412, the largest buyer being Mr. G. D. Smith, whose purchases totalled about £200,000.

* * *

In replying to the toast of "The Paper Makers" at the dinner of the British Wood Pulp Association, the Hon. H. L. W. Lawson, M.P., said that the consumption of paper in this country was over 1½ million tons, of which we produced 850,000 tons ourselves, and more than half of that was for news and common printing. The industry in this country employed 40,000 hands, of whom, at least, half were adult men.

* * *

With reference to the recent Government decision regarding hours of labour in the printing trade, Mr. Masterman received a deputation of master printers on the 4th December. After hearing arguments, Mr. Masterman declined to vary his instructions to the Stationery Office that in dealing with Government contracts it may accept 50 hours as the working week in the London printing trade within the meaning of the fair wages clause. For the master printers, says the *Sales and Wants Advertiser*, it was suggested that on hastily compiled information the Minister had come to the decision which had wrought great injustice and tended to embitter the relations between the workmen and the employers.

In replying, Mr. Masterman said he had not been influenced in his decision by representatives or ex-representatives of trade unions, who were now officials at the Board of Trade. He had had no representations from the men or communication with them since the matter was referred to the Board of Trade census officials. The Board of Trade census, in his view, represented the expression of the printing industry as a whole, and an examination revealed that in every important branch the predominant hours were 50 and under. When 85 per cent. of the Government contracting firms had accepted that system, he could not be ruining other firms by asking them to change from 52½ to 50 hours. He would have preferred the fair wages clause to be carried out as the result of agreement between the masters and the men's representatives. It was upon the figures supplied by the employers themselves that he had arrived at his decision, and, with the best desire in the world to meet the deputation he could not say he had heard anything—except in the special case of the lithographers, to which he would give further consideration—to lead him to reconsider his decision.

Mr. Clowes remarked that Mr. Masterman's answer would be a bitter disappointment to the whole of the printing trade in London.

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 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

When to Print the Third Colour, and other matters for Colour Printers.

THE question of when to print, not only the third colour, but the second colour, is continually arising, so that I would like to put before your readers the results of a series of extensive experiments I have made over a considerable period. I have experimented with various makers' inks and have made an average and tabulated them below, but exceptions must be made for the special inks which, whilst giving better colour rendering, have the drawback of being slightly more difficult to work on a cylinder machine.

In making the experiments I have kept the temperature of the proving-room as near 65 degrees Fahr. as possible, in the summer by electric fans, and in the winter by heating.

Another matter which I found important was to keep the duct covered; particularly is this necessary if the printing-room is at all dusty, as the dust getting in the ink quickly affects it.

In three-colour work reds can be printed on the yellows in from two to eight hours, but the result is most satisfactory after four hours. I found when leaving them more than eight hours they did not pull so sharp, and there was a tendency for the red to go on in patches.

The blue having to be printed on top of two colours, one would imagine that the time required for drying would be longer, and this I proved to be the fact; and so I found that from six to twelve hours was the most satisfactory for the blue printing, being at its best after nine or ten hours. If printed in less than six there was a tendency for the heavier tones in the picture to become greasy and lose their crispness. If left longer, "patchiness" occurred, and a tendency for the red to assert itself.

In four-colour work—when the order of printing is yellow, red, key, blue—the results of the three-colour for red on yellow were about the same, the key, from two to eight hours, being at its best about three to four hours; the blue, if a thin colour, can go on immediately, and "takes" well up to eight hours, but deteriorates if left longer than this.

If the order of printing is blue, yellow, red, key, two to five hours before printing yellow on blue, five to nine hours before red on green; if done before this I found that after running the machine for three hours the red ink was beginning to "dirty," and so it became necessary to wash up. Key, two to seven hours.

AFTER ONE TRIAL

IT WILL BE FOUND TO BE

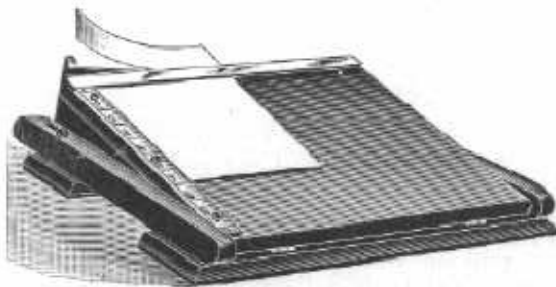
As Indispensable as the Telephone.

