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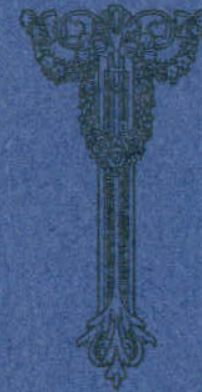
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Tanner's Trade Circular

TO
PRINTERS &
STATIONERS



AUGUST 1923

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Tanner's Trade Circular

Taxation of Agents.

IN view of the somewhat gloomy prospects of British trade to which expression was recently given in the House of Commons by the President of the Board of Trade, it is a little more than interesting to consider the action of the Inland Revenue in their attempt to bring to an issue the question as to whether foreign firms, who sell raw or partly manufactured goods in this country through British agents are subject to income tax. Of course the profits derived in this country by a bona fide agent have always been subject to taxation, but, to say the least, there are cases on record where the balance sheet of the agent has not shown a profit, and, to speak quite frankly, it is an easy matter for prices to be so arranged between the foreign manufacturer and the English agent that it is impossible, *prima facie*, to show a profit. We have heard in the past of cases where strong measures have had to be taken by the authorities at Somerset House. On the other hand, if these foreign manufacturers were to establish factories in this country, the whole of their profits would be subject to tax, and in addition, and this is a matter of extreme importance nowadays, it would provide additional avenues for the employment of British labour. We imagine that it is from this viewpoint that the Inland Revenue is approaching the matter. It might seem a little hard that the foreign manufacturer has to be taxed here as well as in his own country, but that fact leaves us somewhat "cold" in view of the pressing economic difficulties with which we are faced to-day. Apart from any political consideration, the question raised is an important one to British manufacturers in all walks of life, and especially at a time when pessimism is justified by facts.

Discussing the above question with the *Daily Mail*, an official of the Inland Revenue Department said:—

"An agent in England acting for a foreign firm in a particular transaction without being its regular agent is not liable for taxation on the profit of that transaction. If he acts as a regular agent he is liable.

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"The problem is a very difficult one. For one case clearly inside the line there are 100 on the border-line or outside it altogether. We have to prove our case up to the hilt before we can claim the money. Where there is a doubt the foreign firm has the benefit of it. Much money has been raised by the tax. It means that money made in Great Britain by a firm abroad is taxed for the benefit of this country.

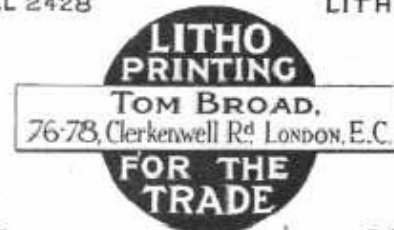
"The question of the double taxation of the foreign firm—first in its own country and then here—has been dealt with recently by an International Commission, the findings of which have not yet been announced.

"The two particular firms in the present case will have ample opportunity to contest the assessment. Their case can be put before the Commissioners and they can be represented by counsel. The case can also go to the High Court and, if necessary, to the House of Lords. The possibility of the taxation causing the liquidation of an important business and depriving the Inland Revenue of a large sum paid by it in income tax on its own profits is no concern of this department."

The first International Congress of Printers, as already announced in our pages, has just been held in Sweden, and from every quarter we hear it was a pronounced success. At the outset the British delegation received a rousing welcome when Mr. R. A. AUSTEN-LEIGH asked leave to present an ivory gavel to the Chairman, to be used during the proceedings, and afterwards retained as a memento by the Swedish Master Printers' Association. He stated that the delegation consisted of English, Scottish, Irish and Welsh printers who were pleased to accept Sweden's invitation. It was a stirring scene when the Swedish President called for four Swedish "rahs" for this expression from Great Britain of appreciation of their efforts.

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News in Brief



WE have just issued an entirely new sample book of White and Tinted Type Writing Papers, which should find a place in the estimating office of every printer throughout the country. It contains quite an exhaustive range of papers suitable for all commercial requirements, and as tinted papers are becoming more and more fashionable for office use, they are well represented in the series in buff, lilac, salmon, green, pink, yellow, blue and gold. We shall be only too pleased to forward one of these books, post free, to any printer in the country on receipt of application.

The report of the *Edinburgh Evening News, Ltd.*, shows a profit, to the end of May last, of £68,413. The Directors recommend a final dividend on the ordinary shares of 25 per cent. free of tax, making 20 per cent. for the year, as against 15 per cent. last year. The amount carried forward was £48,413.

