



TELEPHONE

FLEET STREET 7031 (6 lines)  
FLEET STREET 3806 (2 lines)

TELEGRAMS

TANNER • FLEET. LONDON

# *Highlight*



*The House Magazine of*

**R.T. TANNER & CO Ltd.**

WHEATSHEAF HOUSE  
CARMELITE STREET  
LONDON E.C.4

*New Series No. 14*

*July, 1955*

# CITY INDEX BOARDS

"OF COURSE, WE ALWAYS USE "CITY INDEX" BOARDS  
FOR ALL OUR ACCOUNTING AND FILING CARDS"



White, Buff, Blue, Green, Pink and Salmon

ROYAL 20½ x 25½		ROYAL & HALF 25½ x 30½	
Smalls	3½ cwt.	Smalls	3½ cwt.
55 lbs. 18/7 per 100	18/1 per 100	80 lbs. 27/0 per 100	26/4 per 100
74 lbs. 25/0 .. ..	24/4 .. ..	110 lbs. 37/2 .. ..	36/2 .. ..
94 lbs. 31/9 .. ..	30/11 .. ..	140 lbs. 47/3 .. ..	46/1 .. ..
114 lbs. 38/6 .. ..	37/6 .. ..	170 lbs. 57/5 .. ..	55/11 .. ..

**TANNERS FOR BOARDS**

# Tanner's Quarterly Trade Journal

**W**ELCOME TO IPEX. We anticipate that practically all our customers will be making the journey to Olympia between 5th and 16th July, 1955, and we extend a hearty invitation to you all to visit the exhibition.

It is 19 years since the last exhibition was held, due to the intervention of the war, and the difficulties of the machinery manufacturers in the post war years. Now, however, the great mecca of the printing trade is again on view for all who wish to see the latest and best in all aspects of print. With labour costs and overheads constantly increasing, it is essential for all go-ahead printers both large and small to study the latest methods, machines and miscellaneous gadgets for the improvements of speed and quality. This is your only chance of seeing practically everything in the world of print under one roof, so do not miss the opportunity.

In 1936 we exhibited at the last Printing Exhibition, and this time we are having a very much larger stand. We are surprised that so few of the paper merchants are exhibiting, as in our experience it is a great opportunity for meeting customers and potential customers. Unlike the machinery manufacturers who can show off their new machines to potential buyers, we have nothing new, yet plenty of interest to show. We can at least offer you opportunity to rest awhile and smoke a cigarette whilst discussing your paper supply problems.

We are privileged to publish in this issue of our Journal an account by our chairman, Mr. Arthur Tanner, of 55 years ago in the paper trade. Many interesting anecdotes of the past are recalled by our chairman in his usual quiet, amusing and unassuming way.

*Don't forget to visit us at:*

STAND NUMBER 9  
INNER ROW  
1st FLOOR — NATIONAL HALL  
OLYMPIA

*thirteen*

## Concerning Ourselves

**M**ANY PEOPLE WILL be receiving a copy of this Journal at Ipex and reading it perhaps for the first time. We therefore take the liberty of re-publishing the history of the Company, which has been in existence 91 years.

The business of R. T. Tanner & Co. Ltd. dates as far back as 1864. It was founded by Mr. R. T. Tanner in co-partnership with Mr. J. Hunt at Upper Thames Street, London, 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 in business at the original address, and Mr. Tanner commencing on his own behalf at 16 Dorset Street, Salisbury Square, London, later to be renamed Dorset Rise. We might here mention that Mr. Tanner had a long experience of the paper trade before setting up his own business, and he used this knowledge to increase steadily 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 October, 1899, Mr. A. Tanner, our present chairman, the youngest son of Mr. R. T. Tanner, entered the firm.

By 1899 the business had expanded 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 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. 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 paper 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 then 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 in 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. In 1951 an excellent single storey factory in Ashford, Middlesex, was procured, and in 1954 the latest types of envelope and pocket machines were installed, and further expansion in manufacturing capacity is being planned to take place in the near future.

The present board of directors is Mr. A. Tanner (Chairman), Mr. F. A. Garrett, 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 91 years.

This personal service is doubtless one of the reasons whereby the number of customers purchasing their requirements from us has more than doubled since 1939.



The cover of this journal is printed on our Chichester 3 sheet Fawn Royal Boards and the text on our Illustration 60 lbs. Art Double Medium.

## The Annual Office Outing

*Contributed*

**P**OURING RAIN, HAILSTONES, thunder, cold winds—those were the main ingredients of the weather in the week preceding the office outing, which took place on the 21st of May.

