

CAMBRIC "CECIL" CAMBRIC
SURFACE SURFACE

COVER PAPER.

FOR HIGH CLASS RESULTS.

This Cover is printed on IVORY 55 lbs. Medium.

Supplied in the following Art Colours:

Monkey	Mole	Purple
Lavender Leaf	Royal Blue	Steel Grey
Sienna	Chinchilla	Fawn
Bear Brown	Sepia	Pearl
Chocolate	Storm Grey	Frog Green
Seagull	Mulberry	Ivory
Furze	Myrtle	Prussian Blue
Camel	Cardinal	Mistletoe

STOCKED IN

ROYAL	- -	50 and 70 lbs.	480 sheets.
MEDIUM	-	40 " 55 lbs.	" "
D. CROWN	-	60 " 80 lbs.	" "

Price - - **4½d.** per lb.

Special Quotations for large Consignments.
SAMPLE BOOK ON APPLICATION.

R. T. TANNER & CO., LTD.,

Dorset Street, Salisbury Square,

Telephone:
7054 CITY
(3 lines).

LONDON, E.C.

Telegrams:
"TANNER,
LONDON."

JUNE MCMXIV

*Tanner's
Grade
Circular*

TO PRINTERS
AND
STATIONERS.

LONDON

R. T. TANNER & CO., LTD.

CHICHESTER - Royal Boards -

IN NEUTRAL TINTS OF
BROWNS, GREYS, GREENS, Etc.,

ATTRACTIVE and ARTISTIC.
Suitable for mounts for all purposes,
High Class Covers, and Art Work
:: :: of every description. :: ::

Stocked in the following 15 Tints:

IVORY.	FRENCH GREY,	MOTH BROWN.
EARTH,	SLATE GREY,	CHOCOLATE,
DOVE,	CLOUD GREY,	COFFEE,
FAWN,	DUN GREY,	ELEPHANT,
LAUREL,	CAFE AU LAIT,	BLACK,

Supplied in THREE Textures:

Antique	-	-	11/3	per gross
Linen Faced	-	-	12/6	„ „
Frieze Finish	-	-	12/6	„ „

SAMPLES ON APPLICATION.

A DISTINCTIVE LINE FOR THE MODERN PRINTER.

■ ■ ■

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

Tanner's Trade ❖ Circular ❖ for Printers & Stationers

VOL. IX—No. 6

JUNE, 1914

Gratis and Post Free

THE PRINTING EXHIBITION

BY the time that this issue of our Trade Circular is in the hands of our many friends, the Printing Exhibition, held at the Agricultural Hall, will have just closed its doors. It cannot be denied that the promoters of the Exhibition have established a record, both as regards the interest of the show itself, and the numbers that must have attended. It is impossible for us to even give a *résumé* of the exhibits, as they were so numerous, and so extremely interesting from every point of view. The very latest introductions were shown to the best advantage, and no expense appears to have been spared to make the exhibits attractive. The largest exhibit was made by Messrs. John Haddon & Co., who occupied the whole of the King Edward's Hall, and, for the time being, re-christened it "Haddon Hall," and probably the most effective stand was that of Messrs. Andre & Sleigh, Ltd., in the Gilbey Hall. Taken collectively, it cannot be denied that the Exhibition constituted an assembling, under one roof, of all that is best in the trade. Altogether there were about 250 exhibits in the Main Hall, Gilbey Hall and in the Gallery. The machinery was shown to great advantage, and in this connection there was quite a feast of good things for the modern printer, the Offset Printing Process and Intaglio Photogravure being well to the fore. A visitor who made a careful inspection and comparison could not but be struck by the variety of up-to-date machines there are now for carrying out every process in connection with the craft. It is safe to say that never before has such a comprehensive and far-reaching collection of machinery in operation for the Graphic Arts and Crafts, been assembled together at one time in one place, in this or any other country. When one watches for a short time the modern machines for, say, turning out cardboard boxes, he cannot help but come to the conclusion that the mind of man appears to be almost unfathomable. The Exhibition proved conclusively that the printing industry has made vast strides during the four years which have elapsed since the last Exhibition, and it seems a little difficult at the moment to realise what further progress is possible during the next four years. This constant progress is unquestionably good for the whole of the industry, for it prevents the trade from becoming stagnant.

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., and HARE COURT,
LONDON, E.C. Telephone 1861 Central.

