

THE COVER OF THIS ISSUE
is printed on Dove Linen Finish
Chichester Royal Boards

STOCKED IN LINEN FINISH
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In 15 Beautiful Neutral Shades, as follows:—

FRENCH GREY	DUN GREY
ELEPHANT	CLOUD GREY
DARK GREY	FAWN
CAFÉ-AU-LAIT	DOVE
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ANTIQUÉ FINISH . . . 32/6 per gross
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THE COVER PAPER FOR
MODERN REQUIREMENTS

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Tanner's **Trade Circular**

To Printers & Stationers

JANUARY
1922

**R. T.
TANNER & CO
Limited**

◆
DORSET STREET
SALISBURY SQUARE
LONDON E.C.4

◆
**EXCLUSIVE TRADE
CIRCULATION**

TANNER'S TRADE CIRCULAR

JANUARY 1922

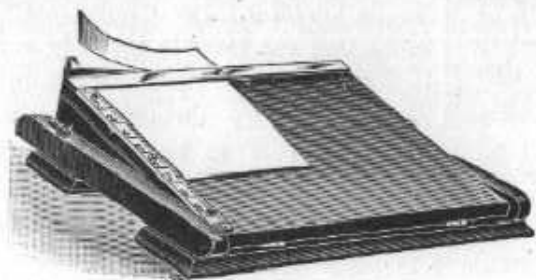
DE NOBIS.



WE make no apology for the revival of our Trade Circular. For many years prior to the war we made a monthly appeal to our readers and customers in all parts of the country through our house journal, and it is gratifying to be able to report that our efforts were greatly appreciated by our many friends, both amongst Printers and Stationers. During the regrettable period of the war we were compelled to cease publication, for many reasons, not the least being that it was against the public interest to use paper for other than absolutely essential reasons. We feel, however, that the present time is an opportune moment to re-issue our publication. No trade was more seriously affected by the war than the wholesale stationer: prices fluctuated from day to day owing largely to the supplies being limited, and even now they are by no means stabilised. At the same time, the conditions are sufficiently normal to warrant the re-appearance of our Trade Circular, and as time goes on we hope to make it, of more and more interest to our readers by the addition of new features, and by endeavouring in every possible way to make it helpful to one and all. **U** And now as we enter upon the threshold of 1922, we would like to take the opportunity of extending our heartiest good wishes to all our readers. We sincerely hope that during the year they will experience the revival of trade which we are promised, and that they will have in the truest sense of the phrase
A VERY PROSPEROUS & SUCCESSFUL YEAR

MERRETT'S PATENT

Automatic Trimming Desks



The most EFFICIENT and PRACTICAL Print and paper Trimmer on the market. Will trim either equally well WET OR DRY.

The paper is passed under the top bar, and the hinged table, on being pressed down, cuts it cleanly, square, evenly & very quickly. 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.

PRICES.

8½	inch cut, 6 inch rule	15/-	} Trade Discount 15% net
10	" " 9 " "	31/-	
12½	" " 10 " "	42/-	
15½	" " 12 " "	65/-	
24	" " 12 " "	100/-	

Larger Sizes made to order.
Carborundum Sharpening Stones 9d. each.

R. T. Tanner & Co. Ltd
DORSET STREET, Salisbury Square, LONDON, E.C.4

OUR MONTHLY REVIEW

TINTED PRINTINGS AND WRITINGS

PRINTERS throughout the country will be interested to hear that we have just issued an exhaustive series of samples of Tinted Printings and Writings. It is a "book" which should find a place in every printers' office, for it is one which will be in daily demand, in view of the fact that tinted papers are more in use to-day than ever before in the history of the printing industry. It is impossible to give the delicate shades in which these papers are supplied, but we shall be pleased to forward a sample book to any printer who has not yet received a copy. It includes the following:—

