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TO PRINTERS & STATIONERS

OCTOBER 1922



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Tanner's Trade Circular

AN IMPORTANT PRICE LIST.

E have just issued a Price List of Leather Goods which gives an epitome of our manufactures in this department. It consists of 16 pages of illustrations and cover printed on cream art paper, quarto size. As all the illustrations are loose, and merely numbered. they can be taken out and shown to prospective customers without disclosing the source of supply, and for this purpose the paper on which they are printed is of stout substance so as to bear handling. The prices for the goods illustrated are given on pages 2 and 3 of the cover, and include:-

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Hide Music Attaché Cases.

Hide Attaché Cases.

Hide Kit Bags.

Lady's Blouse Cases.

Lady's and Gent's Dressing Cases, in many varieties.

Square mouth Hand Bags.

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Hide Gladstone Bags.

Lady's Hand Bags.

Gent's Square Hat Cases. Lady's Crush Kit Bags, etc.

All these specialities in leather goods are made in London on our own premises, and are of the very best workmanship and material. They are all beautifully finished, and the prices are competitive. Under these circumstances we strongly urge upon all stationers who handle these goods to apply for a copy of the above catalogue, which will be sent post free on application. It is a list which will be frequently required, as the illustrations give a faithful description of the original articles, and will thus be found useful when making sales of expensive dressing cases, when it is not possible to perhaps keep every pattern in stock.

The print on the cover of this issue is from a drawing by L. A. GARRETT, the son of our Managing Director; the blocks were made by The Sun Engraving Co. It demonstrates the good effect which can be produced from this class of work, when printed on our Salisbury Cover Papers.

THE TEXT PAGES

of this issue are printed on "SALISBURY" Extra
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paper, 42 lbs Dble Demy.
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Our Monthly Review

"TANVILLE" IMITATION ART PAPER.



HE "Tanville" Imitation Art is an exceptionally good paper at a low price, and is suitable for half-tone blocks where the question of price has to be taken into consideration. Indeed, it reproduces half-tones almost as faithfully as a good art paper, and can therefore be used for catalogues with entire success. It is

stocked in 30, 36, 40 and 50 lbs. Double Crown; 60, 72, 80, 90 and 100 lbs. Quad Crown; 40, 48 and 60 lbs. Double Demy; 80, 96 and 120 lbs. Quad Demy; 60, 72 and 80 lbs. Double Royal, and 56 lbs. Quad Cap, all 504 sheets per ream, at 3\frac{3}{4}d. per lb. For 10 ream lots the price is 3\frac{1}{4}d. per lb. Let us send you a sample, if you have not already received it, and you will see with what brilliancy it brings up half-tones.

"SCRIVIA" CREAM LAID AND WOVE WRITINGS.

This well-known grade of Writing Paper has been before the public for some time, and is immensely popular with the trade. It is watermarked with "T" within a shield, as shown in the accompanying illustration, the Cream Laid Paper being stocked in 18, 21, 23 and 28 lbs. Large Post, 42 lbs. Double Large Post, and 26 and 30 lbs. Double Cap, all 504 sheets



to the ream. The Cream Wove Paper is supplied in 15, 18, 21, 23 and 28 lbs. Large Post, 30 lbs. Double Large Post, and 26 and 30 lbs. Double Cap, all 504 sheets to the ream, except 15 lbs. Large Post and 30 lbs. Double Large Post, which are 480 sheets to the ream. The price is 4½d, per lb., or in 10 ream lots, 4½d, per lb. We shall be pleased to send a sample of this paper to any of our readers on application.



Trade Ruling

Our Trade Ruling Department is equipped with the latest and most approved machinery. Estimates for all classes of work at competitive prices on application



R. T. Tanner & Co Ltd DORSET ST. Salisbury LONDON E.C.4 These Boards have been stocked in the past in very large numbers. Before the war they were immensely popular for coal and other cards, and are stocked in salmon, cerise, yellow, green, and blue. As the price is very low, namely, 5/- per gross, or, for 10 gross lots, 4/9 per gross, these Boards can be also used with advantage for throw-aways.

No. "221" TINTED ROYAL BOARDS.

"C.C." BROWN.