The Literary Pages of this issue are printed on

249 Bright Shade Printing

48lb. Double Demy. *Also stocked in:*

Dble Crown 21, 30, 36, 40, 54, 60 & 70lb.	Quad Cap 50, 56 & 60lb.
Quad Crown 80, 100, 120 & 140lb.	Royal 25, 27, 30, 40, 50, 60, 70 & 80lb.
Dble Demy 36, 40, 44, 54, 60, 68, 80, 96, & 120lb.	Dble Royal 50, 60, 80, 100lb.
Demy Sheet & $\frac{1}{2}$ ($22\frac{1}{2} \times 26\frac{1}{2}$) 40lb.	Quad Royal 160lb.
Double Cap 25, 28, 30 & 34lb.	Double Elephant (27 x 40) 70lb.
	Imperial 50, 60, 70, 100, 120 & 140lb.
	Dble Imperial 100 & 140lb.

ALL 516 SHEETS FLAT. SAMPLE ON APPLICATION.

R. T. TANNER & CO., LTD.,
DORSET ST., SALISBURY SQUARE, LONDON, E.C.

Our Monthly Review

We have just introduced a new cream laid writing with the watermark, as illustrated, "Charta Londonia." It is a paper which we expect will meet with an immense sale, being high-grade, and yet supplied at a reasonable price. It will be found suitable for all commercial purposes. We strongly urge upon our readers the advisability of securing a sample with the least possible delay. It is stored in 18, 21, and 24lb. Large Post; and 26 and 30lb. Double Cap (all 504 sheets). The price is 2½d. per lb., or in ten ream lots 2¼d. per lb.



There will, no doubt, be a large number of our readers who saw the cover of our issue at the Printing Exhibition. It was printed by Messrs. Deverell, Sharpe & Gibson, Ltd., of Bread Street Hill, E.C., at the stand of Messrs. Kampe & Co., of 2, Sandland Street, W.C., on the Monopol Art Platen, the ink being supplied by Messrs. John Kidd & Co., Ltd., Wine Office Court, E.C. The paper used is the Cecil ivory. The printing of this cover formed a good practical test at the exhibition of the immense possibilities of the Monopol Platen Press and of its suitability for high-class work. The machine was one which created a good deal of interest among printers from all parts of the country, and we understand many orders were taken for it. The printing also proves the high-grade quality of the inks supplied by the house of John Kidd & Co., and of the technical excellence of the work turned out by Messrs. Deverell, Sharpe & Gibson.

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

LITHO PRINTING
FOR THE
TRADE

UP-TO-DATE
PLANT
MODERN METHODS

PHONE
HOLBORN 381

WIRE
LITHO, LONDON

Engraving
Copper-Plate Printing &c

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

One of the Best
Equipped Offices in London.

For the "want-it-quickly"
customer's work there
is nothing like

Premier Black
at 2/- per lb.

Just make the experiment by using it on that next job that must be got out sharp and must be done well. You will appreciate the quality of the work as well as the quickness with which the ink dries and the saving it effects by not requiring slip-sheeting for art and similar papers. Try it on good-class illustrated work.

This month the *Circular* is printed with Premier Black, and the cover with Electric Blue, No. 515, at 2/6 per lb.

John Kidd & Co. Ltd.

11 Wine Office Court, London, E.C.

News in Brief

ON the vote of £559,272 for H. M. Stationery Office, Sir George Toulmin, who is Chairman of the Committee dealing with the publications of the House, stated that there were strong reasons for the Stationery Office having at its disposal a printing establishment. The attention of the House was called to the great increase which had taken place in the cost of printing during the last four years, the figures being £378,000 to-day, as against £120,000 in 1911.

At Grimsby, the Local Chamber of Trade recently passed a resolution to the effect that it would be beneficial to traders, and to the public, if a National Censorship Committee were formed to deal with picture postcards on lines similar to those adopted with cinematograph films.

One of the features of the Leipzig International Exhibition is an old mill for making hand-made paper that stood for almost 200 years at Haynsburg. The mill was purchased by the Society of German paper-makers, and after the Exhibition closes it will be re-erected at the German Museum at Munich.

Mr. Carl Hentschel has retired from the Board of Carl Hentschel, Ltd., owing to ill-health, and is now connected with the business in the capacity of consulting advisor.

The will of Mr. W. J. Rivington, publisher, shows an estate valued at £12,178; that of Mr. H. Towgood, paper manufacturer, at £106,049; that of Mr. Frank H. Gale, late editor of *Nash's Magazine*, at £2,507; and that of Mr. E. Gowers, of Messrs. Gowers, Ltd., printers and stationers, Maldon, at £330.