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 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

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

Various other orders of printing were tried, but I will only mention one more, viz., yellow, red, blue, key; these times should be as for three-colour and key, two to six hours.

The querist in your Oct.-Nov. number under this heading states that the ink he is using is different from the blue on the engraver's proof. This, I would say, would account for the finished proof being of a violet hue, for the blue would be warmer—i.e., contain more red.

This difficulty could be overcome if when ordering blocks it is insisted that the blockmakers gave the maker of the inks, together with any special name or number and the date when inks were ordered. Then when ordering inks these data could be quoted, and thus variation from this source would be reduced to a minimum.

Another point when ordering blocks is, when possible, to let one firm complete the order, and insist on having a chart printing at the side, and thus be able to see that the strength of each proof is worked to a standard. All good blockmakers should do this, so that the printer is not worried by a variation of the amount of colour which plates will carry. This is often a great source of annoyance when the printer gets a dozen or more blocks on a cylinder and finds the strength of colour for each plate different.

One further point—and this is a most important one—is the passing of the yellow proof for strength. The utmost care should be taken to have the duct working correctly before passing the yellow proof, a slight variation one way or the other being hardly noticeable, yet making all the difference to the finished proof. Frequently, when I have received complaints about the difficulty of matching our progressive proofs, I have found that the difficulty has been with the over and under pulling of the yellow.

If the above remarks be generally attended to, I am confident we shall hear less of the difficulty of colour block printing, and it will undoubtedly lead to a better understanding between engraver and printer, and be financially beneficial to both.

A. C. R. VENN, in *The British Printer*.

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

LITHO PRINTING
FOR THE
TRADE

UP TO DATE
PLANT
MODERN METHODS

"One of the Best
Equipped Offices in London."
—The Times

PHONE
HOLBORN 381

WIRE
LITHO, LONDON

Engraving
Copper-Plate Printing &c

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

Golden Opportunity

The man who is always successful is before all things the man who makes the most of every opportunity. No matter how trifling the opportunity may seem, he always turns it to account. When a millionaire dies, and his obituary comes to be written, it invariably transpires that at the outset of his career he grasped some opportunity which set him on the high road to fortune.

In the printing trade there are not those big opportunities which can at one stroke place a man in such a fortunate position, but still there are plenty of small ones which, if taken timely advantage of, will enable the printer, who has eyes to see, and mind to understand, to improve his position financially.

Experience shows that the man, in no matter what business, who can give quicker service than his competitors, not only gets the most trade, but can command a better price for it. Modern machinery undoubtedly plays a great part in enabling the printer to get through his work quickly, but he who would get the fullest benefit from his mechanical facilities never forgets the importance of ink. And it is just to help those printers who realise this that Zenith Black is made. Printing without slipsheeting, and drying quickly without off-set, it is an ink which it is unwise to overlook when high-grade illustrated work on art and similar papers is concerned. Its use ensures the quickest delivery of work after printing, and its rich blackness keeps the printer's product up to the highest standard. The price of Zenith Black is 2/6 per pound, and this issue of the Circular is a practical example of its work. Not to use it is to miss one of those opportunities which in the aggregate will surely advance the position of the striving printer. JOHN KIDD & CO., LTD., 11 Wine Office Court, London, E.C.

WHAT OTHERS ARE DOING

IT cannot be denied that Messrs. Hazell, Watson and Viney, Ltd., take a keen interest in the welfare of their 1,400 employees. Every means are taken to promote thrift among them, and the firm have a savings bank of their own, where there is on deposit nearly £14,000. Every inducement is given to employees to become shareholders in the concern on the instalment principle, and shares, in such cases, are purchased at about three-fourths their market value. About 300 employees obtain bonuses on their work over and above their standard wages, which costs the firm about £3,500 per annum. In addition to the above the firm has instituted other schemes for the betterment of those on whom they are more or less dependent, which are certainly worthy of imitation.

