

Highlight



The House Magazine of

R.T. TANNER & CO Ltd.

WHEATSHEAF HOUSE
CARMELITE STREET
LONDON E.C. 4

New Series

No. 1

It pays to advertise

Your customer's finest
advertising medium is
your printing on our

Rennat Enamel Blotting



We hold large stocks of White Enamel on Pink Blotting
19 x 24

Alternative colours and sizes can be supplied if required.

Tanner's Quarterly Trade Circular

AFTER a lapse of a number of years we have decided to resuscitate the publication of our Trade Circular, and it is with great pleasure that we bring to you the first issue of our New Series.

Unfortunately, practically all our records were lost when our offices in Dorset Rise were destroyed by enemy action in 1941, so we cannot become too nostalgic in our reminiscences of bygone days. We have however in our possession copies of Tanners Trade Circular from 1906-1924, though we do not suppose that publication ceased entirely in the latter year. No doubt some of our old customers will correct us on this point, and we should be delighted to hear from any friends with long memories!

The steady growth of the Company has been accelerated over the last six years, and there is the ever present fear in our minds that we may lose, what in our opinion is our greatest asset, the personal touch. It is therefore our main object in publishing this circular to assist in maintaining personal contact with our customers both old and new.

In past years the Circular was published monthly, but it is now intended to issue this new series quarterly. We shall bring to you each quarter our personal news, advertisements of any particular lines we are in a position to offer, and trade items of topical interest to our customers. In these difficult days, we shall endeavour to give you a fair comment on the supply position as it appears to us.

We at Wheatsheaf House are not journalists by profession. We therefore apologise for not bringing to you any literary gem. It is our intention to edit and publish this series ourselves, and it will follow the line of the Paper Merchant talking to his Customers literally and metaphorically on Paper.

Concerning ourselves

We feel that this is the occasion when we should give an account of our past history. For the benefit of our newer customers, we give below a short outline of our origin and progress, showing the stepping stones, so to speak, whereby we have risen to our present position in the paper trade.

The business of R. T. Tanner & Co., Ltd. dates as far back as 1864. It was founded by the late Mr. R. T. Tanner in co-partnership with the late Mr. J. Hunt at Upper Thames Street, where they traded under the title of Hunt and Tanner. This arrangement was carried on until 1877, when a dissolution of partnership was entered into, Mr. Hunt continuing the business at the original address, and Mr. Tanner commencing on his own behalf at our old premises 16, Dorset Street, later to be renamed Dorset Rise. We might here mention that Mr. Tanner had a life-long experience of the paper trade, and used this experience to steadily increase the size of the business until his death in 1879.

It was about this time that Mr. F. Garrett, father of our present Director Mr. F. A. Garrett, first became associated with the business, and for ten years it was carried on by the executors until Mr. W. A. Tanner, the eldest son of the founder, came of age. In 1898 Mr. F. Garrett became a partner, and in January 1900 Mr. A. Tanner, our present Chairman, the younger son of Mr. R. T. Tanner, entered the firm.

In 1899 the business had increased to such an extent that it was found impossible to cope with it within the limited accommodation at Dorset Street, and a plot of ground at the corner of Primrose Hill and Hutton Street was purchased, and a five storey warehouse was built. This was later to become our present factory. The first machines were installed in 1903, and in that year, we became the proud possessor of a large power guillotine run by electric power!

From then on the business steadily increased and in 1908 the partnership was turned into a limited company, the existing partners being joined by Mr. A. Eames and Mr. H. S. Pearsall.

During 1911 the Company again outgrew its existing premises, and obtained an additional 10,000 square feet of the neighbouring building 15, Dorset Street, which had previously been occupied by The St. James Gazette. The offices were transferred to this building, and the old offices in 16, Dorset Street were given over to additional stockrooms.

Mr. F. A. Garrett, son of Mr. F. Garrett joined the Board of Directors after the 1914-18 war, and in the years between the wars the Company's position was consolidated in spite of the difficult trading conditions in Paper and Print in the early 1920's and considerable additions were made to the machinery for manufacture of Envelopes and Stationery.