The Federation of Master Printers of the United Kingdom is organizing a visit to the Leipzig Exhibition. The party will leave London on September 1st, and will arrive back on Monday, September 7th. The inclusive charge is £10 for each person, and arrangements can be made whereby any member of the party can extend the tour and visit Berlin, the Rhine, or Paris.

By the death of Mr. T. J. Barratt, the advertising world has lost one of its keenest and most magnanimous supporters. Before Mr. Barratt became actively connected with the manufacturers of Messrs. Pears, Ltd., the firm had spent about £500 in advertising. During his connection with it, it is estimated that he spent more than three million sterling in advertising, the expenditure for one year alone amounting to £126,000. Sir Thomas Dewar once described Mr. Barratt as "the

PRODIGIOUS!

As an Index to the popularity and utility of

TANNER'S PLEATED POSTAL WRAPPER

We are pleased to state that the total sales during 1913 exceeded

8,000,000

(eight millions), and there is every indication that during 1914 the above figures will be easily passed. May we send you specimens and particulars of this patent wrapper? Any size and any quantity delivered quickly.

R. T. TANNER & CO., LTD.,
SALISBURY SQUARE, LONDON, E.C.



TANNER'S TRADE CIRCULAR

man who puts pictures on the hoardings, and makes you lose your train." The total value of his estate is expected to be between £300,000 and £400,000.

The *Printers' Register* states that in the United States and Canada last year an average of five new publications were started every working day. The suspensions and consolidations, however, made the net gain only three a week. The total number of publications was 24,527. There were 2,640 dailies—the evening editions outnumbering the morning by about three to one. There were 572 Sunday papers, and it required forty different languages to carry the news to the people of America. Only four industries exceeded in capital invested and value of products the business of publishing and printing. In ten years the output increased 86 per cent., and it is estimated that at present the earnings of newspapers and periodicals average nearly a million and a half dollars per calendar day. Two-thirds of this amount represents the income from advertising.

The New York Trade Press Association has recently amended its rules for membership. In future it will include only those publishers who do not cut advertising rates, and who will permit circulation examinations by disinterested accountants approved by the Association. The result of such examination to be given in detail, and to be available to all advertisers and prospective advertisers. The Association takes up the attitude that the advertiser who buys space is entitled to definite information as to what he receives for his expenditure, and hereafter he will get it from the trade journals who patronise membership in the New York Trade Press Association.

Presiding at the last Anniversary Dinner of the Newspaper Press Fund, the Prime Minister stated that in fifty years the Association had paid away in grants and bonuses no less than £88,000, and he was pleased to see that during 1913 the membership had increased, and now numbered over 2,600.

Sir Thomas Skinner, the newly-appointed Governor of the Company of Adventurers of England trading in the Hudson Bay, in succession to the late Lord Strathcona, at one time worked in London as a printers' reader.

At a recent dinner, the Premier of Newfoundland said that Lord Northcliffe and his associates had come to Newfoundland to establish probably the finest, if not the largest, pulp paper mills in the world. He was glad to say that the industry was actually permanently established as a great new industry. They had got there probably one of the finest properties in the world. They could go on cutting there for a hundred years and then be in equally as good a position for raw material as they were to-day.

TAYLOR BROS. (Colour Printers) LEEDS

Colour Printing by Modern Methods
REGD.

ANYTHING IN COLOUR

Better, Quicker & Cheaper
than can usually be obtained.

INCLUDING AMONGST OTHER THINGS: Lithographed Pictorial Posters 64 by 44 in one sheet, Calendars, Newspaper Supplements, Magazine Insets, Show Cards, Labels, Wrappers, Transfers and Transparencies, Half-Tone and Tri-Colour Blocks and Printing, Catalogues, &c.

ALSO WE PUBLISH: Chromo Almanacs, Art Card Calendars, Leaflets, and Date Blocks, Memoriam Cards, Decorative Transparencies, Award Certificates, Fancy Bordered Cards, Show and Sports Posters, Fixture Advertising Sheets, Pictorial Blotting Slips, Patriotic Posters, &c.

INQUIRIES SOLICITED.

CORRESPONDENCE INVITED.

TAYLOR BROS. (Colour Printers) LEEDS

Wires—"Almanac, Leeds."

'Phone 461.

THE CLEANSEWELL TYPE WASH

The Typewash every Printer SHOULD and WILL eventually use.