Fortunately for us, however, the weather clerk must have realised just in time that his calendar was months behind, and on the day it remained dry, if a little cold.

The journey down was both speedy and comfortable. As usual the clink of coins from the inveterate gamblers could be heard above the sound of the engine, and we arrived at Eastbourne just after twelve o'clock. We made our way to the Hotel Norfolk, and, after cocktails had been served in the lounge, we sat down to a substantial and enjoyable lunch. One or two seemed to make the lunch most substantial, with the aid of a kind hearted waitress.

In the afternoon we were free to do as we pleased. Several of the more energetic members of the party set out for Beachy Head, goaded on by the "baby" of the party, George J. Bird, now an octogenarian, but we were not surprised to hear that some turned back halfway, whilst those who reached the top came back by "bus!"

For those of us who have little of the Tensing blood in our veins, a putting competition was organised by Mr. H. Pearsall. This, and the "kitty" that went it, was won by Mr. John Pearsall, in spite of some very deft footwork employed by one team bringing up the rear in guiding perverse golf balls into the holes.

We all arrived back at the hotel ready to do justice to a high tea which proved worthy of our appetites, and Mr. H. Pearsall took the opportunity to thank the Directors on behalf of the Staff for the very enjoyable day they had provided.

The usual darts matches were played at the only stop on the way back, and in spite of some of the play being rather rusty, some of the representatives showed a high standard, which indicates that part of their (spare, we hope!) time is spent in exertions other than selling paper.

The card players settled down to their game, and one of our directors was heard to announce that although his profit was not as great as last year, he was at least on the right side.

The return journey was a most convenient one for the majority of the Staff, so that when the coach finally reached Carmelite Street, only a handful were left to declare the outing well and truly over for another year.

Due to repeated demands we have now added Imperial to all substances of

# PURLEIGH

## PERFECT

## PASTEBOARDS

Stocked in:—

6, 8, 10, 12 & 14 sheet

Royal (20 × 25) & Imperial (22½ × 30)