We have always made a special feature of Brown Wrapping Papers, and have a wide range to select from. The "C.C." Brown is an exceptionally strong paper, which has an immense sale, being useful for most tradesmen. It is 120 lb. Double Imperial (29 x 45 ins.) with 480 sheets to the ream. The price is 16/6 per cwt. or 17/8 per ream, with free delivery within the London area. We always keep large stocks of this paper on hand, so as to prevent any risk of dis appointing our customers with deliveries.

PRICES STABILISED.

Speaking generally, we have no hesitation in stating that the price of paper has at last been stabilised. During the war, and for some considerable time afterwards, fluctuations in price were very marked, and became of such a nature as to preclude the printer from doing anything more than to buy from hand to mouth. This policy for the time was to be commended, having regard to the trading conditions that existed, but to-day the position is entirely different. Prices have now fallen to a mark which will be the standard for some time to come, with the result that the printer can now, with confidence, place stock orders and secure any advantage which might arise from buying larger stocks than heretofore.

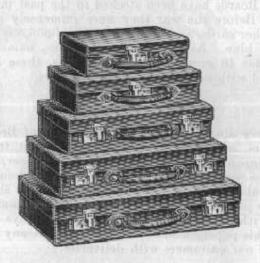
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The Finest Quality Case Hides only used

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SALISBURY SQ. FLEET STREET E.C.4



E are very glad to know that although our old and valued friend, Mr. Chas. T. Jacobi, has retired from the Chiswick Press, of which he was the Managing Partner for so many years, he still intends to devote his time and unique knowledge of the Art of Printing to the Trade. He offers his valuable advice and service to anyone seeking for the best methods, &c., in typography. This assistance should be appreciated and made use of by all wishing to produce individuality and artistic effects in printing. His address is 83, Stradella Road, Herne Hill, S.E. 24.

The PRINCE OF WALES has accepted the invitation of the President and Council of the Newspaper Press Fund to preside at the diamond jubilee dinner of the Fund, which will be held during the first fortnight of May next.

At a recent meeting SIR E. J. BENN, of Messrs, Benn Bros., Ltd., said:—"Speaking with a due sense of responsibility, I confess that I take the most optimistic view of the trading situation. It seems to me that there is every prospect of a steady advance all round: our industries have touched bottom and are now on the mend."

Many of our readers are aware that the Post Office authorities have definitely stated that samples of paper sent through the post can only be accepted at letter-rate. Publicity by such means is therefore prohibitive, and there is a legitimate grievance, having regard to the fact that paper agents of other countries can circulate their samples through their trade journals at a merely nominal rate. For instance, a German publication is permitted to circulate samples of German-made papers at "Printed Matter Rate," in Great Britain, whilst we cannot, through our Monthly Trade Circular, issue such samples to our customers unless we pay the usual letter-rate for our publication. Surely, this is playing into the hands of the foreigners with a vengeance.

We regret that an error crept into our last issue. In drawing attention to the attempt being made to revive the

No. 942 WHITE PULP BOARDS

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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.

S. COLOR PRINTERS. LEEDS. Telephone: 24396.

Wires: "Almanac," Loods.

French system for book publications, we mentioned the name of Blackwood. Our paragraph referred to Mr. B. BLACKWELL, the well-known Oxford publisher.

Tanner's Trade Circular

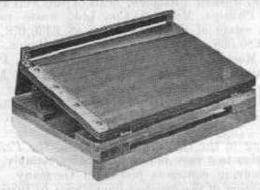
The will of MR. A. HARRIS, printer, of the Romney Press, Fenchurch Street, E.C., shows an estate valued at £19,324; MR. R. DALTON, Cotham Park, Bristol, printer and stationer, who died June 21st, aged 68 years, left estate of the gross value of £165,907, with net personalty £158,070. The late Mr. Joseph Phillips, head of the well-known firm of Messrs, Phillips, Mills & Co., Ltd., waste paper merchants, left estate of the gross value of £136,078, with net personalty £85,508. The will of Mr. W. H. PRYCE, managing director of Messrs, Pryce & Son, Ltd., printers, Plumstead, shows an estate valued at £32,934 nett; that of Mr. D. C. Lathbury, editor of the Economist, at £2,503 nett; and that of MR. E. VAUGHAN MORGAN, of the Ironmonger and Chemist and Druggist, at £315,831 nett.

