

# *Highlight*



TELEPHONES

FLEET STREET 7051 (6 lines)

FLEET STREET 3800 (2 lines)

TELEGRAMS

TANNER · FLEET, LONDON

*The House Magazine of*

**R.T. TANNER & Co Ltd.**

WHEATSHEAF HOUSE  
CARMELITE STREET  
LONDON E.C.4

*New Series No. 19*

*October, 1956*

*The answer to rising costs*

# STADIUM

## TWIN WIRE WHITE AND TINTED BOARDS

STOCKED IN

### White :

2, 3, 4 and 5 sheet Royal and Postal

### Tinted :

3 sheet Royal and Postal

Buff, Blue, Pink, Yellow and Green

AT PRICES WELL BELOW THOSE  
OF ANY COMPARABLE BOARDS

Sample sets on application



# Tanners

*for* **BOARDS**

## Tanner's Quarterly Trade Journal

**O**NCE AGAIN WE write our introduction while enjoying our summer holiday. During this somewhat evil summer, when we were sheltering from the rain or trying to keep warm out of the wind, we had ample time to ponder on the truly British characteristic of enjoying holidays irrespective of the weather. There is no doubt that this annual break is a great refresher of body and mind whatever the weather enjoyed. With the ever increasing tempo of working and living, it is essential to get a change in environment. The British are adapt at enjoying themselves in such circumstances, and come rain or wind they will return to work remarking "Oh yes, we had a very good time in spite of the weather."

Well, we can all now get down to work again, and let none of us disillusion ourselves that we cannot all do just a little more, and more important still, do it better. It matters little what the work may be, coalmining, farming, railways, building, paper-making, printing, envelope making, not forgetting the services of selling, invoicing, warehousing, and delivery, it matters not. Let us all try and do it just that little bit better than before.

One of the bugbears of modern life is red tape. While on holiday recently at a small remote seaside town we wanted to book two seats for the evening performance at the local cinema. We knew that the official time for booking was between 11 a.m. and 12.30 p.m. Nothing daunted we went after lunch to find the manager in the box office. However, he refused to make bookings other than at stated hours, but after a little pressure volunteered the information that bookings by telephone could be made at any time. We therefore, crossed the road to the public phone box, no more than twenty feet from the box office, rang up and booked our two seats. Honour was satisfied. You may think that this was an isolated case, but was it? There are dozens of cases of red tape which are constantly cropping up every day in our lives.

At Wheatsheaf House we have always tried to cut red tape whenever possible, and we shall go on doing this to the best of our ability.

In this issue of our Journal, we publish photographs of our London paper, board and factory warehousemen and country packers.

# Concerning Ourselves

The lift to our new board warehouses at Wheatshaf House has at last been finished, and we are now in the process of moving our stocks from Hutton Street to Carmelite Street. When this is completed we shall have considerably increased our warehouse space for paper and boards, and we shall then commence to extend and re-organise our Hutton Street factory. Due to the ever increasing demand for our postal strip wrappers, further space is being allotted, and this also applies to our paper and board cutting departments. These alterations will take some considerable time, as we cannot interfere with daily production, and the whole process must be carried out gradually.

On completion of these changes, our service in all departments will be considerably improved.

# In Our Opinion

From the viewpoint of our customers and ourselves the supply position has turned full circle to their and our advantage. Stocks are available, and making orders can be accepted and executed in many cases in a matter of a week or two. We at last are in a position to fulfill our function as stockists, and to endeavour to find new sources of consumption of paper and board.

While the position pleases the users of paper, it does not please the mills. Most mills have just about enough tonnage to keep going, though the holiday shut-down undoubtedly assisted many from having to close temporarily due to shortage of orders.

We do not feel that we should shed too many tears at the position. We would hasten to add that we do not wish to see any mills forced to close or work short time through lack of orders, but with the exception of about 18 months in 1951/52, the mills have had matters very much their own way since 1939.

We very much doubt whether at present there is much reduction in the consumption of paper, but there was an awful lot in the pipe line at the end of last year, and the result of the printer's strike early in the year, is making itself

more apparent all the time. Stocks are now being realised all along the line and with quick delivery from the mills, replacement need not be considered until the last moment. Hence mill order books are not likely to fill up far ahead.