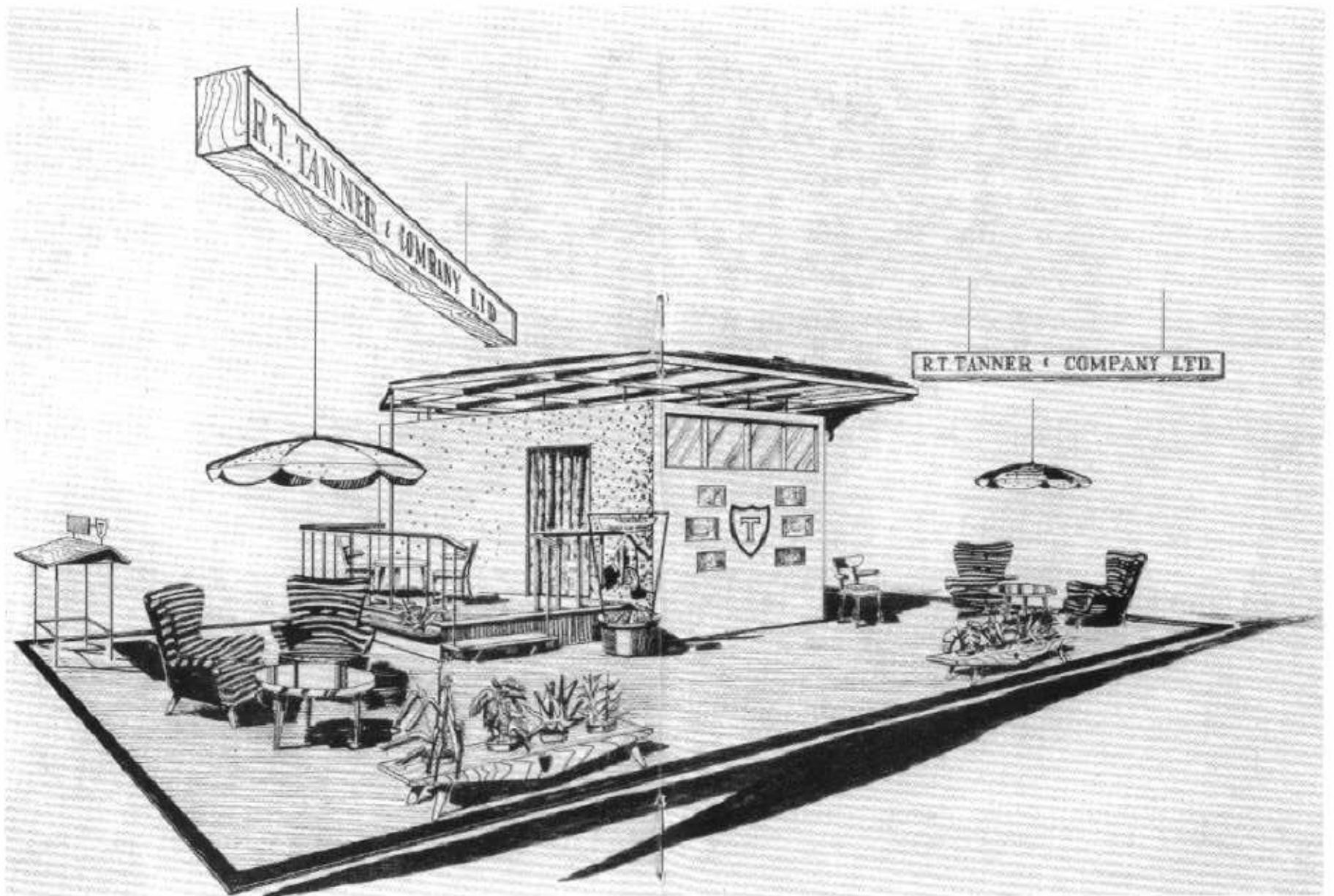


The best pasteboard at the lowest price



# Tanners

for **BOARDS**



**Our Stand at Ipex**

## 55 years ago . . . .

by our Chairman, Mr. Arthur Tanner

I ENTERED R. T. Tanner & Co. on 1st October, 1899, in the old premises at 15 Dorset Street, when the office hours were 9 a.m. to 6.30 p.m., and every Saturday from 9 a.m. to 2 p.m.

For the first three months no salary was paid me, after which I received £4 3s. 4d. per month, not exactly a princely sum even for those days.

We were then a private company, the partners being my brother W. A. Tanner, C. T. Green and F. Garrett, father of my present co-director Frank A. Garrett. We had an office staff of five, with five travellers, eight warehousemen and two van drivers. One of these vanmen named Josh got into debt to the extent of 12 shillings, and as he was then earning 18s. 6d. a week it was quite impossible for him to pay his debts. He therefore took his van to Blackfriars Bridge, left it on the bridge and threw himself into the river. He was picked up and had to appear at the Mansion House court. W. A. Tanner paid his debt, and all was well. Josh came back to work for us for some time afterwards.

Another amusing thing happened on one of our annual outings. Freddie Bays, a traveller, had very little hair, but he had a pigtail which he greased and curled round and round his head to cover it. During the morning he thought he would have a bathe, and when he was in the water, all we could see was a long piece of hair floating on the top of the water, and when he came out from bathe, we discovered that except for his pigtail he was entirely bald! I may add that we never forgot the sight, and never let Freddie Bays forget either!

On another of these outings we went to a rather palatial hotel for lunch, where we were served with a large portion of roast beef. The waiter came round to ask if any of us would like a second portion. When he came to Josh, our vanman, he replied at once, "Yes, and cut it middling thick this time." The look on the waiter's face was worth seeing.

W. A. Tanner was exceedingly hot tempered, and on one occasion a mill representative came to see him, and because he could or would not do what was wanted, W. A. Tanner threw him down the stairs, and for those of us who remember the stairs in our old premises, this was some distance. The representative did not call again for some considerable time,

but I am pleased to say that he is still alive, though now in retirement. I would hasten to add that his retirement was not due to his hasty journey down the stairs.

We had no telephone or typewriters in those days and all the work had to be done with pen and ink. Of course there were no girls on the staff, and the first one joined us, I think, in 1908, but it was not until several years later, during the 1914-1918 war, that we employed girls in any number, and then mostly in the Counting House.

It was usual for a warehouseman to have a week's holiday, but one of these characters called Spider by one and all, and who, incidentally, was with us for 50 years, always spent his holiday sitting on the front step of the warehouse watching the others work. Spider had a tremendous thirst, and although he did not drink during working hours, as soon as the bell rang for the finish he rushed across the road to "The Rose and Crown" where his pint was standing ready on the counter. He downed this in one draught, as he said, to get the dust out of his throat, and then proceeded to enjoy his succeeding pints at leisure.

I am sorry to say that only three of us from those days are still alive: Mr. Bird, formerly the secretary, and latterly a director, now retired; Jack Cremin, warehouseman and country packer, also retired after 60 years' service; and myself.