Referring to the collapse of the mark, the Paper Maker draws attention to a very important matter, namely, the question of honouring contracts placed in Germany. A recent startling decision of the greatest importance to British traders is to the effect that the contract could not be upheld on the ground that the depreciation of the mark had so changed economic conditions that the agreement no longer represented a sufficiently fair exchange of values to justify the fulfilment of the obligation. In other words, the Court declared it to be legal to withdraw from a contract when the parties professed that on the material date the contract would provide for a fair exchange of values. Briefly, the German courts have decided that where it suits the purpose of the German trader to repudiate a contract he is justified in doing so in consequence of the slump of the mark. effect of this ruling is very far-reaching.

For the year 1913-14, the total staff of the Government Stationery and Printing Departments cost £49,983. Last year the cost was £418,287. One begins to realise how it is that Hansard rises in price from 3d. to 1s., and Bills from 1d. to 6d. Is it not time that our politicians, if they are worthy the name, paid some real attention to home affairs? Unfortunately, this abnormal advance is not by any means an isolated instance of the way the money goes in Government Departments, (Caps, Mr. Printer, Thanks!)

Lloyd's Weekly News give particulars for a novel floor covering as follows: - Select a good stout wall paper of dark 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.

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81	inch	cut,	6 i	nch	rule	15/-	Special
10	41	**	9			31/-	Trade
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Larger Sizes made to order. Carborundum Sharpening Stones 9d. each.

R. T. Tanner & Co. Ltd

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

colour and plain design. Lay the floor with common brown paper, and spread a layer of thick paste over it. Before laying on the wall-paper smooth out all the creases, and when the floor is completely covered size and varnish the paper with dark glue, and common varnish. When dry place a rug here and there, and your paper substitute will last for years, and he equal in appearance to the best carpet.

It has been estimated that the recent printers' strike has cost the employers and the men about half a million sterling. It seems a thousand pities that some method cannot be adopted to prevent such inexcusable waste.

The accompanying illustration is taken from a photograph of our offices and warehouse in Dorset Street, Salisbury Square, E.C. In addition to this fine block of buildings, we



have another building in close proximity which is partly used for warehousing and partly as a factory. The manufacture of leather goods is also carried on in the building illustrated above.

Mr. Valerature Krarr, of Knapp, Drewell & Sons Lid., Budge Row, E.C., and proprietors of the Surrey Comet, has been elected chairman of the Journalism Committee of the University of London, in succession to Sir Sidney Lee, during whose chairmanship the academic course for the University diploms in journalism was organised.

The accounts of C. Arthur Praisox, I.D., for year ended March 31st last, after providing for necessary reserves and directors' fees, show a profit of £64,747, which with the amount brought forward (less corporation profits tax) of £36,137, makes a total sum to credit of profit and loss account of £100,884. From this amount the dividends on preference shares has to be deducted, leaving £87,134. The Directors propose to pay a dividend at rate of 15 per cent. per annum on the ordinary shares, to carry to reserve account £22,857, on the ordinary shares, to carry to reserve account £22,857, £57,407 became payable to the company in respect of a policy of insurance effected upon his life in 1904.

Mr. A. Laxeler, vice-president of the London Master Printers' Association, is conducting a movement by which lish a London Master Printers' Pension in connection with the corporation in High Holborn.

Copies and registration." of the United States as to notice of copyright or deposit of required to comply with the provisions of the copyright laws shall not be subject to any formalities, and they shall not be remedies accorded by the copyright laws of the United States, authors, not residents of the United States, of the rights and United States, and the enjoyment and exercise by such foreign the United States possess under the copyright laws of the rights and remedies in regard to their works which citizens of Copyright Union, shall have within the United States the same copyright protection in, any country which is a member of the right Union, or whose books are first published in, and enjoy any country which is a member of the International Copyresidents of the United States, who are citizens or subjects of the date of the President's proclamation, foreign authors, not most important provision being as follows: - On and after The new American Copyright Bill is now available, the

"This rule, however, is subject to the provision that the duration of such protection in America shall not exceed the term of protection granted in the country of which the foreign author is a citizen or within the country where his book was first published."