Already extensively used in many London & Provincial Printing Works, giving every satisfaction. Instantly removes even the best coloured inks, leaving no greasy or other deposit. No corrosion—non-inflammable—disinfectant—harmless to the hands and brush.

Sold mixed ready for use in 5-gall. Drums, 1/- per gall. ; single gall., 1/3. Country orders for 5 galls., half carriage allowed.

TO BE OBTAINED ONLY FROM

The CLEANSEWELL SPECIALITIES, Ltd.
70 VICTORIA STREET, LONDON, S.W.

Something Good

in here for You

What a
bother
it is



AND HOW UNSATISFACTORY TO TRIM PROOFS
OR CUT SMALL QUANTITIES OF CARDS OR PAPER
ON AN ORDINARY GUILLOTINE. :: WITH A

Patent Automatic
Trimming Desk



I F you require help

.. IN ..

LETTERPRESS MACHINING
THREE COLOUR PROCESS
HALF-TONE :: EMBOSSING
COMPANIES' PROSPECTUSES

Or anything in connection
with Commercial Printing

LET US ASSIST YOU.

High-class work at
strictly competitive
:: :: Prices. :: ::

Deverell, Sharpe & Gibson,
LIMITED.

BROMLEY BUILDINGS,
BREAD STREET HILL,

Telephone:
CITY 3966 (2 lines).

LONDON, E.C.

Practical Notes

THE "INSTITUTIONAL" WAY OF SELLING PRINTING

JOHN LEE MAHIN once said that the most-needed qualification in any large printing firm was what might be termed "institutional," and he referred to a certain newspaper as having this quality. When anything was found in its columns it was realized at once as being absolutely correct as far as human ability could record it.

So in the printing industry. Some firms have been able to build up a record for reliability, quality of work and promptness of delivery; and these firms or institutions seldom have to worry about the price of a job. There are a few such firms in existence. Their salesmen never talk price—just show samples of the product of the institutions and let the quality speak for itself. There are very few salesmen qualified to represent such houses, and yet the art of such salesmanship is simplicity itself.

Such firms as these soon establish themselves as reliable, dependable institutions. And remember, ye printers of ability, there is always room at the top; it is the ground floor that is crowded. Good service counts more than price. It is for the printer-salesman to tactfully guide his customer along the most profitable lines of work. Most salesmen endeavour to see where the price can be shaved; the real salesman has an open eye to a chance for the improvement of the quality. A poor salesman runs toward cheapness, a good salesman leads his prospect into effectiveness; the cost is trifling; it is results in the customers' returns that count.

Different prices are a source of much irritation to the buyer of printing, especially the one who knows just about what he wants. The institutional printer—if opportunity offers—gets in some excellent work in such cases, and the cheap printer with his low price is cast aside.

Of course, standards of prices are desirable; but standards of quality and service win out to the decided advantage of buyer and printer. The buyer who is persuaded to be parsimonious and who turns over his copy to the lowest bidder has worry galore as the dirty proof sheets come in, and he is careworn lest the printer falls down on the job or fails to deliver it on time. A business printer can establish a price and a service and takes the stand that one is worthy of the other.

The printer with a cost system can always justify a fair charge—the printer without a cost system cannot justify any charge. Unless the printer knows his business thoroughly and is able to convince his customers as to the sound fundamental principles underlying his business he cannot well be successful in uplifting his business.

Mr. G. E. Wray in *The American Printer*.

A NEW LINE OF PRINTING PAPER

Quality No. 254

STOCKED IN

26 & 30lb. Double Crown

60lb. Quad Crown

34, 40 & 48lb. Double Demy

68lb. Quad Demy

504 SHEETS FLAT

Price **1 $\frac{3}{4}$ d.** per lb.

THIS PAPER IS AVAILABLE IN
40lb. DOUBLE DEMY

R. T. TANNER & CO., LTD.

Dorset Street, Salisbury Square,

Telephone:
7054 CITY (3 lines).

LONDON, E.C.

Telegrams:
"TANNER, LONDON."

What Others are Doing ❖

THE question of celluloid still continues to receive the attention of the Select Committee of the House of Commons. It took eight days to hear the evidence for the London County Council, the City of London and the Corporation of Glasgow. The Committee adjourned on Wednesday, May 20th, for the Whitsuntide recess, and will meet again on June 16th, when the case for the London Chamber of Commerce will be commenced. Those printers who handle celluloid for Christmas cards, etc., should see that they are effectively represented, so as to safeguard their interests, otherwise the most drastic regulations might come into force.