No. 258. Unglazed Tints in salmon, green, red orange, yellow and cerise, stocked in 17 lb. Dble Crown and 23 lb Dble Demy (480 sheets). No. 258. Glazed Tints in yellow buff, green, red orange, pink, yellow, cerise, blue, salmon and buff; stocked in 26 lb Dble Crown, 36 lb Medium, and 30 lb Large Post (500 sheets). Tangara Tints in azure, green, apple green, nectarine, canary, bluebell, rose, dark green, Indian red and dark blue. These are stocked in 21 lb Large Post, 42 lb Dble Large Post, 24 lb Medium, 48 lb Dble Medium, 27 lb and 36 lb Dble Crown (504 sheets), with the exception of the last three tints which are stocked in 27 lb Dble Crown only. Another useful series is the Tinted M.G. Poster in green, yellow, blue, cerise and chrome yellow, which are stocked in 22 lb Dble Crown and 44 lb Quad Crown (500 sheets). The No. 201 Tints are supplied in silurian, primrose, green, slate, lilac, rose, blue, salmon, turquoise and cyclamen, and are stocked in 18 lb and 21 lb Large Post and 23 lb Medium (480 sheets). Another popular "line" is Scriveria Tinted Writings in primrose, salmon, blue, pink, and green. These papers are stocked in 21 lb Large Post, 42 lb Dble Large Post, 23 lb Medium and 48 lb Dble Medium (504 sheets). The Salisbury Tinted Imitation Art has had an immense vogue. It is supplied in green, canary, pink, gold, blue and buff, and stocked in 48 lb Dble Crown, 56 lb Dble Large Post, 68 lb Dble Medium, and 42 lb Royal (504 sheets), with the exception of the last tint (Buff) which is stocked in 42 lb Royal, 50 lb Dble Crown and 70 lb Dble Medium. The last set of samples is the No. 308

ENVELOPES

MADE ON THE PREMISES BY MODERN MACHINERY IN ANY SHAPE OR SIZE, AND IN ANY QUALITY OR SHADE OF PAPER. SEND YOUR REQUIREMENTS, AND WE WILL SUBMIT ESTIMATE. ALL COMMERCIAL SIZES IN STOCK AT COMPETITIVE PRICES.



R. T. TANNER & Co Ltd
DORSET STREET
SALISBURY SQUARE
LONDON · E.C.4

Works: Hutton Street & Primrose Hill, Whitefriars, E.C.4

Tinted D.E. Antique Laid in primrose, buff, blue, white, pink and green, stocked in 26 lb Large Post and 35 lb Medium (480 sheets). We believe our readers will agree that the above forms a very comprehensive series, and includes both printings and writings which have had an exceedingly wide popularity since their introduction.

A TIME-SAVING ACCESSORY.

For trimming prints or paper there is nothing to equal Merrett's Automatic Trimming Desk. Its simplicity is proverbial, and its accuracy is acknowledged by all who have used it. Made in the form of a desk with hinged top, the print or paper to be trimmed is simply placed under a bar, the desk pressed down, when a perfectly clean and even cut is the result. No matter whether the print is wet or dry, it is trimmed equally well with this ingenious device. There is a rule set at right angles to the knife, as will be seen in the illustration appearing on page 2 of this issue, which enables 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 this trimming desk. Since its introduction, hundreds have been sold, and we do not remember having received a single complaint from our customers. On the contrary, the general remark is:—"We wonder how we managed before we had it!" It is made in five sizes from 8½ inch to 24 inch cut, the prices varying from 15s. for the smaller size to £5 for the larger size. In connection with the latter, we supply a treadle for working, which will be found a useful and inexpensive addition.

THE COVER.

Whilst there is unquestionably a tendency now-a-days for bright, even brilliant, colours in everything, there is still a big demand for neutral tints in grey, brown green, etc. Especially is this so for Pamphlet and Booklet Covers, Folders, etc., and for this purpose the "Chichester" Royal Boards are unsurpassed. They are supplied in Antique, Linen, and Frieze Finish, these terms being descriptive of the textures, and in fifteen shades as follows:—French Grey, Dun Grey, Elephant, Cloud Grey, Dark Grey, Fawn, Café-au-Lait, Dove, Moth Brown, Earth, Coffee, Chocolate, Laurel, Sloe Black and Ivory.

