



LONDON SALES OFFICE:  
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CARMELITE 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

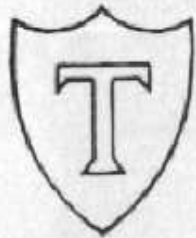
*New Series No. 38*

*July, 1961*

## Eden Grove Bond

Not only do we stock a very full range of this well-known paper, but we also stock envelopes to match in several sizes.

We would be pleased to forward samples on request.



**Tanners**  
*for* **ENVELOPES**

## Tanner's Quarterly Trade Journal

We greet you now firmly settled in our new establishment at Crayford. When we issued our last journal, we had only just moved in, and could hardly be said to be settled. Material was still pouring in daily, and was to continue for some weeks to arrive from our various old warehouses. Now at last we are under one roof as the last machines have arrived from our Ashford factory.

The extension to the buildings has finally been finished, and the last of the workmen installing lighting and heating has left, many weeks, however, behind schedule, as usually seems to happen with building contractors! This will give us the necessary room in which to lay out our stocks correctly and generally to speed up the loading of our vans.

Looking back over the last three months, in a self-analytical view, we must admit that everything did not go entirely according to plan, not that we expected it would. It is doubtless that we tried to do too much too quickly. The move of our paper stocks should have been spread over a far longer period to enable us to get these into proper order, instead of having to push them into any available space wherever a space could be found. Due to this pile-up in the warehouse, vans took far too long to load, and this meant that drivers were not given sufficient time to clear their loads, before the day was through, and goods had to be brought back, undelivered.

It is always easy to be wise after the event, but at least we have the courage to review our short-comings. We can truthfully say that adequate steps were taken to put right that which was wrong, though such problems cannot be corrected overnight. Much had to await the finishing of the extension to the building, but all this is now in order.

On the manufacturing side, the move of our factory was accomplished very smoothly indeed, but at that time, we had the fullest order book in the history of the Company. Ignoring the problems of the move, delays in all departments were inevitable and in fact were regularly occurring. Taking

into account the move, with resultant breaks in production, even if only for a few days; a changeover in a large proportion of labour; and a reorganisation of priorities, it is small wonder that delivery dates could not always be fulfilled. Unfortunately one always hears much of the several who have been disappointed, but seldom of the many who have been satisfied.

The next problem, to which we are all impatiently looking forward, is the arrival of much of the new machinery, which has been on order for almost two years. As soon as this is installed, productive capacity will be greatly increased, and will enable us to match the expected demand.

Although production is now running at a higher level than in our old factory, due no doubt to modern conditions of handling and movement, it is not yet approaching a figure large enough to clear the arrears of orders and to build up stocks. It is confidently believed that the installation of the new plant will enable us to give the increased production required. This is particularly required in the envelope and pocket departments, where demand for our products seem ever increasing.

## Trade Figures

The imports of paper, board and manufactures showed an increase in the first quarter of 1961. The total was 418,900 tons valued at £24,549,500 against 390,900 tons valued at £22,818,000 for 1960 period. Newsprint was 1% down and building board was 2% down, but the remaining classifications showed substantial increases. Packing and wrapping papers increased 11%, uncoated papers by 36% and coated paper although only totalling 1,300 tons showed an increase of 63%. Uncoated boards advanced by 19% and coated boards by 14%. A sharp rise was recorded in manufactures of paper and board by 23%.

Exports also showed a welcome improvement. At 59,100 tons valued at £10,948,000 against 58,800 tons totalling £10,186,500 — an overall increase of 1%. This total included newsprint which declined by 43%, due to many Commonwealth markets becoming self-sufficient, and means that many other types of paper advanced considerably.

## STERNDALE WHITE BANK & BOND

The cheapest top-quality woodfree bank and bond on the market.

16½ x 21	11,	15,	18	lb.
21 x 33	22			lb.
18 x 23	13,	18,	21½	lb.
23 x 36	26			lb.
17 x 27	14½,	20,	24	lb.

500 sheets

	smalls	1 cwt.	3½ cwt.	10 cwt.	20 cwt.
<b>Bank</b>	1/8½	1/7½	1/6½	1/5	1/3½
<b>Bond</b>	1/7½	1/6½	1/5½	1/3¾	1/2½

per lb.



# Tanners

for PAPER

Uncoated printings rose by 9%, writing papers by 23% and other uncoated papers by 14%.

Coated papers rose by 4% and coated boards by 21%, whereas uncoated boards increased by 20%.