It is interesting to read the remarks of Mr. J. C. SQUIRE relative to the revival of printing. He affirms that it dates from the establishment of the early printing presses, particularly the Kelmscott Press. Morris expended, and taught his men to expend, the passion on a printed book that a painter expends on a picture; and he restored connection with the traditions of those early days when printers were artists and scholars. He and his successors worked within limitations. A general public interest had not yet been aroused, and they were eager to produce books as fine as they could be in every respect. The result was that their products were very expensive; they kept alive in the collectors' market. There was some sneering at good printing as a luxury for dilettantes; but wisdom was justified of her children. Gradually the influence spread; old printers were aroused, and a new type of man went into the trade. To-day there are many commercial printers competing in the open market for ordinary jobbing work which they can do in a manner which they would never have learned had a Morris and a Cobden-Sanderson never existed.

A new sports ground has been provided for their Aylesbury Staff by Messrs. HAZELL, WATSON & VINEY, LTD. It is eight



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acres in extent, space being allocated for cricket, tennis, bowls, together with a well-appointed pavilion and a playground for the children.

The Master and Wardens of the Stationers' Company visited Hendon last month to carry out the wishes of an old-time stationer, Richard Johnson, who is buried there. He left moneys to provide that once a year his tomb should be inspected, and, if necessary, repairs carried out. On the occasion of the visit a sermon is preached on the text, "Human life is a bubble."

New printing works have recently been established at the Vatican, and were opened by the Pope in person. Here all the Vatican publications will in future be issued.

It cannot be denied that the recent dockers' strike is an indication of the industrial unrest which is prevalent throughout the country, and which is disturbing commerce in many ways. The present trouble is unauthorised so far as the interested unions are concerned, and it would seem as if the extremists were attempting to force the issue. It will be a sorry day for the workmen should they come to the conclusion that there is no sanctity in agreements.

We learn from the Board of Trade that the British Industries Fair will be held again next year in London at the White City. It will open at the end of April instead of in February as heretofore. It will be interesting to see what influence the Wembley competition will have on the Fair next year.

A new entrance gateway and gates have been presented to the Caxton Home, Limpsfield, by the South London Caxton Musical Society, to replace those given by the North London Caxton Musical Society exactly twenty-four years ago.

Attention was drawn in our last issue to the fact that a Committee of Inquiry had been appointed to consider the question of carrying out printing for State purposes in Government establishments. The constitution is as follows:—COL. J. GRETTON, M.P. (Chairman), SIR GEORGE R. BLADES, M.P., MR. A. J. BONWICK, M.P., RT. HON. C. W. BOWERMAN, M.P., the HON. E. C. HARMSWORTH, M.P., MR. W. A. JENKINS, M.P., SIR HENRY BUNBURY (representing the Post Office), MR. W. R. CODLING (representing the Stationery Office), MR. A. W. HURST (representing the Treasury). The Secretary to the Committee is MR. J. R. CHAMBERS, to whom communications

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The next Conference of the Technical Section of the Paper Makers' Association will be held in Edinburgh next month, when interesting papers will be read by Mr. J. HUBNER, M.Sc., Mr. R. D. GIVEN, Mr. D. McNEILL and others.

We are interested to hear that the Leeds University is offering a course to printers, although the title of the degree has not yet been definitely decided. The scheme is designed to meet the needs of prospective master printers. These require to become familiar (1) with the technology of the printing industries, and (2) with the principles of economics as applied to modern business. The course will extend over three years, and will be devoted to the University course leading to the Degree of B.Com. with certain technological studies as part of the course. If a fourth year is taken, as seems very desirable, the student would spend his whole time at the Printing School in preparation for a diploma, but would be entitled to remain a member of the University Union. It is intended that the degree course should be similar in general outline to that now offered to those preparing for a business career in the engineering industry.

Mr. C. T. JACOB has merited the rare distinction of having been elected an honorary member of the London Master Printers' Association.

The will of Mr. Reginald Lake, formerly director of the Federation of Master Printers, shows an estate valued at £13,017, with net personalty £9,936; that of Mr. C. Holmes, founder and for twenty-five years the editor of *The Studio*, at £88,447; he gives his portrait by Laszlo, the silver bowl presented to him by the Japan Society, a volume of London lyrics and the gold watch, presented to him by Herbert Spencer, to his son. He also left £50 to the sub-editor and the assistant editor of *The Studio*; that of Mr. J. F. Cullwick, printer and stationer, of Wolverhampton, at £7,697, with net personalty £2,128; that of Mr. G. Turton, for twenty years editor of the *Chorley Guardian*, at £2,444; that of Mr. H. J. Austin, of Beulah House, Chorley Wood, paper manufacturer and printer, at £16,174; that of Mr. F. H. Oates, C.B., J.P., chairman of the *Newark Advertiser, Ltd.*, at £15,908, with net personalty at £12,344; and that of Mr. J. Booth Milburn, editor of the *Tablet*, at £1,397, with net personalty £1,197.

