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TANNER'S TRADE CIRCULAR


TO PRINTERS
& STATIONERS

MARCH 1922



R · T · TANNER & CO LTD
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Exclusive Trade Circulation



Tanner's Trade Circular

LIVERY COMPANIES AND TECHNICAL EDUCATION.

WE are indebted to Mr. J. R. RIDDELL, Principal of St. Bride's Institute Printing School, well-known in the Printing Craft, for permission to insert in our Magazine some extracts from a most instructive and interesting address which he gave to the City Livery Club on the interest that is taken by certain of the City Companies in the technical education of the youths of the different trades and crafts which they represent.

Mr. RIDDELL made reference to the good work organised and carried on by some of the Guilds, and then went on to speak more particularly of the Stationers' Company to the Livery Committee, of which he is the Hon. Secretary. As this is of most interest to our friends in the Printing Craft, and especially to the younger members who are learning their trade, we give the following in his own words:—

“That it is not altogether impossible to ‘revitalize’ the Companies to take greater interest in their apprentices and freemen, let me tell you something of what has been done by one of the old companies—one I fear very much hidebound by old traditions but nevertheless to me one of the best, my own Company, the Stationers’.

“Some two years ago a number of ‘young bloods,’ comparatively recent additions to the Livery of the Company, had a desire to make their Company of greater use under present-day conditions. After a few preliminary moves, permission was given by the Court to these ‘revolutionaries’ to call a meeting of the members of the Livery and elect a committee from among themselves to further this end by considering suggestions and submitting them to the Court for their consideration. “Arising out of the ‘new spirit,’ it was decided to invite the various printing associations to co-operate with the Company and form a technical board for the purpose of holding examinations, on the results of which certificates, medals, and other prizes would be awarded. The trade associations were asked to make an annual contribution towards the costs of the technical board. It is pleasing to record that they entered into the idea whole-heartedly, and there is now a board representa-



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tive of the leaders in the printing industry in London, both employers and employees. The Board assists the Stationers' Company in arranging these technical tests for those engaged in the various crafts represented in the Company and who care to submit themselves for examination.

"It may not be generally known that there are still a large number of boys apprenticed through the Stationers' Company and, in accordance with a bequest made in 1703, each boy when he comes before the Court to be indentured is presented with a Bible and a Prayer Book, at the same time he is admonished by the Master to live worthily of the craft with which he is associating himself, but I fear until recently the Company forgot about their apprentices, taking little interest in them. There was no link between the boy and the Company once he was apprenticed and no effort made to encourage him to become a good craftsman while serving his apprenticeship, nor later to identify himself with the Company.

"I can assure you that it was an inspiring sight last year to see Stationers' Hall filled on three nights during the first week in May with some four hundred young printer students sitting for examination. Those who were privileged to see that gathering will not readily forget it. Not the least of the impressions left on the minds of the candidates was the inspiration of the old hall of the Company, with all its historic association and its reminiscences of the old workmen, who, by their industry, skill and craft-pride, did so much for the dignity of English printing in the eyes of the world.

"I do not want to be taken for an idealist; allow me to assure you that I am a product of the workshop when I say that I firmly believe that there is a great need to-day, with all the industrial unsettlement through which we are passing, for a larger measure of the old craft spirit. It is more precious than the mere gain that is produced by toil. The craft spirit ennobles a man and enriches his craft. He lives in it and for it and is made better by doing so, and who is there who has had experience in the handling of workmen who will deny that the spirit of craftsmanship in a man is an inspiration to everyone he comes in contact with, and that, above all, it brings contentment and peace to the mind of the craftsman, because he finds a joy in his work. To-day we can learn a great lesson from the early craftsmen who would on no account tolerate 'shoddy' work. 'Shoddy' is a modern product.

"Some may say that there is little need for craft spirit in this mechanical age. On the contrary, I say that there is all the greater need, because the man who works a machine must become mechanical unless he possesses the spirit which enables him to have vision and make the most of the advantages with which mechanical science has provided him."

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Our Monthly Review

"SALISBURY" COVER PAPERS.



THESE papers were introduced many years ago and have had a wonderful vogue. Our friends will no doubt be pleased to hear that we have just issued a new sample book of these papers, and we shall be pleased to forward a copy to all applicants. It includes the following colours, in addition to white. Browns: Fawn, drab, camel, ingrain brown, earth and russett. Greens: Ivy green, pea green, green, ingrain green and olive. Greys: Azure, slate, pearl, light grey, elephant, and Caledonian grey. Blues: Indigo blue, purple, pastel blue and royal blue. Reds: Maroon and scarlet. They are stocked in 40 and 53 lb. medium, 50 and 67 lb. royal, and 60 and 80 lb. double crown, and each colour may be had in three finishes, viz., antique, linen and frieze. It will be seen, therefore, that they form an exhaustive range of cover papers which will meet the most fastidious of tastes, and it is a series which should receive the attention of every up-to-date printer. A copy of the sample book, therefore, should be found in every estimating office.

