



LONDON SALES OFFICE :
WHEATSHEAF HOUSE
CANNELITE STREET
LONDON E.C.4
TEL: FLEET STREET 7051

LEEDS OFFICE AND WAREHOUSE :
68, WELLINGTON STREET
LEEDS, 1
TEL: LEEDS 30805 (2 lines)

Highlight



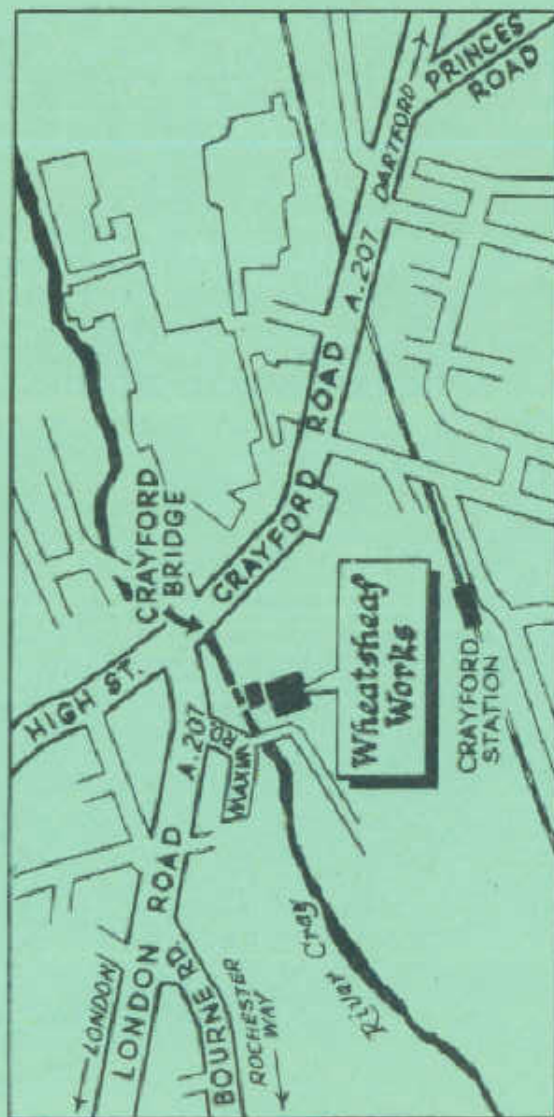
The House Magazine of
R.T. TANNER & CO Ltd.

HEAD OFFICE, FACTORY and WAREHOUSE
WHEATSHEAF WORKS
CRAYFORD
DARTFORD
KENT
Tel: Crayford (CY) 26255

New Series No. 37

April, 1961

R. T. TANNER & Co. Ltd.



Wheatsheaf Works, Crayford, Dartford, Kent

Tel. No.: Crayford (CY) 26255

Tanner's Quarterly Trade Journal

This issue of our Journal is, perforce, somewhat abbreviated since we have been more than a little occupied with the move of our office, warehouse and factory.

As from 13th March, 1961, our address is:—

WHEATSHEAF WORKS,
CRAYFORD, DARTFORD, KENT.
Telephone number: Crayford (CY) 26255

All correspondence should be sent, and telephone calls made, to this address, but we are retaining our London Sales Office, under the management of Mr. John Pearsall, at our old address:—

WHEATSHEAF HOUSE,
CARMELITE STREET, LONDON, E.C.4.
Telephone number: Fleet Street 7051

Our representatives will be working from this address, and every assistance will be given to any telephone calls which may be made to this number. There is a private direct line between London and Crayford offices to facilitate the passing of urgent orders and queries.

The north of England will still be serviced from our Leeds office and warehouse, under the management of Mr. Arthur Harrison, at:—

68 WELLINGTON STREET,
LEEDS, 1.
Telephone number: Leeds 30805 (2 lines)

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Farewell Hutton Street

Well we made it! After putting back the commencement of our move until 15th of February, we got away to a flying start, and at the end of 48 hours, had to slow down the tempo to conform with the original programme. This programme drawn up some months ago, proved extraordinarily accurate, and the first machines were running at the end of 48 hours.