SIR WILLIAM BERRY said recently that he could imagine

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no better training for a statesman than that of a journalist. It was a hard school; it bred no illusions; it bred no delusions, and it bred no pessimists. He had never met a journalist who was a confirmed pessimist, nor one who felt it necessary to wear both a belt and braces. On the other hand, it did breed optimism, and it bred a very cheery kind of optimism. It bred the optimist who knew something about everything, and at times perhaps might be taken as quite a flattering description of the politician.

At a recent meeting of delegates of the London Trades' Council, the following resolution was to have been moved by the representatives of the Platen Printing Machine Minders' Society:—"That this meeting of the London Trades' Council is of opinion that the time has now arrived when the trade unions should exercise a censorship of the Press, owing to the fact of gross misrepresentation from time to time of the position of the workers in trade disputes, and with this object in view the Trades' Union Congress be approached to consider ways and means of enforcing same." Time did not permit of this being moved, but it is understood that it will be again introduced later. A representative of the *British and Colonial Printer and Stationer*, in an interview with an official of the Platen Minders' Society, learned that the proposed resolution is the outcome of what the unions consider a biased criticism in the *Evening Standard* of the paper workers' strike at the Valleyfield Mills. A reply from the unions concerned was sent to the editor of the paper mentioned, pointing out the alleged inaccurate statements and unfair comment which the criticism contained, and asking that the same publicity be given to the union side of the question. This was not done, and hence the unions—while always willing to differentiate between censorship and dictatorship in Press publicity—feel that their side of Labour questions ought to receive fair publicity.

LT.-COL. W. GRANT MORDEN, at the third annual meeting of Odhams Press, Ltd., said the directors felt that they had now overcome the difficulties through which the Company have passed, and that there is an indication of the business reaching the profit-earning position which it formerly enjoyed.

Representing a membership of over 13,000, nearly 200 delegates attended the annual conference of the National Federation of Retail Newsagents, Booksellers, and Stationers at Leamington recently.

During the year there has been an increase in membership of more than 16,000. At the last General Election two members of the Federation were elected to Parliament.

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Practical Notes

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THE cost system will do all the things claimed for it. I know because I not only operate a machine composition plant, I also operate a substantial printing business. I have the cost system operating in both plants, and the successful functioning of these systems has amazed me, because it has given me needed information I could get in no other way. Before I elaborate on that, however, I want to call your attention to this thing: if you put in the cost system in your plant, be sure that you understand it yourself. Don't turn it over to a clerk until you have mastered it yourself. The man interested is the man that should understand the cost system. Then he can call in his clerks and turn it over to them; but he will be in a position where he can supervise it and oversee it.

Some of you have your business divided up in departments: a linotype department, monotype department, make-up department, and electrotype department. The cost system will show you whether you are selling your product at a right price—whether you are making money as a whole. But it will also show you if there are any weak spots in your business. You may be making money in one department and losing in another. You may be making more money than you are losing, or *vice versa*. Your books will show you whether you are making money or not. But the cost system will point out to you just where and in what department you are making money and in what department you are losing money, so that you can have your finger on the pulse all the time, and when a weak spot shows its head you can cut off that head. In other words, you are insuring yourself against criss-crossing activities. If a weak spot exists in your organisation the standard cost system will show it up, and if you have been making a profit in spite of that fact, the very fact that you know where the weak spot is so that you can correct it, will increase your profits just that much.

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Don't overlook the announcements which appear in this issue of our Trade Circular of Special Clearance Lines. There will no doubt be something you are wanting, and the prices are "right."

Miscellaneous Advertisements

Including Situations Vacant and Wanted; Businesses and Goods for Sale and Wanted to Purchase; Partnership; 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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PRINTING—Old Established PRINTING WORKS, S.E. London for Sale. Good returns and reason for disposal. Largest (City) customer would give preferential consideration. Amount required about £2,000 including leasehold premises. Reasonable offer entertained.—S. L. c/o R. T. TANNER & Co. Ltd.

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WANTED—Cheap Second-hand straight run through ruling machine 30 ins.—"T.H.K." c/o R. T. TANNER & Co. Ltd.

FOR SALE—Block Presses One Mackey 16 ins. by 10 ins., £12; 1 Kampe 10 1/2 ins. by 7 1/2 ins., £15; 1 Kampe 9 1/2 ins. by 7 1/2 ins., £12; 1 Kampe 10 ins. by 8 ins. fitted for power, as new, £30.—"G.S." c/o R. T. TANNER & Co., Ltd.

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