



TELEPHONES
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. 31

October, 1959

Tanner's Quarterly Trade Journal

TANNEX TINTED

Pasted Manilla

20½ x 30½	80, 100, 120, 140 lbs.
20½ x 25½	67, 84, 100, 118 lbs.
22 x 25	106, 124, 190 lbs.
22 x 29	122, 144, 220 lbs.
	500 Sheets

Stocked in :—

Green, Blue, Buff, Pink, Yellow, Grey and Orange.
Red stocked in S/O D/Crown 120 lbs. and
upwards in all sizes.

Smalls @ 1/4½d. per lb.
Red @ 1/6d.

See our Price List for Quantity Reductions

SAMPLES ON REQUEST



Tanners

for PAPER

As this glorious summer fades to autumn, so the dispute which was so much in our minds fades into the past. Naturally, after such a long close-down the return to work was not accomplished without a good deal of difficulty and the uncertainty occasioned by waiting four weeks for the result of the ballot. However, this is now all past history, and we have settled down to try and catch up with the appalling backlog of orders and to find new means and methods of improving production.

During the period of the dispute the whole of the limited production and full distribution was carried out by our office staff and representatives. Naturally, we were not able to keep full production going in our factories due to lack of numbers, but we surprised even ourselves with the amount we were able to produce, and distribution was, as many of our customers knew and appreciated, regular and complete by road and rail.

The long hours and strenuous work put in by everyone of our staff were quite fantastic, and were instrumental in our being able to satisfy practically all the demands of our customers.

In addition, we learnt an awful lot. It has always been the policy of the Company to train up its staff from the bottom, but this did not mean that everyone got a chance to undertake manufacturing jobs. We, on this occasion, learnt the hard way, but we learnt a great deal as to outputs, difficulties and possibilities of modern machinery.

Now to a brighter future, and the hope that all will appreciate, what we have always maintained to our own employees as well as publicly, that strikes never benefit anyone. Eventually the problems have to be discussed around a table, so why not stick around a table and forsake such archaic actions as strikes. The damage done to employers, employees and the trade as a whole has been incalculable.

As we have already stated, we have a heavy backlog of orders to overcome, and we are doing all we can to shorten the date of delivery. Orders are being taken in rotation, but where essential, we are endeavouring to meet individual customers' requirements. However, there is a limit to

what we can do in pushing forward delivery without prejudicing the programme of orders already on the books, so please don't embarrass us more than necessary, as we hate having to say 'no'.

In our opinion . . .

The demand for paper is picking up. Not just a sudden fillip, but a steady increase in demand. Many imagined that as soon as the printing dispute was settled there would be an immediate and heavy demand for paper, but it should have been realised that, in most cases, the great part of matter which was not printed was lost to the industry altogether. Moreover, when the dispute was over, printers already had material in stock for the work in hand. The demand to-day is actual and is a sign of the steady improvement in trading conditions in the Country. There seems every prospect of this increase in consumption continuing during the next twelve months, always dependant, of course, on the continuation of domestic and world conditions remaining constant.

There is a long-term problem facing paper mills, and especially those making esparto papers, and that is the advent of the Outer Seven.

Having, for the time being at least, escaped the tentacles of the European Common Market, they now find that they are drawn into the formation of the Outer Seven, which from a paper-making outlook is much more serious.

Any form of direct unprotected competition with Scandinavian paper-making interests, with their unlimited raw materials and pulp processing plants, would be disastrous to many mills in this Country, unless they keep themselves right up-to-date and try to specialise to attain the maximum economic output.

It is not for us to pass adverse comment on any form of reduction in import duties or the formation of a duty-free area of trade, but rather to encourage them wholeheartedly. However, it is hoped that, in the ten years over which duties will be reduced, demand for their products will increase faster than capacity to ensure that those which are efficient will remain in business.