"The Newsboy" is the title of a new journal published by Messrs. W. H. Smith & Son for the 6,000 boys in their service.

In a recent address, Mr. J. R. Riddell stated that there has just been placed before the printing organizations of London, by the L.C.C., a wide and comprehensive scheme, which, if adopted, will go a long way towards enabling printers to obtain the advantages of a thorough technical training on sound, common-sense modern lines. The scheme has been referred to the various organizations for their opinions, thus giving them an opportunity of placing their views before the Education Authorities. Mr. Riddell very truthfully stated that there is a crying need for scientifically trained men to fill the executive positions in our printing offices, and it must be the technical schools who will supply the demand. Printing being a highly technical business, it can only be satisfactorily dealt with by those who know the business.

According to the *British Printer*, M. Eugene Morel, librarian of the National Library of France, has invented, in collaboration with others, a new cinematograph device by which all the pages of a book, a manuscript, a picture portfolio, or ornamental designs may be suitably filmed and projected on a horizontal table, so as to allow the copy to be arranged on a screen or stand for study. A metre of film of the "Bibliophote" registers 50 pages. The apparatus offers very valuable facilities for book-lovers and scientists who desire to study at home or in their own laboratory, and have directly at hand rare documents and invaluable books stored only in far-distant libraries and museums.

Suttley & Silverlock

LIMITED

BLACKFRIARS ROAD, LONDON, S.E.

TELEPHONE - - - (4 lines) : 3474 HOP.

ELECTROTYPING

AND

STEREOTYPING

BY THE MOST UP-TO-DATE PLANT
AND THE MOST EFFICIENT STAFF.

OUR MOTTO

Punctuality and First Class Work.

OUR SPECIALITY

The fullest satisfaction to the customer. 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.

TANNER'S TRADE CIRCULAR

The Supreme Court of Michigan has decided that strike picketing is illegal. If this decision is to prevail, there will be no such thing in the future in that particular State as "peaceful picketing."

A complaint has been filed with the United States Attorney General to the effect that the Associated Press is a combination in restraint of trade in violation of the Sherman anti-trust law. The Associated Press contends that it is not amenable to the anti-trust law.

The report of the Edinburgh Co-operative Printing Company states that, after allowing for depreciations, etc., the divisible profit amounts to £423, out of which the Directors recommend a dividend at the rate of 7 per cent, per annum, less income tax. £44 is placed to the employees' Provident Fund, and £49 carried forward.

Is there any reason, asks the *Printing Trade News*, for letting the customer fix the price for a piece of printing? The printer's employees do not let him fix the price on their labour; they tell him what wage they will work for per hour, per day, or per week, and how many hours per day or week for that wage, and if he does not see fit to pay it they decline to perform the work. The paper dealer does not allow the printer to fix the price of what he sells him. Printers may well compare this method of selling labour and paper with the way so many printers sell their product, which is almost a proposition of getting what they can. It is absolutely necessary for the printer to lay aside some of his fear of the "other fellow." He must be a law unto himself in the conduct of his business. He must know the proper price that his own plant can produce work for, and to do that he must know the cost—no guessed at cost—the real cost, which he *knows* to be the cost. Then he will realise that he cannot sell below the figure or he would be a fool, as much as if devoting his time to selling dollar bills for 80 cents each, for the result will be the same.

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.

T. J. PARKINS, 43 & 45 St. John Street,
West Smithfield.

Telephone: HOLBORN 762.

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. (under Box numbers), when they will be forwarded to Advertisers.

LETTERPRESS PRINTING.—Situation desired as Manager's Assistant; age 31; abstainer; 20 years' practical experience through works to sales, estimating and costing, with control of works; progressive, systematic organiser and disciplinarian; good knowledge of advanced cost finding system (M.P.F.).—Box 368.

ELLIOTT-FISHER BILLING MACHINE, with desk; condition perfect; cost £47; cash £25; seen any time.—A. F. Thompson & Co., Ltd., 19 Ivy Lane, E.C.

TO RELIEF STAMPERS AND STATIONERS, about 350 Steel Monogram Dies for sale. What offers? Can be seen at any time.—Box 373.

CLERK TRAVELLER (29). Abstainer, small connection; keen buyer and estimator, 10 years' experience.—S. Skegg, 18 Barnett Grove, Bethnal Green Road, N.E.

PRINTER'S CLERK (junior), with experience of office routine, orders, costing systems, workshop time dockets; systematic and keen worker. Write, giving previous experience and wages.—Box 369.