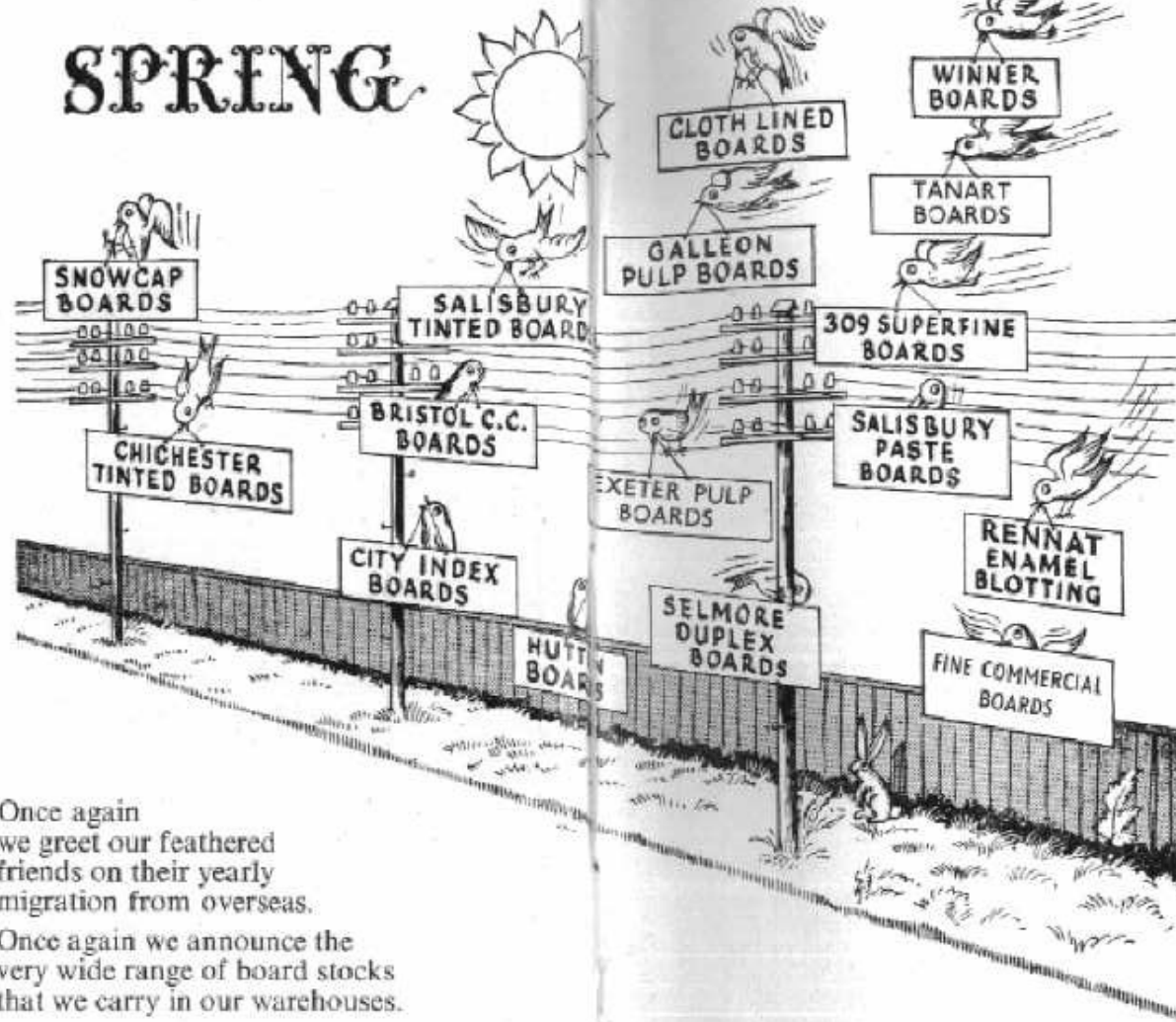
In 1929 the top floors of the factory in Hutton Street were burnt out, necessitating re-building, and the opportunity was taken to modernise the plant.

A heavy blow fell in 1940, when due to enemy action in the first "blitz" on the City the entire premises in Dorset Rise were destroyed by fire which had spread from neighbouring buildings. New premises at Wheatsheaf House, Carmelite Street, E.C.4., were quickly obtained, and the Company, although having lost practically all its records and entire stock, settled down to its duty of supplying the essential needs of the Printing Industry during the years of paper rationing.

In 1946 Mr. A. Eames who had served the Company for over 50 years died, and the same year Mr. George Bird, who had been secretary of the Company for 38 years, together with Mr. A. D. P. Tanner, who had joined the Company in 1931, were elected to the Board. Mr. A. D. P. Tanner is the son of Mr. A. Tanner.

Since the war the Company has continued to expand very rapidly. The present Board of Directors is Mr. A. Tanner (Chairman), Mr. F. A. Garratt, Mr. G. J. Bird and Mr. A. D. P. Tanner, and it is their intention to continue to give to the business their personal attention, which has contributed so much to the success of the Company over a period of 88 years.

SPRING



Once again
we greet our feathered
friends on their yearly
migration from overseas.
Once again we announce the
very wide range of board stocks
that we carry in our warehouses.