New Improved

GALLEON White Pulp Boards

WHITER COLOUR

SMOOTHER FINISH

CHEAPER PRICE

Royal 20½ x 25

	Approx. Smalls Caliper per 100	3500 per 100	7000 per 100
2 Sht. .008	17/10	16/11	16/3
3 Sht. .009	19/6	18/8	17/11
3½ Sht. .010	21/8	20/6	19/8
4 Sht. .011	24/5	23/1	22/2
5 Sht. .013	28/8	27/1	26/1

Postal 22½ x 28½

	Smalls per 100	3500 per 100	7000 per 100
	22/6	21/4	20/6
	24/8	23/4	22/5
	27/3	25/8	24/8
	30/8	28/11	27/10
	35/10	33/10	32/6



Tanners

for **BOARDS**

A new product

The American Cyanamid Company have produced a new textured paper treated with melanine resin.

At the annual American paper makers' convention, some of the uses to which this material can be put were shown in a display of hats made entirely of this material.

Another use to which this material can be put is clothes lines, which, it is claimed, will last for years, and re-usable paper bathing suits. We feel, however, that the public will require to know a great deal more about this material before they will entrust themselves in the sea in these bathing dresses!

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British paper and board output continues to rise and, in the first half of 1959, was over 87,000 tons more than in the first six months of 1958.

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The Envelope

It is a sobering thought to realise that the envelope only came into usage 119 years ago. Before this, there were various methods of covering letters, rather in the form of a wrapper sealed with a wafer or sealing wax.

With the coming of Rowland Hill's penny post, introduced on 10th January, 1840, the envelope such as we know it first came into general use.

The pioneers in this field were John Dickinson and Warren de la Rue. By 1854, Warren de la Rue, with the aid of Edward Hill, brother of Rowland Hill, had patented a machine for making envelope shapes and gumming them.

In 1862, a window machine was patented by J. S. Brown, although it was not put into commercial use until the early part of the twentieth century.

To-day the total of letter postings in the Country is nearly 9,000 million per annum. This stupendous rise, involving every possible size and shape of envelope and pocket, is now causing the Postmaster General much worry. If only some form of standardisation could be introduced, his problems of sorting would largely be overcome, but in view of the vast number involved, is this possible? We shall in all probability see a great effort made in this direction within the next year or two, but it is likely to be many years before the general public accept a limited range of envelopes and pockets.

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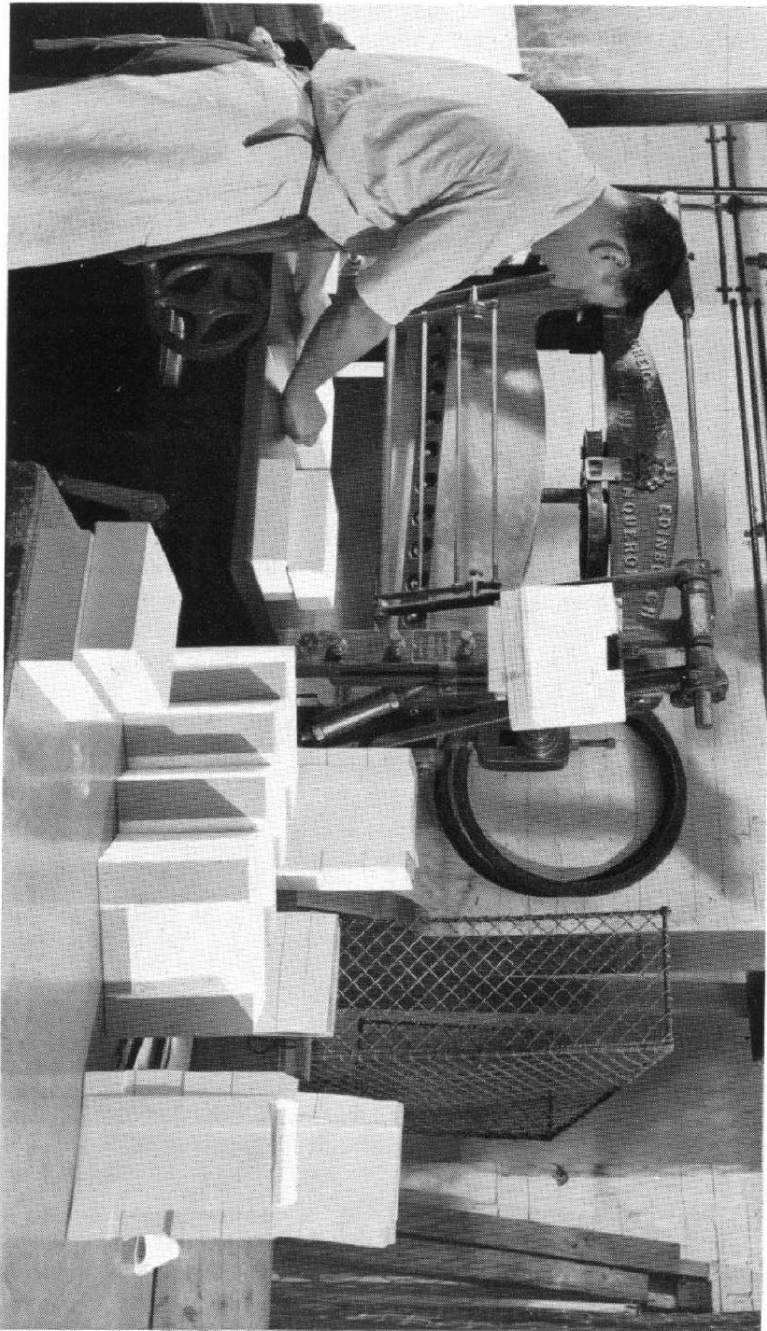
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Our new sample set