TYPE BARGAINS. About 250 lb. Haddon 10-pt., 1 1/2 lb.; 150 lb. Blackfriars 11-pt., 100 lb. Also Yeast Typewriter, 55, in good order.—Whitwell Press, Plaistow, E.

MANAGER with wide experience in all departments who could take entire charge of Printing Works, would like to communicate with printer with view of similar appointment. Disengaged early June. Good references from previous employer, and with ten years' experience of management. Apply Box 377.

PRODUCTION MANAGER desires change. 14 years' practical experience. Printing, paper, illustration, binding, proof reading, advertising, publishing arrangements, authors' accounts, etc. Age 34, moderate salary. Box 367.

MANAGING DIRECTOR of very successful modern printing business in London, retiring, offers part or whole interest to Practical Printer only.—Apply in confidence (principles only) Box 374.

PRACTICAL MANAGER seeks change (Silver Medalist) 16 years' successful experience. M.P.A. departmental costing system. Keen estimator. Man with tact and energy. Mod. salary.—Box 370.

PRINTER'S MANAGER.—15 years' experience, good estimator, traveller, and man with ideas. Keen buyer, and able to get business. Would suit medium sized firm with modern plant.—Box 371.

PRINTING.—Outdoor and Indoor Manager, seeks vacancy with view to partnership. Good estimator, buyer, and organizer. Able to influence business. Box 366.

WHITE PAPER WAREHOUSE OVERSEER desires change; 6 years in present situation; with up-to-date methods of stock-keeping and sound knowledge of paper-makers specialities.—Box 359.

STEREO PLANT FOR DISPOSAL (Nearly New). Combined Melting Furnace and Hot-Air Chamber by H. Williams, size 8ft. by 2ft. 6in., Melting Pot, 12in. in diameter. Platen, 2 ft. 2 in. by 2 ft. 4 in., fitted with Hot-Air oven, etc., for plaster process. Plates, etc. Offered at £45. Gas Heated Strong Staple Screw Press, by H. Williams, size 2 ft 6 in. by 2 ft. 6 in. Patent burners. Cost £25, offered at £15. Powerful Planing Machine, both for type high or pica plates, with spare knife, bed 24 in. by 12 1/2 in. Offered at £12. All of excellent value, can be seen at any time by appointment. Box 360.

DOUBLE CROWN CYLINDER (no flyers), hand or power, now on auction and cinema bills; also Farnival 20-inch cutter, in very good condition; first offer or exchange; want 24-inch cutter.—Box 374.

MACHINE MINDER (Soc.), seeks situation; half-tones, electros, stencils, three-colour and book work; good references; latest machines; London preferred.—Box 375.

MINDER, young; seeks sit.; Babcock's, Wharfedale, Platens; Half-tone & Three Colour; would like to get on a 2-Revolution machine.—Box 361.

WAREHOUSEMAN AND CUTTER (22) seeks re-engagement; 7 years' experience in general printing and warehousing; excel. refs.—Box 362.

PLATEN HAND (Soc.), seeks sit.; Half-tone and Three Colour; 10 years' experience, any machine.—Box 363.

OVERSEER CASE DEPT.—Disengaged, Town experience, latest methods, 8 years Foreman Printer and 6 years Overseer; Paerly, illus. cat., comL. mags., and general work; refs. exchanged; small salary cannot be entertained.—Box 364.

PRINTER'S CLERK (28), requires sit. in advertising dept. of a large commercial house or publishers. Thorough practical knowledge of the printing trade, keen estimator, knowledge of costing methods and also orders and charging.—Box 365.

PRINTER'S CUTTER (Soc.), seeks sit.; age 31, all round experience of a good class general and commercial work.—Box 376.

IMPORTANT NOTICE

SCRIVIA

Parchment Wove

LARGE POST.

At the request of a number of our customers, we have *improved the shade of this popular paper*, and we now also stock it in two additional weights as follows:

15 lb. Large Post . . . 3 1/2 d. per lb.
18, 21, 24 and 27 lb. L.P. . . 3 1/4 d. per lb.

ALL 504 SHEETS.

The 15 and 18 lb. weights are entirely new
The 21, 24, and 27 lb. weights are reduced
in price.

A suitable Letter Paper for all purposes.
SAMPLES FREE ON APPLICATION.

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

Telephone:
7054 CITY
(3 lines).

Telegrams:
"TANNER,
LONDON."