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**WAITE & SAVILLE'S MANU-
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NEWS IN BRIEF.



WE would draw our reader's special attention to the Miscellaneous Advertisement columns on page 16. These columns are open free to our customers for the insertion of small ads. and we hope they will be extensively used. In the past we were constantly receiving congratulatory messages from our readers of the success of their announcements, and on many occasions we were told that the free announcement in our pages had led to business, whereas no replies had been received from similar announcements in other journals. The reason is not far to seek—they are not too numerous to make it irksome to read them, and our Trade Circular is only sent to members of the trade.

SIR JOHN JAMES BADDELEY, the present Lord Mayor of London, ranks as the historian of the Guildhall. The work has passed through several editions, the latest containing a chapter description of the activities of the Corporation during the War.

A special appeal is being made by the Printers' Pension Corporation, as funds are urgently needed to make provision for one hundred aged candidates, waiting election. That the Corporation has done a great and useful work since its inception cannot be denied. It supports the aged and incapacitated printer or his widow, and it educates and maintains the orphan children of printers. Donations may be sent to the Secretary, MR. JOSEPH MORTIMER, 20 High Holborn, W.C.1.

The printing trade is still unsatisfactory, but that a revival is imminent and will not long be delayed, cannot be denied. There are many factors, both economic and political, which have a bearing on the situation that lead thinking business men to this conclusion. From the point of view of the printer especially, it cannot be denied, that a reduction in the postal charges, would accelerate this revival for it would lead to a greater demand of paper and printer's ink, both for private use and for purposes of advertising. As a magistrate said in a recent County Court case, "You cannot expect people to send more letters than are absolutely necessary at twopence a time."



This Issue is

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60 LBS D. DEMY

Stocked in

Demy	-	-	-	-	24 lb	
D. Demy.	-	36	40	48	60	80 lb
Quad Demy	-	-	-	-	96 lb	
D. Crown	-	-	30	40	50 lb	
Quad Crown	-	-	60	80	100 lb	
Quad 'Cap	-	-	-	48	60 lb	
Royal	-	-	-	-	40 lb	
D. Royal	-	-	48	80	100 lb	
Quad Royal	-	-	-	-	160 lb	

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Price on Application. Subject to
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Dorset Street
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E.C.4

Mr. W. H. BURCHELL, Secretary of the Master Printers' Association, in a recent interview, stated that the return to half-penny postage would mean twenty-five millions sterling per annum in increased wages.

In co-operation with the London Society of Compositors, the Metropolitan Branch of the Workers' Educational Association, have organised a class in "Industrial Economics," which meets on Mondays, at 2.30, at the London County Council School of Photo Engraving, Bolt Court, E.C.

The Pall Mall Gazette and Globe, has been purchased by SIR JOHN LEIGH, of Lilleshall, Shropshire, and Carlton House Terrace, London.

Towards the end of February, the British Industries Fair, organised by the Overseas Department of the Board of Trade, will again open at the White City. The whole of the space has been allocated, although certain branches of industry will not be quite as representative as heretofore. Nevertheless, the Fair promises to be one that will appeal to buyers, both at home and abroad, and will certainly be well worth a visit.

In India, bamboo is being used as the staple material of some paper-making mills with marked success, and as it is an Empire commodity, its use in home mills should be seriously considered. We understand there are difficulties in the way, but surely these may be overcome by experts in this country. While on the subject of experts and chemists in the paper-making industry, we would throw out the hint that there is a tremendous demand for a transparent grainless paper of good tensile strength.