It is interesting to note that manufactures of paper and boards now head the export table in value, reaching a figure of £3,945,500 representing a tonnage of 15,700, a rise of 15% over the comparable period of 1960.

## In our opinion . . . .

Although the first quarter of this year showed an output from paper mills in excess of last year's excellent result, there is no doubt that demand has slackened in many grades.

Deliveries which were often 12 to 16 weeks have now dropped to 3 to 6 weeks. This, of course, is a general statement of fact, but there are many mills still with very full order books, especially mills largely engaged in speciality papers and brush coated papers, for which the demand continues to be healthy.

What is the cause of this change, because although there is a slight slackening in demand, there is at present no great falling off in orders? There are in our opinion several factors, the main one being the uncertainty occasioned by the adverse balance of trade figures and the resultant weakness of sterling. Looking back over the post-war years we can recall that similar situations result primarily in a lowering of stocks being carried by printers, convertors and users. After all it is only a vicious circle, since there is not the necessity to hold large stocks, when mill deliveries are a matter of a few weeks.

Secondly, the ever-increasing output from the British Mills has to be absorbed, at a time when imports of paper and board is increasing, and with the steady lowering of duties, will no doubt go on increasing.

It would appear therefore, that the supply situation is likely to remain easier at least until the autumn or possibly longer, until, in fact, the supply and demand is again brought into balance.

As we write this article the results of the agreements between the Unions and the British Federation of Master Printers regarding wages and hours is awaiting ratification. The results will be known before the publication date of this Journal.

It would, however, appear certain that costs of manufacture will rise quite considerably, and a general increase will occur from the beginning of September.

## Our Northern Branch

Now that our Leeds Office has taken over servicing the whole of the North of England, we are publishing some photographs of the staff, who are handling your orders in this area.

Mr. Arthur Harrison, who is in charge of this branch, has spent most of his life in the paper trade, and those of our customers who know him, can testify to his enthusiasm for the paper trade.

His son Graham spent some years in the Leeds Office before becoming a representative in the Leeds and Bradford area.

Mr. David Whittaker joined us recently to take over and extend the area originally part of that called upon by the late Mr. Reginald Sparks.

Mr. Alan Robinson is our latest recruit to the Leeds Office, and he it is, who in all probability is accepting your 'phone orders and enquiries.

A comprehensive stock is now maintained at 68 Wellington Street, including the following additional lines: Premium Bank and Bond, Kelvin White Writing and Teeco White and Tinted Banks.

Delivery is mainly by contractors, offering a twice-daily delivery in Leeds and District, and generally a 24 to 48 hour delivery service throughout the whole of the North of England. We are bold enough to say that our delivery in the North of England is second to none.

The telephone number for this branch is Leeds 30805 (2 lines).



*David Whittaker*



*Graham Harrison*



*Arthur Harrison*



*Alan Robinson*

## Purchase Tax

Mr. Nabarro, in the House of Commons on the 29th March, 1961, asked the Chancellor of the Exchequer "what is the Revenue yield of Purchase Tax on printing and stationery; how much revenue comes from business and how much from private printing and stationery; why plain typing paper made under 229.5 square inches is subject to Purchase Tax and over that area is tax free; and what reforms he proposes with a view to the elimination of the tax and administrative burden on business and commerce?"

Mr. Barber, the Economic Secretary of the Treasury, replied "The Revenue yield from paper stationery, excluding greeting cards, picture postcards and pictorial calendars is about £27 million a year. Information on the amounts derived from business and private sources respectively is not available. Paper of 229.5 square inches and over is tax free because it is not regarded as 'stationery'. As regards the last part of the question, my Hon. Friend will not expect me to anticipate, my Right Hon. and Learned Friend's Budget statement."

\*

## Retirement of Mr. A. E. Garnham

As from the 1st July, 1961, our representative Mr. A. E. Garnham retires after 37 years with the Company. A few years ago he had a bungalow built in Hassocks, Sussex, and we wish him many happy years of well-earned retirement.

He was presented with a transistor radio set on behalf of the staff.

Most of his territory will be taken over by Mr. Anthony Tanner, who joined the Company four years ago. During this time he has learned his trade in the Paper and Board Sales Office, passing both the intermediate and final N.A.P.M. examinations. During the last year he has been assistant Factory Manager, so that he has studied all sides of our business. We wish him luck in his new venture.