Naturally there were some snags, but moving 60 machines, 800 tons of material, with new motors and drives for practically every machine, as we were on D/C at our Hutton Street factory, was bound to result in several difficulties. Our greatest troubles were associated with builders and decorators, none of whose work was finished on schedule. This considerably delayed the movement of paper and boards, but we are glad to report that our customers did not suffer for their supplies. Deliveries on the whole, proceeded very smoothly, from our old and new addresses, and the only delays experienced, were caused when our bulk supplies of a particular grade were in transit, from one warehouse to another. On these occasions we were unable to lay our hands on this material until it reached its destination. Happily, delays were few and short lived.

Delays were also caused by new drivers not knowing the whereabouts of each customer, and bringing undelivered goods back, a fault which was smoothed out within a few weeks.

On the manufacturing side, we had warned you that delays were inevitable, and these were no worse than we had envisaged. The problem which caused most trouble at first, was the lines of communication between the London Sales Office and our new factory. The new offices were not ready for occupation until 13th March, and this caused the main dislocation. The office staff of our manufacturing departments, were moved early on, into temporary accommodation, and as most of this staff were fully employed in getting production going, it was not possible to curtail this activity to give answers to every enquiry. However, this matter was soon corrected, and the office staff were back to normal duties in a few days. Full production on machines was accomplished very quickly, and the output suffered less than we had anticipated.

We would like to pay tribute to our staff of every grade, who worked long hours, often in uncomfortable conditions, to get production going, and to ensure that the movement of material was maintained.

Now we are back to normal, except for the completion of the building extension, which is now well under way, and will give us the necessary expansion, so greatly desired.

The question we are always being asked is, "has it been worthwhile?" Frankly it is not an experience we wish to undertake more than once in a lifetime, but we can now really appreciate the advantages of working under one roof, on one floor, with every labour saving gadget possible.

Now we have got to ensure that these facilities are put to the best use, that production is increased to keep pace with demand, and to enable some of the vast capital expenditure upon which we have embarked to improve output and efficiency.



We are pleased to announce that our Managing Director, Mr. A. Derek Tanner, was elected Chairman of The Envelope Makers' and Manufacturing Stationers Association on 8th March, 1961.

He has been a member of the Executive Committee for a number of years, and has sat on many of the Sub-Committees, including that which consults with the Post Office on mechanisation of postal services.

At the Annual Dinner in the evening, at which Mr. Derek Tanner presided, on the illness of the outgoing Chairman, he was presented with a new Badge of Office, kindly presented to the Association by Messrs. Spicers Ltd.



It is with very much regret that we have to announce the sudden death of our representative, Mr. Reginald Sparks, on the 17th of January. Mr. Sparks had represented the Company for 13 years in the Midlands and West Country. He had joined the R.A.F. during the war, by declaring his age at a lot less than it was actually, and served out in Egypt.

He was a man of great integrity, enjoyed hard work, and was held in considerable esteem by his many customers. More than one of his friends wrote, on hearing of his death, a most suitable epitaph, "Mr. Sparks was a gentleman".

He will be sadly missed by all, and not least, by many of his customers in the trade.



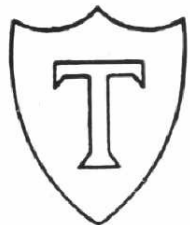
Snowcap Cream Laid Envelopes

Made in a good white shade, this envelope is ideal for cheap commercial purposes, and large stocks are held for immediate delivery.

	smalls	5000	10000	25000	50000	100000
3½ x 6	13/9	13/5	13/1	12/9	12/5	12/1
3¾ x 4¾	13/10	13/6	13/2	12/10	12/6	12/2
4¼ x 5¼	16/3	15/11	15/7	15/3	14/11	14/7