One of the most pitiable events of modern times was the sad and lamented death of SIR ARTHUR PEARSON. His life reads almost like a romance, and his success in life was largely due to his faculty of being able to appreciate the public demand. His affliction was pathetic, but his strong will-power stood him in good stead, for he determined to give the remainder of his life in the interests of those who were similarly afflicted, and towards the betterment of their condition. His spirit was beyond all praise, and one which the

MR. PRINTER!

You are constantly requiring 'ammunition' for your machines. Indeed, it is that which keeps you alive. Let us help you. We have a tremendous and varied stock of all kinds of paper suitable for modern requirements, and our prices are such that you are sure to make a profit. Don't hesitate to communicate with us — no enquiry is either too small or too large to receive careful personal attention.



Dorset Street
London, E.C.4

annals of human life afford no nobler example. His clarion cry "Victory over Blindness," stirs our souls, but what it really means it is almost impossible for those who are blessed with sight to realise. His loss leaves a blank, but his example will live for ever.

The only buyers of Swedish wood pulp appear to be the United States of America, so that the improvement which has been experienced on the European paper market during the past few weeks has not led to any increased demand of raw material from Sweden.

Labour won South-East Southwark by-election by nearly 4,000 votes. The successful candidate, MR. T. E. NAYLOR, is the well-known Secretary of the London Society of Compositors. The vacancy was caused by the death of Commander J. A. DAWES, Coalition Liberal, who was returned in 1918 by a majority of 4,490 over MR. NAYLOR.

February 9th, 1922, is suggested as the date for the annual meeting and dinner of the National Association of Wholesale Stationers and Paper Merchants.

During the first half of 1921, Belgian imports of paper were:—stock papers 1,006,427 kilos, news-print 1,710,263 kilos, and miscellaneous 6,280,909 kilos, which is considerably less than for the corresponding period of the previous year.

We hope our many customers will not overlook the fact that we manufacture envelopes of every conceivable description in our own factory. Orders are constantly being received for odd sizes and shapes, and we are always pleased to estimate for these special requirements. Generally they have to be made by hand, and we have no hesitation in saying that our staff is technically efficient for any class of work in this connection. In addition, we manufacture by the most modern machinery, all stock sizes of envelopes, and can therefore supply at competitive prices.

The attack upon the Postmaster General, says the *Paper Trade Review* for his *non possumus* attitude over the postal rates continues unabated, and it appears from the arguments advanced that the result is to restrict trade very seriously. Especially is the effect felt in the paper and allied trades, for practically all

Special Clearance Lines

TINTED BANKS

25 Reams	11 lb.	Azure Blue	L. Post
50 "	13 "	" "	Medium
30 "	13 "	Gold	"
25 "	13 "	Lilac	"
20 "	14 "	Green	D. Cap
20 "	14 "	Gold	"
20 "	14 "	Buff	"
20 "	14 "	Pink	"
25 "	14 "	Salmon	"

Price 6d. per lb.

WHITE PRINTINGS

				Per lb
40 Rms.	No. 291/26	Glazed D. Demy	480 shts.	3½d.
50 "	" 666/36	M.F. "	504 "	3d.
30 "	" 741/36	M.F. "	480 "	3½d.
35 "	" 131/40	S.C. "	504 "	3½d.
40 "	" 291/45	S.C. "	500 "	3½d.
45 "	" 788/45	M.F. "	500 "	3½d.
80 "	" 291/22	Glazed D. Cr.	480 "	3½d.
60 "	" 180/25	M.F. "	504 "	3½d.
70 "	" 143/30	Glazed "	504 "	2¾d.
30 "	" 821/30	M.F. "	480 "	3½d.

R. T. TANNER & CO. LTD

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TANNER, FLEET,
LONDON

Dorset Street
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the postal packages are encased in paper, if their contents do not always also consist of that material. And it is not only the papermaker who loses custom by the restriction. Printers and wholesale stationers, and all whom they represent, are also concerned directly, while the number of people who are affected indirectly must be incalculable. This is not the time to apply the least brake pressure against trade, but the Post Office appears to be disregarding the interests of the trading community, not to mention the convenience of private individuals in the scheme of doubtful economy which they have adopted. This problem of the postal rates is steadily becoming one of considerable political importance, and matters of less significance have led to the fall of Governments, for, after all, the postal service touches everyone.