There are a number of cases which have come to our notice whereby regular orders of many years' standing, are not being printed, due to the heavy increases in costs. This is a disturbing factor, but one which must be faced, and printers must continue to investigate methods of reducing costs to meet the new circumstances. New plant is, of course, the first consideration, though with the tightness of money, this is not easy. However, not to modernise, is leading to ruin sooner rather than later, and with the present high cost of labour, modern machines and methods are an essential to successful printing.

As to the next few months, the position is reasonably clear, always excluding any outside influences such as military action in the Middle East. The next three months are traditionally busy in our trade, and signs are already apparent that demand is increasing slowly. This should be sufficient to keep the mills running smoothly until the new year, when further factors such as prices have to be considered. We will not stick out our necks any further, but leave the prospects of 1957 to our next issue.



The enormous growth of the United States pulp, paper and paperboard industry during the last decade is summarised by the American Paper and Pulp Association as follows:

Percentage change 1946 to 1955:

Employment (number of production workers)	+ 22.0 per cent.
Wages	... + 85.0 ..
Labour cost (per ton)	... + 38.0 ..
Man hours (per ton)	... - 24.0 ..
Production	... + 55.0 ..
Equipment costs	... + 50.0 ..
Wood pulp prices	... + 18.1 ..
Waste paper prices	... - 25.0 ..
Paperboard	... + 28.1 ..
Paper prices	... + 39.0 ..
Sales (paper and allied products)	... + 133.0 ..
Net profit after tax	... + 70.0 ..
Federal taxes	... + 183.0 ..

One of our celebrated stock lines

## 666 Scandinavian

### CREAM WOVE BANK AND BOND

STOCKED IN

16½ × 21.	11,	15,	18 lbs.
21 × 33.	22		"
23 × 36.	26,	36	"
17 × 27.	14½,	20,	24 "

500 sheets.

	Smalls	3½ cwt.
<b>BANK</b>	... 1/7¾d.	1/7¼d.
<b>BOND</b>	... 1/6¾d.	1/6 d.

per lb.

Special prices for larger quantities



# Tanners

for PAPER

## EXETER BOND

Watermarked

THE PAPER WHICH IS EASIER  
TO MACHINE

Stocked in—

16½ × 21	15, 18, 21, 25 lb.
21 × 33	30, 36, 42 lb.
18 × 23	18, 21, 25, 28 lb.
17 × 27	20, 24, 28 lb.

500 sheets

Smalls	3½ Cwt.	½ Ton
1/7d. per lb.	1/6 <sup>5</sup> / <sub>8</sub> d. per lb.	1/6d. per lb.