per 1,000

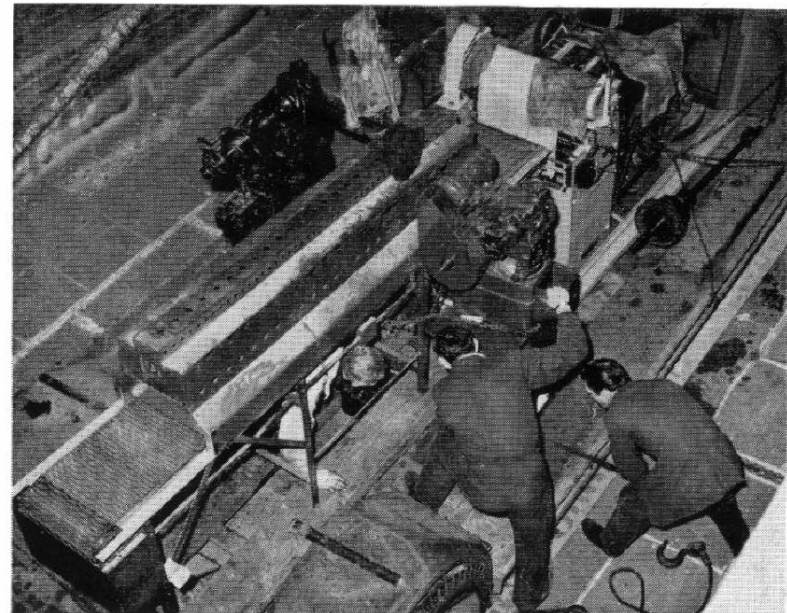
Subject to Purchase Tax



Tanners
for ENVELOPES



Out of the roof comes a folding machine.



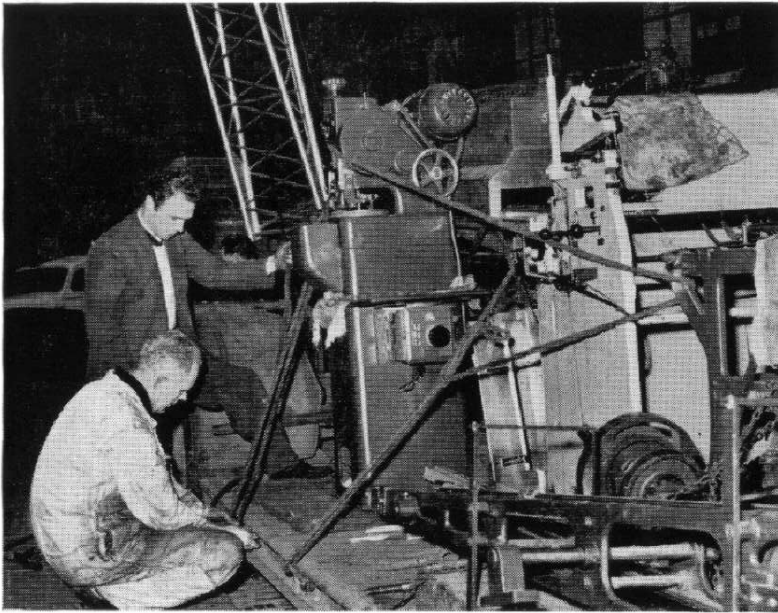
Manoeuvring plant on to a low-loader.



Out through a hole cut in the side of the roof goes a 2 ton punching-press.



Another machine is hauled out from the 4th floor by the enormous crane.



Securing a load on the low-loader.



Not a mangle, but a 30 cwt. press being lowered by the crane.

In our opinion

What of the paper trade? Demand seems to keep reasonably constant, and whilst the pressure of orders experienced in 1960, has eased slightly, there is no apparent falling off, such as was envisaged by some people.

The mills are busy and delivery is still many weeks ahead, which is a healthy sign. Prices are now generally all up a few pounds a ton, due to the hardening of pulp prices, and the various increases in overheads and wages. There seems every likelihood of this trend continuing during the year, though a further reduction of import duty of 10% is due in July on imports from the European Free Trade Area.

During the last month trade seems to have picked up even further after the slight slackening off at the beginning of the New Year, and we should be sure of a busy time to the holiday period.

On the manufacturing side, the demand is keeping very steady, and in our own experience is in fact, increasing regularly.

Looking back on 1960, we see that another milestone has been passed, namely an annual production of paper and board in excess of 4 million tons.

The first million tons annual production was reached early this century, and the two million tons was not achieved until the early 1930's. In roughly 30 years, production has therefore doubled, and the pace is increasing, the rise from 3 to 4 million taking only 6 years. In addition to these startling figures, imports increased in 1960 to 1,420,377 tons, over 200,000 more than in the previous years. This increase would seem likely to go on throughout the 60's, though the rate of growth may not be quite so fast as for the last few years.