MESSRS. RAPHAEL TUCK & SONS, LTD., supplied the Christmas cards for the KING, QUEEN, PRINCE OF WALES and PRINCESS MARY, the latter being of "An Old-World Garden" from a water-colour drawing of the "Rookery," Streatham Common.

MR. F. VINCENT BROOKS, Managing Director of MESSRS. VINCENT BROOKS, DAY & SONS, LTD., Lithographers and Chairman of the Board of Directors of MESSRS. BACON & CO., LTD., map publishers, left estate of the gross value of £4,490, with net personalty £3,256.

Interesting figures are given in the third volume of analytical statistics of British trade last year. For instance, the number of picture postcards exported were 502,011 dozens, valued at £21,864.

MR. CARL HENTSCHEL, who has been a member of the City Corporation for 19 years, has again been nominated for a seat in the Common Council by LORD BURNHAM, as a member for the Ward of Farringdon Without.

At the age of 72, MR. T. P. O'CONNOR, M.P., is contemplating launching a new publication. His vitality is wonderful, and his "pluck" proverbial. Good luck to "The Father of the House of Commons."



"Scrivia"

CREAM LAID AND WOVE WRITING

STOCKED IN

LAID

Large Post - 18, 21, 23 and 28 lbs.
Double Large Post - 42 lbs.
Double Cap - 26 and 30 lbs.

WOVE

Large Post 15, 18, 21, 23 and 28 lbs.
Double Large Post - 30 lbs.
Double Cap - 26 and 30 lbs.

All 504s.

Except 15 Cream Wove Large Post 480
30 " " D. Large Post 480

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PENROSE'S ANNUAL



One possessing the whole of the previous issues we welcome the twenty-fourth volume of Penrose's Annual, being the Process Year Book of 1922. It is unquestionably the classic of the Printing trade, and no modern printer can afford to be without it. From cover to cover, it is full of useful and practical information, while the illustrations demonstrate the triumphs which have been made in the industry during the year. The editor, MR. WILLIAM GAMBLE, F.R.P.S., F.O.S., is *the* authority on this subject, and we congratulate him upon his production. At the outset, we urge our readers to secure a copy before it is too late, many of the earlier issues being now quite unobtainable, while others, when obtainable, have a value very many times greater than the original cost. In his opening remarks the editor very truly says, that year by year, we see some noteworthy advance in photo-mechanical processes, or we have some new method foreshadowed. He speaks in the kindest terms of the late MR. W. FRIESE GREENE as a pioneer in printing processes. He draws attention to a new process which, it is claimed, will dispense with making negatives, and thereby render unnecessary expensive large cameras, lenses and other accessories, but which turns out to be a revival of a process described many years ago in the photographic press. MR. GAMBLE gives a very exhaustive review of the processes of to-day, showing there is steady progress, and the prospect of greater achievements yet to come, which to say the least is very gratifying.

Other articles include "The Kelmscott Press," founded by WILLIAM MORRIS whose works to-day realise enormous prices when sold at auction. The writer is the happy possessor of many of the books issued by this Press. He has seen the "Chaucer" sold for £150, whereas the subscription terms were but £20. MR. JOSEPH EDGE contributes an article on "Aerial Photography"; MR. BAWTREE writes on "A Method of Improving Reproduction by the Three-Colour Process"; MR. T. C. EAMER on "The 'New Method' Embossing"; MR. A. H. MUNDEY on "Printers' Metals"; MR. VICTOR A. IRELAND on "The Airbrush and Lithography"; The Editor on "Engraving an Embossing Die from Photographs," with illustrations, together with an article on "A new method of making colour prints"; etc., etc.

(To be continued.)

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 these columns 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

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