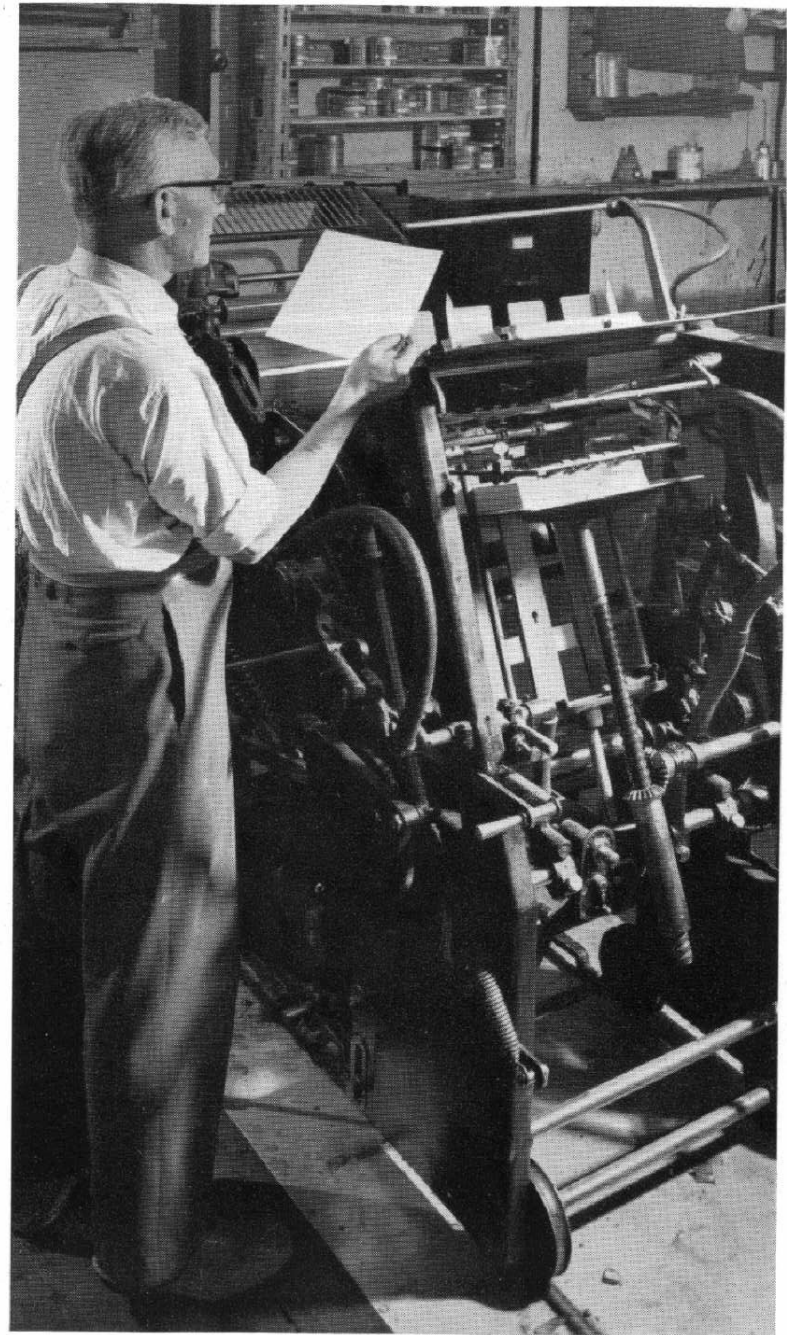
The illustrations on the centre spread show the work being carried out on our new sample set. It had been our intention to commence issuing this in July, but the dispute has completely upset this programme. We have picked up the threads of manufacture, which we had to cease early in June, to concentrate all facilities on clearing as many customers' orders as possible before the shut down. Again, for the same reason, we were not able to re-start production for 4 weeks after the dispute was over, and now we are in our busiest period, so that it is difficult to press ahead as fast as we wish.