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We have the most modern machinery for Plain, Colour or Gold Relief Stamping. Estimates for all classes of work on application

Buippis

It cannot be denied that Printers are again being asked for gilt edge cards

Rotary Cutting

We would respectfully remind our readers, in making up forme or stone that when printed cards are wanted to be rotary cut, make out and out to size required with trim on all four edges. Single knife rotary cutting is not successful

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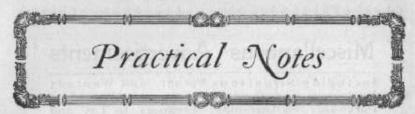
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Svo Upright ...

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R. T. TANNER & CO Ltd SALISBURY SQ. LONDON . E.C.4

October, 1922



DEVELOPMENTS IN OFFSET PRINTING.

W

ITH regard to the question of unemployment in the litho trade, what are the causes of this? In my opinion, there are two main reasons:—

Firstly, of course, the general depression in trade.

Secondly, the unions or the men.

Immediately after the war there was a large boom, and practically no unemployment, and many firms had to refuse orders which could have been done if the unions had not, officially or unofficially, or the men themselves (it is difficult to say which), restricted the output. The result was that many orders went abroad and have not yet been recovered, thus causing a good deal of the present unemployment.

Regarding the training of apprentices, certainly there are many cases where all that is desired has not been carried out as far as the instruction given them is concerned, but a good deal of the responsibility for this rests on the foreman of the machine-room or the minder under whom the apprentice is, because, after all, the master himself, although respon-

sible, is not the actual tutor.

I will just say a few words about the actual developments

in offset printing as I regard them.

The chief development has undoubtedly been in machinery, but is this progress? It is certainly progress as far as output is concerned, but where quality is concerned it is certainly retrograde. I have examined numerous specimens shown to me by various machine makers, but so far I have not seen a single specimen that can compare with work printed on a flat-bed offset machine; the reason, of course, being that plates will not, as far as present knowledge of them is concerned, give the same quality as stone. This is the reason my firm have not yet taken to rotary offset.

For many purposes, of course, the rotary offset is good enough, but it seems to me that for high-class work the

development of flat-bed offset is essential.

Another thing that strikes me is the absence of a really satisfactory offset proofing press, and this considerably retards the progress of offset printing. Cannot one of our numerous litho machine makers produce such an article?

W. VINCENT BROOKS in The Caxton Magazine.

Miscellaneous Advertisements

Including Situations Vacant and Wanted; Businesses and Goods for Sale and Wanted to Purchase; Partnerships; Premises to Let and Wanted, etc.

Annuaucements from our customers to appear in those 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. Tannen & Co., Leid, when they will be forwarded to industrisers

MANAGER - Enquiries invited from firms destring services of practical printer, experienced all breaches. Would undertake control of stationers and printing for commercial business. B.N.C., cpc R. T. Tanker & Co. LTD.

YOU'NG LADY, desires post as bookkeeper or general clerk, with knowledge of sationery. Had eight you's varied experience—Reply, "Booksasepen," 13 Featiman Road, Claphan, S. W.S.

MACHINE MINDER—All-round knowledge. Had charge small matchine from High class jobbing and comported work. Nine years reference. Diamagaget—H. V. W. 2DagmarRead, Kingston, on Thannes

PRINTERS MANAGING CLERK and Directors' right hand man, Paper Buyer and Warshouse Supervisor, thorough and varied knowledge of the trade, seeks berth, highest rein.—T.B.L. 48 Hilserton R4, London, S. 8-16.

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Commercial experience in London
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FOR SALE—Old Established General Printers, S. E. London—A miles G.P.O. About £2000 including leaus of premises, Lorgest castomer will give preferential consideration. Owner would not object to retaining small interest if preferred—A. W. cjo R. T. Lanke, & Co. LTD.

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Working Overseer (Machine) desires engagement, owing to closing down of old established printing firm. Had charge of newspapers, commercial and half-time work. Good references— J. H. M. 86 Dongola Road, Totenham, N.15.

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