TWO USEFUL LINES.

Attention is drawn on page 44 to two "lines" of very useful leather bags. As will be seen, one pattern is intended for travellers, and the other pattern is the ever-popular attaché case, supplied in many qualities and with various fittings to suit all tastes. These are manufactured on our own premises, and are of the very best workmanship throughout. It might interest our readers to hear that we made the special cases for the Glovers' Company in which they supplied the gloves they presented as a wedding present to Princess Mary. (See illustration enclosed).

R. T. TANNER & CO. LTD.

HOURS OF BUSINESS:

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**CREAM LAID &
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STOCKED IN
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 Large Post 18, 21, 23 lb Large Post 18, 21, 23 lb
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 Post (14½ x 18½) 16, 18 lb

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 Price **4¾** per lb.
 10 Reams 4½d per lb 3½ cwt 4½d per lb

SUBJECT TO MARKET FLUCTUATIONS

SPECIAL LINE
Cut "BOND" Paper

SUBSTANCE OF 14 LB. LARGE POST
 IN TWO SIZES

10 x 8 13 x 8
 Price 1/8 per ream Price 2/2 per ream
 1/7 for 25 rms 2/1 for 25 rms
 1/6 for 100 rms 2/0 for 100 rms

SUBJECT TO MARKET FLUCTUATIONS

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

News in Brief

WE are asked by Mr. TOM BROAD to state that the old-established business of THOMAS BROAD (his father) which has been carried on for many years at 17, Featherstone Buildings, Holborn, W.C. 1, has been incorporated with the business carried on at 76/78, Clerkenwell Road, E.C. 1. Mr. TOM BROAD can therefore offer the trade the resources of both establishments, which will enable him to effect economies in various ways and so quote closer prices, whilst, at the same time, the high standard of work will be maintained at both places. MR. BROAD bought the business from his father fifteen years ago. The style of the businesses are to remain as heretofore.

A writer in the *Caston Magazine* is advocating the inauguration of an Association for the advertising and propaganda of "Printing." That Association, in addition to urging on a national scale the advantages of the printed word, would have at its central office the choicest specimens of the printer's art in booklets, folders, showcards, and a complete set of literature explanatory of the best systems of the mail-order business.

LORD BURNHAM stated recently that there was no newspaper at the present time which showed a profit on its working. It will come as no surprise, therefore, that the Newspaper Proprietors' Association has notified the various unions of its intention to reduce wages, lengthen hours and revise privileges.

Objectionable postcards are again being exposed for sale, but it is satisfactory to report that they are not being offered by the recognised stationers. Some action will have to be taken, and that quickly. Needless to say the cards emanate from Germany, and whilst they deal with subjects which might openly be discussed in the "Fatherland," their tendency in this country is to lead to coarseness and a debased taste.

During the past year 134 stationery companies were registered at Somerset House with a capital of £1,669,150. The number of newspaper companies was 43 and the capital £362,600, while 77 firms of publishers were registered, with a total capital of £651,700.

Special Clearance of Super Calendered Papers

21	Reams	No.	143/18	Demy	504	2 $\frac{3}{4}$
40	"	"	291/26	D. Demy	480	3 $\frac{1}{4}$
20	"	"	175/40	"	500	3 $\frac{1}{4}$
22	"	"	180/45	"	500	3 $\frac{1}{2}$
20	"	"	208/50	"	504	3 $\frac{1}{2}$
25	"	"	645/52	"	504	3 $\frac{1}{2}$
6	"	"	101/60	"	504	3 $\frac{1}{2}$
90	"	"	180/22	D. Crown	480	3 $\frac{1}{2}$
70	"	"	143/25	"	504	2 $\frac{3}{4}$
40	"	"	269/26	"	504	3 $\frac{1}{2}$
60	"	"	254/30	"	504	2 $\frac{3}{4}$
60	"	"	226/32	"	504	3 $\frac{1}{2}$
70	"	"	226/34	"	504	3 $\frac{1}{2}$
60	"	"	235/37	"	504	3 $\frac{1}{2}$
90	"	"	205/38	"	504	3 $\frac{1}{2}$
30	"	"	878/40	"	504	3 $\frac{1}{2}$

R. T. TANNER & Co. Ltd. Dorset St. London, E.C.4

ANYTHING IN COLOR!