However, we anticipated being able to send out the first sets within six weeks, and we know that it will be the best sample set that we, or we venture to suggest, any other merchant has ever produced.

Meanwhile we have issued you with our latest Paper and Board price list.



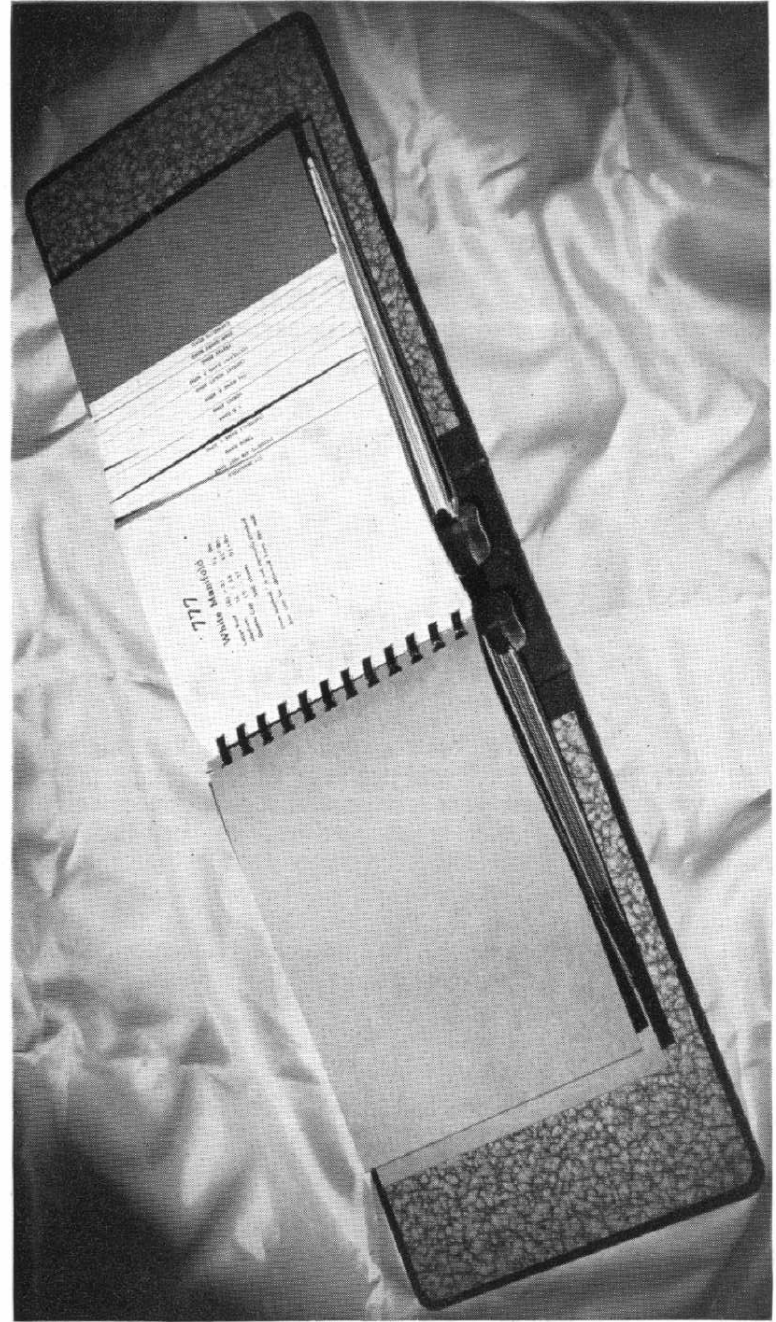
Jim Cope cutting and trimming to $\frac{1}{32}$ inch
forty-two