* * *

A factory is being erected at Kagi, Japan, for the purpose of making pulp from bamboo cane. The process of manufacture is more expensive than in the case of wood, but the supply of the cane is practically inexhaustible, and it can readily be cultivated.

* * *

There are 247 newspapers registered in South Africa, employing 4,000 European and 650 coloured printers. The amount of capital invested in the above is estimated at one and a half million sterling. Printing, next to gold mining, is the largest and most important industry in the Colony.

* * *

At the half-yearly meeting of the Co-operative Printing Society it was announced that the sales amounted to £54,741, an increase upon the corresponding half-year of £7,459, the National Health Insurance scheme being a factor in adding to the trade. The directors of A. B. Fleming and Co., Ltd., have declared an interim dividend on the ordinary shares of 10 per cent. per annum, free of tax, for the half-year ended October 31st last. The directors of Hazell, Watson and Viney, Ltd., have declared an interim dividend at the rate of 6 per cent. per annum on the Ordinary shares for the half-year ended September 30th. The directors of Waterlow Bros. and Layton, Ltd., have declared a dividend of 5 per cent. on the Ordinary shares, as against 4 per cent. last year, and have carried forward £2,500.

Money & Time Saving Helps for Stationers.

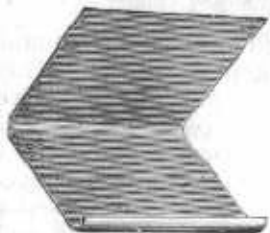


NEST OF CARD TRAYS.—Enable a whole stock of cards to be displayed and put back again without handling the cards.

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

58—4 trays ditto, 6/6.

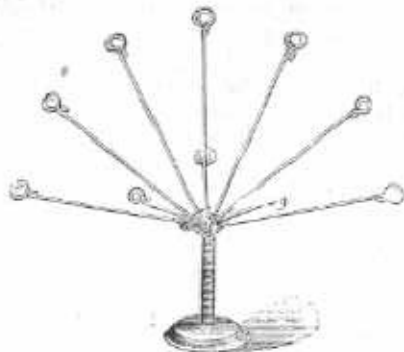
59—6 trays, 24 x 14 x 3/4, 15/-



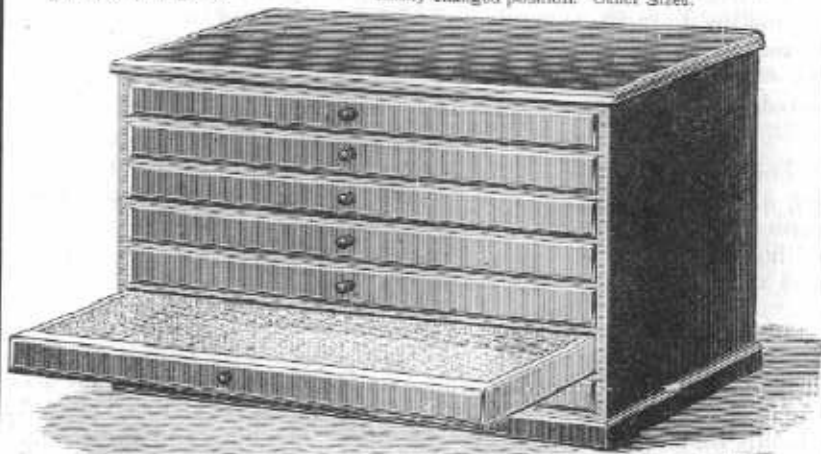
CARD RESTS.—For Window or Counter, give good and varied effects.

Size A.—Black Metal, 8/- gross.

Size B.—Larger and stronger, with support at back for books, framed goods, &c., 15/- gross.



FAN-WIRE CARD STANDS.—9 1/2 ins. high. 1/8 each, 6 for 6/6. Make an attractive show. Easily changed position. Other Sizes.



STOCK CABINET (No. 4) for Purses, Prayer Books, &c. Dark stained and polished wood.

Seven drawers lined with fleecy wool to prevent rubbing. 30 1/2 x 12 x 17, 13/6 each.

Illustrated Lists on Application.

MARLBOROUGH, GOULD & Co., Limited,

15 Dorset St., Salisbury Square, Fleet St., E.C.

The Daily Citizen, the new Labour newspaper, has removed from Manchester to London, thus proving again that the Metropolis is the centre of the British printing trade.