Better, Quicker and Cheaper

Than can usually be obtained.

PICTORIAL :: LITHOGRAPHED :: POSTERS

(in sheets up to 44 x 64 inches)

For Shipping, Railways, Pleasure Resort Announcements, etc.

WE DO THE JOB COMPLETE, making the Designs, Drawing on Stone or Plate and Printing, delivering the work ready for your customer. We will be pleased to assist you with any part of it.

By arrangement, we will submit competitive designs at our own expense.

We also undertake every kind of
COLOR PRINTING, as SHOWCARDS, LABELS, WRAPPERS, COLORED SUPPLEMENTS, MAGAZINE INSETS, CHILDREN'S PICTURE BOOKS, PICTURE POST CARDS, VIEW BOOKS, etc.

We are also publishers of
CHROMO ALMANACS, CARD CALENDARS, DAILY, WEEKLY and MONTHLY DATE BLOCKS, DECORATIVE and ADVERTISING :: TRANSPARENCIES, SPORTS CLUB FIXTURE SHEETS, :: PICTURES FOR BOX TOPS, TRADE MARK and DECORATIVE TRANSFERS FOR ENGINEERS AND DECORATORS, Etc.

INFORMATION, SAMPLES AND PRICES ON APPLICATION.

TAYLOR BROS. THE TRADE COLOR PRINTERS, **LEEDS.**

Telephone: 24395.

Wires: "Almanac," Leeds.

The date for holding the fifty-ninth annual dinner of the Newspaper Press Fund, at which LORD LEVERHULME is to preside, has been fixed for Thursday, April 27th. The venue is the beautiful Edward VII. suite of rooms at the Hotel Victoria, Northumberland Avenue, W.C. 2. There are now 3,000 members, and since its institution sixty years ago, the Fund has paid in grants and pensions nearly £150,000.

Whilst one hears so much nowadays about bad trade and the paucity of orders in almost all branches of commercial enterprise, it is very gratifying to hear that a small company last month paid an interim dividend of 100 per cent. free of income tax. Needless to say the firm is not connected with the printing or paper industry.

At a recent lecture MR. WILLIAM GAMBLE regretted to have to confess that he saw no future in three-colour work. He meant to say that no great improvement in the methods was in sight, and it did not seem possible that there could be any. The lecturer stated that colour block-making and printing was a cumbersome method at the best, and seemed to defy any standardisation. His firm belief was that it would eventually be superseded by offset and photogravure, or by some modification of collotype.

We hear that the business of MESSRS. HARRISON & SON, LTD., of St. Martin's Lane, W.C., has been amalgamated with that of MESSRS. PERKINS, BACON & CO., LTD., of Southwark Bridge Road, S.E. Whilst the resources of the two businesses will be combined, they will retain their respective individuality as heretofore.

MR. KENNEDY JONES, M.P., formerly of Fleet Street, who died last August in his fifty-sixth year, left £206,537. MR. W. W. COLLEY, of Edinburgh, interested in Colley's Patents, Limited, who also died last August, left estate of the gross value of £22,773, with net personalty of £17,569. SIR ARTHUR PEARSON, BART., who died on December 9th last, left £93,927 gross, with net personalty of £66,241.

It is reported that a new Liberal weekly newspaper is to make its appearance, under the editorship of MR. A. G. GARDINER (Alpha of the Plough), who was for many years editor of the *Daily News*.

A ban which would have had the effect of giving the monopoly to foreigners in the manufacture of "outlook" envelopes or transparent panel envelopes has been lifted by the Post Office.

ENVELOPES

MADE ON THE
PREMISES BY
MODERN
MACHINERY IN ANY
SHAPE OR SIZE, AND
IN ANY QUALITY OR
SHADE OF PAPER.
SEND YOUR REQUIRE-
MENTS, AND WE
WILL SUBMIT EST-
IMATE. ALL
COMMERCIAL SIZES
IN STOCK AT COM-
PETITIVE PRICES



R. T. TANNER & Co Ltd
DORSET STREET
SALISBURY SQUARE
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Works: Hutton Street & Primrose Hill, Whitefriars, E.C.4

The Postal Union Convention, at its meeting early last year, resolved that envelopes which were entirely transparent or had an open panel should be prohibited, and that the transparent panel must form an integral part of the envelope acceptable for transmission and delivery. This regulation was to have come into force on January 1st this year. It is now announced that, as a modification of the conditions, the Postmaster-General has arranged that in the case of envelopes addressed to the British Empire, or the United States of America, the panel need not form an integral part of the envelope. The "one-piece" envelopes are those which have a portion of the front oiled and rendered transparent. It is hoped that other countries will abandon the restriction following upon the action of the English-speaking countries.