Bill Martin printing sample sheets
forty-three



Miss Tullett collating for punching
forty-four



The sample set nearing completion
forty-five

An apology

In our last issue we encountered the editor's nightmare; in fact we dropped the proverbial clanger. On the centre spread we showed a photograph entitled 'Mr. & Mrs. Ellwood.' In point of fact the photograph showed Mr. Ellwood and Mrs. Seary. We apologise sincerely to Mrs. Ellwood and Mr. Seary and we can only excuse ourselves on the grounds that the annotation was made the day before the printing dispute commenced. We hope that the four 'contestants' will meet at our dinner and dance next year, and we will act as peacemakers!

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Envelope printing

We have recently been carrying out much high-class two colour printing on envelopes. The new envelope printing machine installed last year has proved highly successful, and we can offer two colour register printing at very little extra cost. The printer knows the difference that colour makes to ordinary black and white printing. The same effect can be obtained on envelopes, and we would suggest that at the next opportunity you ask us to quote for two colour printed envelopes. You and your customer will be pleased with the effect and the low cost.

* * *

The cover of this journal is printed on our New Improved Galleon white pulp board Royal 4 sheet and the text on our Illustration White Art Double Medium 60 lbs.

forty-six

Ruled Index Cards

**RULED BOTH SIDES FEINT AND RED
HEADLINE — BOXED IN 1000's**

	Smalls	10,000	25,000
5 x 3	11/-	10/-	9/6
6 x 4	15/6	14/6	14/-
8 x 5	24/-	23/-	22/6

Subject to Purchase Tax



Tanners *for* CARDS

Stop Press

During September our new rotary cutting machine turned out several million of our Salisbury and Scrivia Ivory Cards. In spite of this output we have only just caught up with the demand, which continues to grow every year. Incidentally, the Scrivia cards are now boxed in 1040's and the Salisbury Cards continue to be boxed in 104's in the well-known fancy boxes.

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We are pleased to notify you that all postcards and ruled index cards are now boxed in 1000's. Chichester 3 and 4 sheet Tinted Large and Small Cards are also now boxed in 1040's.

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We are also boxing all our billheads in 1000's and our ruled foolscap in $\frac{1}{2}$ reams. We have already received congratulatory letters on this improved packaging, which we feel will be accepted gratefully.

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The sales of our Thick Manilla Double Tuck Pockets for printed paper rate postage has increased rapidly. We are doing all we can to keep production up with demand, but it is advisable to order as far ahead as possible.

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An important price reduction has just taken place. Cotine White Printing is reduced $\frac{1}{2}$ d. per lb. throughout the whole price structure, except for 1 ton lots s/o D/Crown 30 lb. which is reduced $\frac{3}{4}$ d. per lb. Please amend your new price list accordingly.

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Now that this wonderful summer is over, let us have your snapshots as soon as possible for our photographic competition. Any subject and any size will be accepted, but the closing date is 30th November. Do not forget to put your name on the back of the envelope containing your entries.

forty-eight

NOTICE

To all our customers in Yorkshire and the North of England.

Delivery will be expedited if orders for stock lines of papers, boards and envelopes are sent direct to our Northern Office.

R. T. TANNER & CO. LTD.

68, WELLINGTON STREET,

LEEDS, 1



LEEDS 30805 (2 lines)