I may add that the spirit of comradeship which was so apparent in those days of small staffs, is still with us today. We still get our laughs at each other's expense, and the friendly inter-departmental rivalry is still in force and helps to keep us all on our toes.

We are an old firm, but young in heart.



According to the Ministry of Labour Gazette, there were 20,000 more workers in Britain's paper and printing industries at the end of January, 1955, compared with January, 1954. The total in both industries was 544,600 compared with 524,700.

The total was made up as follows with comparable figures for 1954 in brackets: paper and board 89,900 (84,400), wall-paper 5,600 (6,600), cardboard boxes, cartons, etc. 52,000 (49,300), other manufactures of paper and board 48,000 (45,600), printing and publishing of newspapers, etc. 112,900 (109,400), other printing, publishing, bookbinding, etc. 236,200 (229,400).

**Another Winner . . .**

**MAIL**

**WHITE PULP BOARDS  
2 SHEET ROYAL**

*REGULAR STOCK*

20½ × 25

*CALIPER .010*

*GOOD COLOUR*

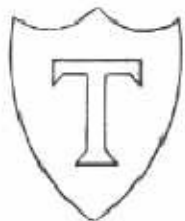
*NOTE THE PRICE*

per **15/6**d. 100

3,500 lots **15/0**d. per 100

10,000 lots **14/6**d. per 100

20,000 lots **13/6**d. per 100



**Tanners**

*for* **BOARDS**

## Current Affairs

Once again we have to report little change in the situation. Demand stimulated by the general election has remained good, and the mills are asking anything from 6 to 12 months for delivery. Few if any mills are now operating without some sort of quota, and this system of voluntary rationing appears to be working smoothly and fairly. Quotas cannot always be strictly impartial because the go ahead and efficient firm is held back from increasing its business, whereas the inefficient firm will maintain its position simply because it has adequate stocks and supplies available from quotas based on business over previous years. While demand exceeds supply they are the only remedy, but we shall all like to see them disappear.

We are often told by our representatives and also by our customers that we got a certain order because we were able to offer delivery quickly while our competitors wanted six or more months. Nearly as often we hear that we lost that order because Messrs. Blank & Co. guaranteed delivery in the required time whereas we wanted several months longer—Why, oh why? The answer is generally quite simply, though it appears, not always understood by the customer. We are granted quotas by the mills on most grades of paper and board in tons over a given number of months, generally for two to six months. This can be ordered in full at once, to ensure being first in the queue, but leaves nothing up one's sleeve for the acceptance of special subsequent orders. Part can be ordered and part reserved for special orders to be placed later in the quota period, or the particular tonnage may have been allotted and allocated for a particular regular order, which may not be required in the actual quota period, in which case the tonnage becomes available for the acceptance of new orders. It will be seen therefore that Messrs. A may have no available tonnage left, while Messrs. B. still has some not taken up and provided it fits in with that particular mill's programme, delivery may be effected quite quickly. It is as simple as that.

The raw material position is still causing the mills considerable anxiety, which will reach its climax towards the end of the year.

## Stop Press

The import quotas for manufactured paper and board are increased slightly in the second half of the year, but the difficulty here is to get the overseas mills to accept increased tonnages.

★

Our output of envelopes and pockets continues to increase, but we cannot yet tell you of any vast improvement in the delivery position. Please therefore try and order your envelopes and pockets well ahead, wherever possible.

★

In the event of any changes in paper and board prices on or after 1st July, we shall reprint and issue to all concerned.

★

Supplies of Purleigh Pasteboards are at present excellent, and delivery can be effected from stock. Due to heavy demand the situation changes very rapidly, and we cannot guarantee that these boards will always be available immediately. Delay however should be shorter in future.

★

The following letter was recently published in *The Sunday Times*, and we have no doubt many of our readers will be ready to give an answer.

"Can anyone explain why it is that practically all business letters are written on quarto size sheets, but all bills, financial statements and demand notes are made on an infinite variety of shapes and sizes, none of which ever seem to fit into any envelope?"

THE LATEST ADDITION TO OUR  
WIDE RANGE OF PAPERS—

## EXETER BOND

Watermarked  
CREAM WOVE

Stacked in :—

16½ × 21	15, 18, 21 & 25	lbs.
21 × 33	30, 36, 42	lbs.
18 × 23	18, 21, 25 & 28	lbs.
17 × 27	20, 24, 28	lbs.
	500 sheets	

Envelopes to match

8½'s H.C. (3½ × 6)  
Large Court H.C. (4¼ × 5½)  
4 × 9 Banker shape

A high grade pure white paper most  
reasonably priced



**Tanners**  
for PAPER