SIR WILLIAM A. WATERLOW, who presided at the last festival of the Printers' Pension Corporation, has been presented with a silver cigar box by the Council in appreciation of the success of the event.

The annual conference of the Technical Section of the Paper-makers' Association will be held in London on the 23rd inst., and the annual dinner will be held the following day. Speaking of dinners reminds us that the one in connection with the Stationers' Social Society will be held on the 4th inst. at the Hotel Cecil, under the presidency of MR. LIONEL SAVORY.

On the 8th ult. MR. W. H. BURCHELL read an interesting paper before the Association of Master Printers of the London Central Districts on "Unemployment in the Printing Trade—its Causes and Effect." In this connection MR. BURCHELL recently asked, "What value is it to the Government if one of its departments, by raising postal charges, makes up a deficit of £3,500,000, and causes a year's loss of £26,000,000 in labour? The increased unemployment thus caused has to be met by the payment of the out-of-work dole."

SIR WILLIAM DAVIES, of the *Western Mail*, has been elected one of the two vice-presidents for Great Britain of the World's Press Congress.

The Longest Unsuccessful Candidates' Committee continues its useful work, and they are appealing for votes for four of the longest unsuccessful candidates at the coming election in connection with the Printers' Pension Corporation. The President, MR. WALTER HADDON, again paid all the working expenses for the past year. Voting papers should be sent to MR. J. CANNON, 3, Cursitor Street, E.C. 4.

BEST LONDON-MADE Leather Goods

Made throughout in our own Workshops. Highest-class Workmanship. :: Guaranteed Quality. :: Leather Cases and Bags to meet any requirements made to order



Traveller's Sample Bags

BEST GRAINED COW-HIDE.
English Frames and Locks. :: Handsewn throughout.
USUAL SIZE 18 ins.
Price **2/2** per in

Attache Cases

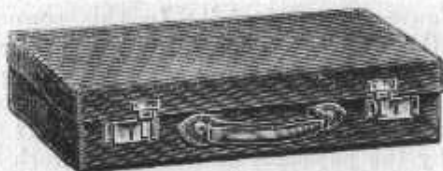
Hand-made throughout in best nut hide, and fitted with English lever locks (gilt or nickel plated) and lined leather. Price **2/0** per in

Fitted with Stationery Pockets and Pad in lid

Price from **1/6** per in

Fitted with gusseted Pocket, and Flap with automatic catch.

Price from **2/0** per in



Cheaper quality Attache Cases from 1/0 to 1/9 per inch
Best PIG SKIN Attache Cases .. 4/0 .. 5/0

Fitted with Stationery Pockets and Pad in lid

Fitted with gusseted Pocket and Flap, with Automatic catch } Prices on application

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Apply to the Manufacturers:

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DORSET STREET, Salisbury Square, LONDON, E.C.4

According to statistics the increase in present wages in the printing trade amounts to about 150 per cent. over 1914. In that year the men worked 2,601 hours for £107 2s., whilst to-day they work 2,400 hours for £247 per annum.

Subject to a sufficient number of candidates coming forward, the Stationers' Company and Printing Industry Technical Board will arrange for examinations to be held during the second week in May at the Stationers' Hall.

Fantastic Post Office regulations, says the *Paper Trade Review*, as to what is and what is not a "book" have caused much annoyance to printers in Australia. The situation has now been clarified somewhat by the Postmaster-General having issued a list of the publications which should not be regarded as "books." In the excluded list are fashion journals, directories, Acts of Parliament, law reports (but not digests), statistical works, turf and stud registers, cookery books and music books, all of which are classified as printed matter chargeable at 1d. for every 2 ozs. The rate for books is 1d. for every 8 ozs. when printed in Australia, and when printed elsewhere 1d. for every 4 ozs.

The Wholesale Co-Operative Society has notified the T.A. that "owing to excessive competition and trade depression, it is intended to revert to trade union rate of wages, hours, and other conditions of employment." Hitherto the wages paid have been in excess of the standard rate.

In the current issue of the *Carton Magazine* there is an interesting insert, namely, a specimen of the photo-litho newspaper production published by the *Blackpool Times*. This is the first British newspaper printed by this process, and as the paper was worked off on rotary-offset presses, it makes a distinct epoch in the printing industry in this country.