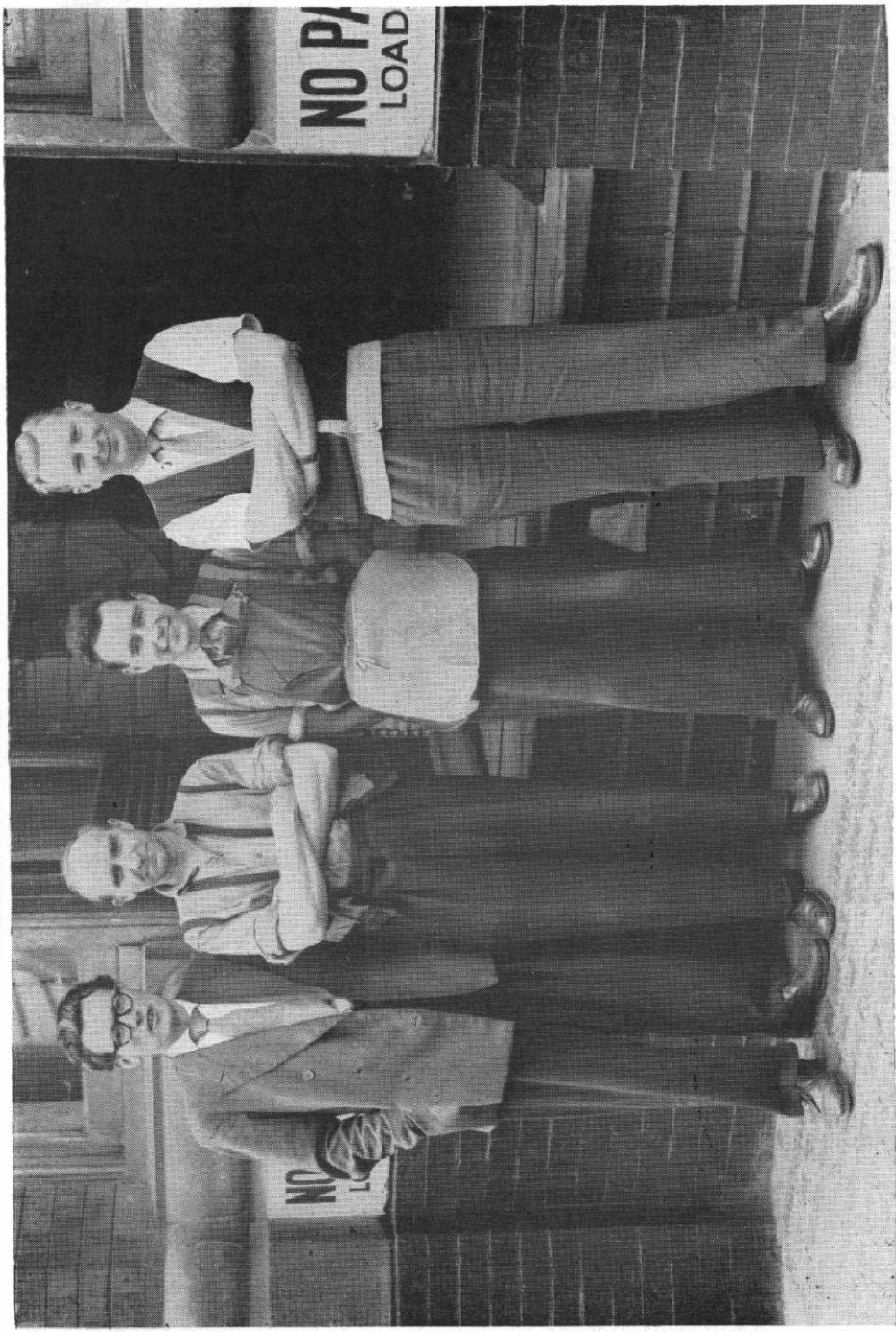
ENVELOPES TO MATCH



# Tanners

for PAPER

CARMELITE STREET WAREHOUSEMEN



E. Hacker, Ernie Stone (Foreman), Alf. Markham (Country packer), G. F. Bagley

HUTTON STREET WAREHOUSEMEN



T. C. W. Fillmore, Charlie Smith (Country packer), Harry Bridgeman, Bill Templeman (Foreman), Tommy Smith, D. A. Swann, A. G. Edmead

3872

ONE SIDED CHROMO

STOCKED IN

20 x 30 ... 45 lbs.

23 x 36 ... 60 lbs.

500 sheets.

Smalls 3½ cwt.  
2/0<sup>3</sup>/<sub>8</sub>d. lb. 1/11d. lb.



**Tanners**  
for PAPER

THIS IS AN ACTUAL SAMPLE OF OUR

3872 o/s. CHROMO

## Festivities

Our office Staff Outing was arranged this year, on a rather later date than usual and several regulars were unable to attend. However on Saturday, 23rd June, a party of over thirty travelled to Windsor by train, though British Railways did their best to mar this, by forgetting to book the necessary accommodation! At Windsor the party embarked on the river for a trip to Marlow, which was reached soon after an excellent lunch had been enjoyed aboard the lugger.

At Marlow, the party split up into those who visited the town, others who went to watch the Regatta, which was in full swing, and the remainder who enjoyed themselves in the fun-fair which conveniently had arrived in the Park as light entertainment to the Regatta. In our opinion, several of our young ladies are high flyers, but never so high as when whirling around in the chair-o-planes!

About 4.30 p.m. the party re-assembled and embarked on the return journey to Windsor, which was speeded with tea and other light refreshments!

As usual the card school had a long session, and it was rumoured that our usually "lucky" Director handed over at least most of the profits he had made during the last two years' outings. On arrival at Windsor soon after 8 p.m. some of the party returned by train to London, and the dart players repaired to the 'local' for the annual Derby. Only our factory manager seemed to know where the doubles were (on the dart board, of course) but good entertainment was had by all.

As usual we were blessed by one of the few lovely days we have enjoyed this summer, and our thanks for a most pleasant day are due to our chairman Mr. Arthur Tanner, who personally arranges these annual outings.

★

The cover of this journal is printed on our Stadium 3 sheet Buff Twin wire Royal Boards, and the text on our Illustration 60 lb. Art Double Medium, and centre spread on our 3872 one sided Chromo 60 lb. Double Medium.