TANNERS for BOARDS

Looking back

AS A MATTER of interest and to excite the appetite of our customers, we intend to publish in the next few issues facsimile advertisements taken from previous copies of our Trade Circulars.

We may as well warn any customers who presume to order against these former advertisements, that the stocks were cleared some 45 years ago!

Our first reprint is from our issue dated July 1907 and the second dated May 1906.

Envelopes DURING the past month we have published a sample book of envelopes, a copy of which should be in the hands of every modern printer. They are stocked in cream laid, in four qualities, and in manilla, in two qualities, as well as in a number of different sizes, as will be seen from the following table:—

QUALITY.	6	7	3Co't	B	H	F'cap	Draft	Po'ket	Po'ket
	3½ × 5½	3½ × 5½	3½ × 4½	4½ × 5½	6½ × 5	9 × 4	11½ × 5	9 × 6	10 × 7
" Office " Cream Laid ...	2/4								
" 272 " " " ...	2/10	3/3	2/10	3/2		5/6	9/-	8/6	12/6
" 266 " " " ...			2/4						
" 222 " " " ...				2/9					
" 859 " Manilla ...	1/8	2/-		2/3	3/3	3/3	6/-	5/6	7/-
" 285 " " " ...	2/1	2/4		3/3	3/4	5/3	7/-	6/9	9/-

For orders of 10,000 of any one size of the above envelopes, there is a reduction of 1d. per 1,000. For 25,000, the reduction is 2d. per 1,000. For larger quantities we shall be pleased to give special quotations. All the above envelopes are neatly boxed. We can supply other sizes to order, on very short notice, or can match special papers if required.

The Cover of this Journal is printed on our Tanart 3 sheet Royal Boards, and the text on our Illustration White Art, Double Medium 60 lbs.

List of JOB PRINTINGS.

Special Clearance Lines After Stocktaking.

Offered at the Exceptional Price of
Per 1½ lb.

Sample Sheets on application to R. T. TANNER & CO., Dorset Street,
Salisbury Square, LONDON, E.C.

No.	Reams.	Weight.	Size.	Sheets.
165	75	30	Double Demy	516
180	25	34	" "	480
291	80	36	" "	480
402	100	38	" "	480
513	90	40	" "	480
275	28	44	" "	516
164	10	45	" "	516
624	37	48	" "	480
117	15	80	Quad Demy	516
164	11	80	" "	516
111	4	80	" "	516
4849	8	23	Toned D. Crown	480
180	80	26	White "	480
291	97	26	" "	480
402	100	28	" "	480
513	60	30	" "	480
4445	7	32	" "	480
111	15	16	Double Cap	480
5779	5	23	" "	480
3747	4	23	" "	480
5768	5	26	" "	480
5648	3	29	" "	480
4564	10	28	Ant. Ld. "	480

Tanner's News

We had hoped to have given you in this issue some definite news regarding the future outlook on paper prices, but on going to press little information is as yet available.

The only certainty is that the Scandinavians have agreed to the new reduced price of pulp proposed by H. M. Government to come into force in April, 1952. This is unlikely to have any immediate effect on prices, and the Mills are proposing to hold existing prices during the present period. The beginning of July therefore would seem to be the probable time for long awaited and welcome price reductions.

There is no news yet regarding the price of Esparto Grass. It is anticipated that this will fall in proportion to the reduction in pulp prices, but doubtless the political unrest in Tunisia is having a delaying effect in reaching any general agreement.

Owing to the continuous growth of our country trade we have further increased our sales representation. Mr. A. Harrison, who was formerly with The United Paper Merchants joined our staff in January, 1952, and represents the Company in the Yorkshire Area. This arrangement allows Mr. R. Sparks, who previously covered this area to concentrate his activities more in the Midlands.

All Envelopes and Manufactured Stationery despatched to the Country by rail are packed in fiburite containers. In spite of the high cost to-day of these containers we do not make a charge for them, but we ask the co-operation of our customers to return them as soon as possible. A small label is affixed to each carton asking the recipient to return when empty to our factory at 38/40, Hutton Street, London, E.C.4. Our name is not featured on the label, so it is not disclosed when goods are sent direct to your customer.

TANGARA

M.G. LITHO POSTER

WHITE

Double Crown	30 lbs.
Quad Crown	60 lbs.
Double Demy	40 lbs.
Double Royal	50 lbs.

500 sheets

per 1/11d. lb.

3½cwt. 1/10½d. per lb.

CHROME

Quad Crown	54 lbs.
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500 sheets

per 2/2d. lb.

3½cwt. 2/1½d. per lb.



TELEPHONES

CENTRAL 7051 (6 LINES)

CENTRAL 3086 (2 LINES)

TELEGRAMS

TANNER - FLEET, LONDON