The Postal Handicap on Business

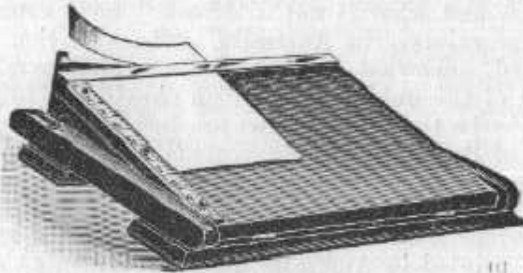


HE opposition to the present postal rates appears to be general throughout the country, and every branch of commerce is protesting against them, and asking for the re-establishment of the halfpenny postal rate on printed matter. In a circular letter which has been issued very broadly, MR. W. H. BURCHELL says:—

"The Postmaster-General has publicly stated that the Postal

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.

8 1/2 inch cut, 6 inch rule	15/-	
10 " " 9 " "	31/-	Trade
12 1/2 " " 10 " "	42/-	Discount
15 1/2 " " 12 " "	65/-	15% net

The Postal Handicap in Business

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

R. T. Tanner & Co. Ltd

DORSET STREET, Salisbury Square, LONDON, E.C.4

Service, apart from the Telephones and Telegraph, made a profit of £900,000 for the fiscal year 1920-21, ending March 31st, 1921. He had said that he believes in the principle that any profits made by the Postal service should be applied to the reduction of Postal charges. Then how could the action be justified of putting up the printed matter rate by 100 per cent., and the postcard rate by 50 per cent., when £900,000 was the profit made by the Postal carrying service for the fiscal year 1920-21?

" High Postal charges result (in the loss to labour of £500,000 per week; increased unemployment in the Printing and Allied Trades; the ruin of the Picture Postcard Industry. What value is it to the Government if one of its Departments, by raising Postal charges, makes up a deficit of £3,500,000, and causes a year's loss of £26,000,000 to labour? The increased unemployment thus caused has to be met by the payment of the Out-of-work Dole."

We have recently received two catalogues issued by British firms, which have been printed and posted in Germany. Each catalogue weighs a little under three ounces, so that the postage in this country would be three-halfpence. From Berlin they are sent at a cost which at the present rate of exchange works out at one-sixth of a penny each copy. The British Post Office obtains no revenue from the German Government for delivering the circulars. The practice of having pamphlets printed and posted in Germany will probably become more popular as time goes on unless the Post Office takes some steps to reduce postal rates, or takes other action to protect British industry and labour.

At a meeting held last month of the Association of British Chambers of Commerce, SIR ARTHUR SHIRLEY BENN, M.P., stated that the Post Office had always been a feeder of the revenue. Its ability to contribute to the revenue depended on advertising, and if the postal charges were so high that advertisements could not be distributed, trade would not be good enough to find employment and pay expenses.

He was hopeful that the Post Office estimates for the coming year would enable the reductions asked for to be granted. There might remain about half of last year's deficit unliquidated (£3,000,000), but his information was that, while the first six months of the current year were bad, the third quarter came out about even, and the final quarter showed indications that it would be very satisfactory. A general resolution was submitted appealing to the Government to reduce substantially the postal rates and restore facilities at the earliest possible moment, and thus assist trade and in some measure solve the unemployment problem.

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.

KONEO COPIER (No. 1) and Panel, second hand, first rate condition, half pre-war price, £6 11 0.—Address "W" c/o R. TANNER & Co., LTD.

COMPOSITORS. Use the new Double-Sided Slide as an adjunct on Your stick, 2/6 post free. Fits any stick. Results will please you. Apply "Invention," 925, Clifton Road, Rugby.

MARRIED MAN wants situation, 15 years as Export Packer and Warehouse-man in the Paper and Stationery Trade, 18 months as Furniture Packer, and 14 months as Grocery Packer. Good references.—A. J. GIBSON, 115, 8, Featherstone Buildings, Holborn, W.C.1

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TOM BROAD.
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ESTATE PLANS
COMMERCIAL & COLOUR
Incorporating THOMAS BROAD, 17, Featherstone Buildings, Holborn, W.C.1.

SALISBURY Cover Papers

Supplied to the following colours:—

Fawn	Drab	Camel
Ingrain Brown	Earth	Russett
Indigo Blue	Ivy Green	Pea Green
Green	Ingrain Green	Olive
Azure	Slate	Pearl
Light Grey	Elephant	Caledonian Grey
Purple	Pastel Blue	Maroon
Royal Blue	Scarlet	White

Stacked in

40 @ 53 lb.	MEDIUM	18 x 23
50 @ 67 lb.	ROYAL	20½ x 25½
60 @ 80 lb.	D. CROWN	20½ x 30½

All 504 Sheets

THREE FINISHES

Antique, Linen & Frieze

New Sample Book on Application

The Papers for all
Modern Requirements

R. T. TANNER & Co. Ltd
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