We, therefore, look forward confidently to a future showing a steadily expanding paper market. One thing only clouds the horizon, and that is if the cost of print outstrips that of Continental houses. Only a week or two ago, we heard of another well-known publication leaving Birmingham to be printed in Holland, at a saving of some £800 per year. Yet further claims for shorter hours and increased wages are now being pursued by the printing unions and while no one anticipates that these demands will not eventually be met, it can only be done provided the restrictions still plaguing the industry are swept away. Failure to face up to this problem will result in more and more of our trade being transferred to Europe.

BRONZESTAR

Machine Coated Printing

We hold stocks of this well-known paper in:—

20 x 30	30 & 36 lb.
30 x 40	60 & 72 lb.
22½ x 35	40 lb.
23 x 36	50 lb.
25 x 40	60 lb.

500 sheets.

other sizes and weights ex mill.



Tanners

for PAPER

Leeds

We are considerably expanding the area covered by our Leeds Office and Warehouse. This office will now service the whole of the North of England, down to The Potteries, across to Sheffield and Lincoln. Mr. David Whittaker, who has been a paper buyer for a large firm of printers in the North, has joined our staff, and will take over the whole of the North-Western area.

Meanwhile Mr. Graham P. Harrison, son of Mr. Arthur Harrison, has now taken over many of his father's accounts in Leeds and the neighbouring areas. This will enable Mr. Arthur Harrison to give more time to his many customers in other parts of the territory.

We feel that this arrangement will ensure yet better service, and customers in the North who require urgent delivery, should contact this office direct, at:—

68 Wellington Street,

Leeds, 1.

Telephone number: Leeds 30805 (2 lines).

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The new paper and board price list, which we have promised for some months, is bedevilled by the constant alterations in prices. We are, however, now preparing the final draft, and hope to issue it shortly.

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The cover of this Journal is printed on our Chichester Emerald Pulp Board, Royal 3 sht., and the text on our Illustration White Art, Double Medium 70 lbs.

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Stop Press

At the commencement of March, we notified our customers that we were obliged to fall into line with the remainder of the trade, and charge an extra 1d. per lb. for paper supplied in under 1 cwt. lots. It will be appreciated that costs of distribution are continually rising and deliveries of small quantities are highly uneconomical.

The additional charge is only raised on paper, and orders can be assorted in any quantity, size or shape, including cut sizes. Please, therefore, in your own interest, try and make your orders up to 1 cwt., and thus avoid this additional charge.

*

A new quantity rate for envelopes and pockets has been introduced for quantities of 5,000 and below. For some years, printers have been sending more and more orders to us to deliver direct to their customers, thereby cutting out their own delivery costs, but greatly increasing our costs with small deliveries all over the Country. This new rate, which is only a very nominal increase, will go part of the way to meet these additional costs.

We have endeavoured to absorb much of the increased production costs during the last three years, but the recent increases in raw materials have compelled us to review many prices, but such changes as have been made to the 10,000 rates and upwards are very small indeed.

A new envelope price list is being reprinted and will be distributed shortly.

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Special Clearance Lines

offered at 4d. to 5d. per lb. discount.

Twin-wire Esparto Pulp Boards

1,136 ctms. Smooth White	22½ x 28½	17 lb.	5's
118 .. Smooth White	20½ x 25	16½ lb.	5's
143 .. Smooth White	20½ x 31½	20½ lb.	4's
160 .. Smooth White	22½ x 28½	26½ lb.	3's
110 .. Smooth Pure White	24 x 33½	33 lb.	2's
242 .. Smooth Pure White	24 x 33½	26 lb.	3's
331 .. Smooth High White	20½ x 25	16½ lb.	5's
550 .. Smooth High White	22½ x 28½	20½ lb.	4's

	small	3½ cwt.	½ ton	1 ton
White & Pure White	1/2d.	1/1½d.	1/0½d.	11½d.
High White	1/3d.	1/2½d.	1/1½d.	1/0d.

per lb.

Regret we cannot break bundles as shown at side of sizes and weights.



Tanners

for **BOARDS**