*thirty three*

## Facts and Figures

During the last few months many of our competitors have put on the market various cheap lines of envelopes, and many standard lines which were unobtainable have suddenly become obtainable again. This always is apparent when there is any recession in business, and as soon as the general demand increases, these cheap lines disappear from the market.

This policy is not followed by this company. We have always manufactured all our standard lines. We would be the first to say that our delivery has been extended, but we have always contrived to give strict rotation to orders received, yet at the same time to meet requests for urgent delivery from regular customers.

Our delivery is vastly improved, but there are still delays in some sizes and qualities. Our output is still rising steadily, and we are striving to cut down the delays particularly in our Mailing Manilla Envelopes  $3\frac{1}{2} \times 6$ . Incidentally the gumming on these envelopes has been further improved, and it is still the greatest value in regular stock lines on the market.

With regard to large pockets, we are now able to offer delivery of many sizes and qualities from stock, or with only short delays. This is not due to any falling off in orders, on the contrary our sales of large pockets in Castle Cartridge, Wheatsheaf and Osotuff Manilla series have steadily been increasing during the last six months. It is the result of the improving output of our Ashford factory, and it is hoped to increase still further our output from this factory, as soon as certain building extensions are completed.



The Board of Trade announced that with effect from 22nd July, 1956, imports of paper and paper board would be admissible from any source under the Open General Licence. These arrangements do not cover newsprint nor certain coated papers and boards. The latter are admitted under Open Individual Licence.

In the Board of Trade figures of paper and board production in the first half of the year no marked trend is discernible. The average weekly rate of production during the second quarter are almost identical with that of the corresponding quarter of 1955, both periods being affected by the Easter and Whitsun holidays.

It is usual to look for some reduction in the second quarter's figures compared with the preceding quarter, and this year there was a fall of some 5 per cent. in the average weekly rate of production of paper and 3 per cent. in the case of board. Last year the decline was of the order of 3 per cent. for paper and 5 per cent. for board. The quantities produced in the first six months of 1956 were the same as those produced during the corresponding period of 1955 and both were 9 per cent. greater than in the first half of 1954.

The production of newsprint and of other printing papers continued at about the same rate as in the first quarter but production of packing and wrapping papers was reduced. On the other hand, the production of board for packaging showed an increase and rose 3 per cent. above the level of a year ago. Little or no change is evident in other types of board.



At the end of May, the total number employed in the paper and board industry in Great Britain was 90,700 compared with 91,100 at the end of April, and 89,200 at the end of May, 1955.

According to a survey carried out by the Ministry of Labour the number of operatives in the paper and board industry, excluding maintenance workers, on overtime in the week ended June 2nd was 20,100.

The aggregate number of hours of overtime was 174,300, an average of  $8\frac{1}{2}$  hours.

During the same week there were 1,200 paper and board workers on short time, who lost an average of 10 hours.

## Stop Press

The success of our latest introduction Stadium White and tinted Boards has been outstanding. These twin wire pulp boards in white and five popular colours lie flat and are proving ideal for fast running automatics as well as for litho machines.

These boards are priced at several shillings per 100 below any comparable boards on the market. Full sample sets are being issued now, and further samples will be sent on request.

★

If you print club cards make sure that you use Selmore duplex folding boards. These boards are lined with a clean really white lining and are stocked in seven colours in Royal at 29/11d. per 100.

★

We have in stock several clearance lines of machine coated papers in standard sizes and weights.

This paper is in perfect condition and we should be pleased to forward samples and prices against your specific enquiries.

★

Supplies of our Exeter White Bond are now more plentiful. This excellent paper is really white, showing neither a blue nor violet tint, which is so common with loaded papers.

Stocked in a wide range of weights and sizes at only 1/7d. per lb., this line is proving extremely popular. We also make envelopes to match in three sizes.

★

At this time of year there is a demand for Cloth Centred and Cloth Lined Boards. We always hold good stocks of Cloth Centred in 7 colours and Cloth Lined in 11 colours for immediate delivery.

*thirty six*

## Wheatsheaf Manilla Pockets

QUALITY POCKETS AT  
REASONABLE PRICES

IN 12 SIZES FROM

9 × 4 to 15 × 10

SAMPLES ON REQUEST



**Tanners**  
*for* ENVELOPES