* * *

The Board of Trade report, says the *Printers' Register*, on changes in rate of wages and hours of labour in the United Kingdom in 1911, states that the most important changes occurred in the printing trade. Under a national agreement 13,300 operatives in the provinces had their hours reduced in the majority of cases by one per week; while as regards the change in London, returns received by the department, covering over 60,000 work-people employed by printing and bookbinding firms, show that about 24,000 of these workpeople had their hours reduced in 1911.

* * *

Still another advance in the price of type is announced by the Associated Typefounders. This time the advance is 3d. per lb. and 1d. per lb. for spacing material. The allowance for old type is increased from 3d. to 4d. per lb., and spacing material 1 1/2d. to 2d. per lb. The reason is on account of the advance in raw material.

* * *

Additional factory regulations have come into force in the State of New York, which applies to all printing offices in that territory. All smoking is strictly forbidden, and fireproof receptacles must be provided for all waste and inflammable material, provisions which should be made, in their own interests, by printers in this country.

* * *

Speaking of New York reminds us that a National Printing Exhibition is to be held in that City in April of next year, in the new Grand Central Palace. It is anticipated that it will be representative of every side of the craft.

ENVELOPES.

Of special sizes, shapes and qualities made in a few hours.

**Black Bordering. ■ ■ ■ Relief Stamping.
Edge and Receipt Gumming.**

Send for quotations and Samples.

Telephone:
Holborn 762.

T. J. PARKINS,

45 & 45 St. John Street,
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. Such announcements will only be inserted once, unless a request is received to repeat same. Replies may be addressed to R. T. TANNER & Co., Ltd., when they will be forwarded to Advertisers.

COMPOSITOR (N.S.) seeks engagement. General jobbing or solid, quick, clean and reliable. Box 271, c/o R. T. TANNER & Co., LTD.

PRINTER'S ORDER CLERK seeks change, 9 years' experience, would like to get into an advertising office, used to preparing copy for Drapers', etc., circulars. Good references. Box 274, c/o R. T. TANNER & Co., LTD.

RULING MACHINE, 18 in., with Layboy. Working order. 26 lbs. Palmer & Lamb, 101-3 King's Road, Reading.

SMALL PAPER CUTTER WANTED, must be cheap. Box 273, c/o R. T. TANNER & Co., LTD.

ADVERTISER desires position with Provincial Printing House, could undertake both management and London representation, excellent connection with publishers, first-class references. Box 272, c/o R. T. TANNER & Co., LTD.

WANTED, a Second-hand Gas Engine, about 2 h.p. Must be very cheap. Box 274, c/o R. T. TANNER & Co., LTD.

EVERY Printer who wants to save money should send for my New Catalogue of Type and Printing Materials. A guaranteed saving of 10 to 25 per cent. Post free on application to Box 263, c/o R. T. TANNER & Co., LTD.

IMPROVER on plates and quartedate seeks sit. Half-tone and 3-colour. Can assist at case. Good references. Box 272, c/o R. T. TANNER & Co., LTD.

STOCK-KEEPER and WAREHOUSE-MAN. Knowledge of proof reading, printing and binding, invoicing and day-book posting, packing and despatch departments. 25 years' varied experience. Excellent references. Moderate salary. Box 267, c/o R. T. TANNER & Co., LTD.

ADVERTISER desires position with provincial printing firm. Would undertake both management and representation. Sound and extensive London publishing connection. First-class references. Box 261, c/o R. T. TANNER & Co., LTD.

FOR SALE, very cheap, 18 in. Card Cutter, all Iron. Self-feeding Stamping Machine 4-wheel Paging Machine by Harrell, practically new. Apply, R.P.W., 70 Stinchester Road, N. Kensington.

FOR IMMEDIATE SALE, a genuine old-established Fancy, Stationery, Art Needle-work and Lending Library Business, situated in the best shopping road of one of the most select, prosperous and improving seaside resorts on the South coast. Established twenty years. Takings exceed £1,000 per ann. at good profits. Rent £80 per ann. Price, goodwill, £100, with stock at valuation. Every facility for investigation. Box 260, c/o R. T. TANNER & Co., LTD.

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