## EXETER Postcards (Caliper .010)

Official or Printed Matter

smalls	10,000	25,000	50,000
	14/3	13/3	13/-
			12/9
			per 1,000
			singles, 2 or 4 on

## WORCESTER Postcards (Caliper .012)

Official or Printed Matter

smalls	10,000	25,000	50,000
	17/3	16/3	16/-
			15/9
			per 1,000
			singles, 2 or 4 on

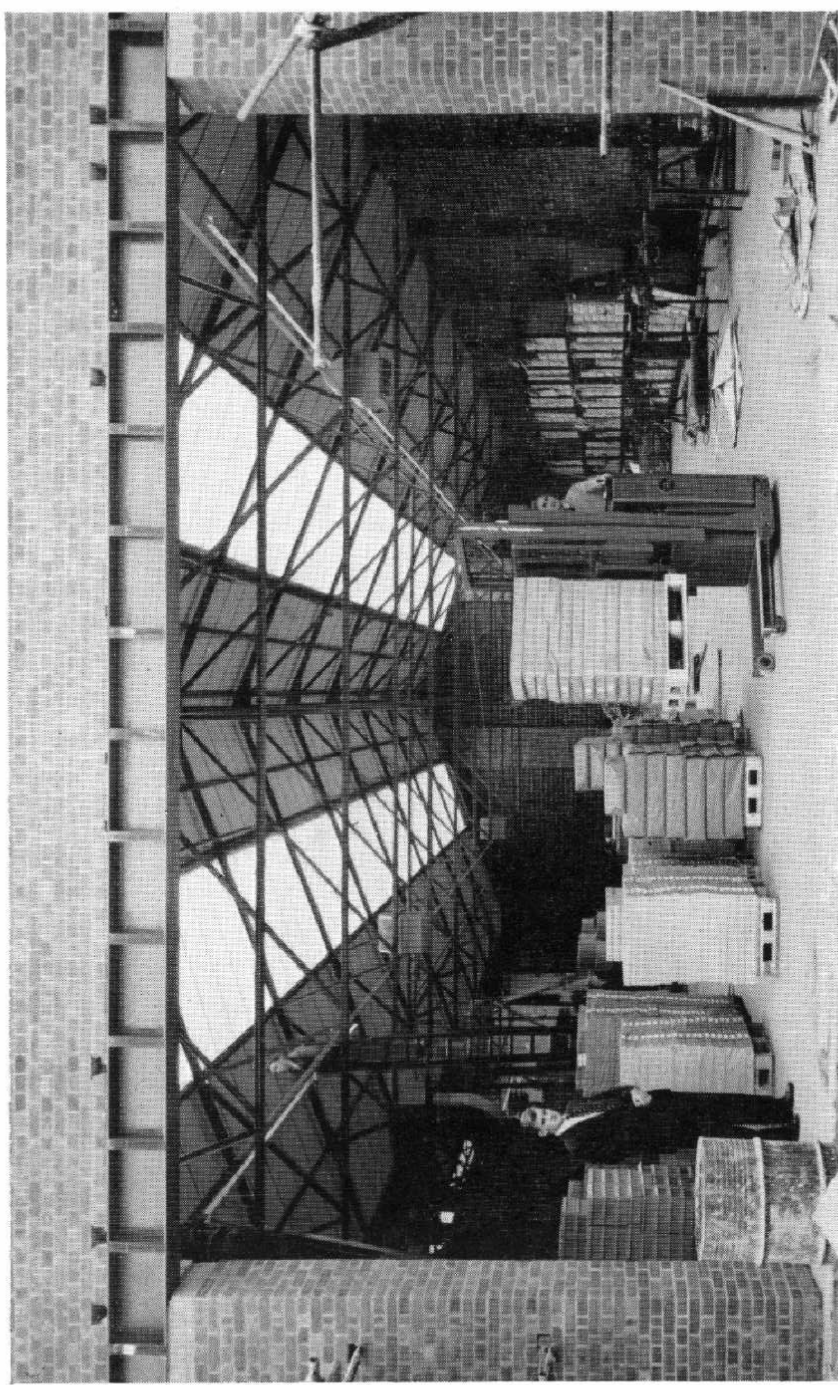
All postcards are boxed in 1000's  
subject to purchase tax.



**Tanners**  
*for Manufactured Stationery*



*The north bay of the factory as viewed from the Factory Manager's office.*



*The new extension nearing completion.*

## Stop Press

We have recently been informed that several customers have had difficulty in telephoning our new number at Crayford 26255, and that they are receiving 'number engaged'. At the present moment, we have 8 lines in action, and normally there should be no difficulty in getting through. If any further delay is experienced please notify our operator when you do get connected in order that it can be reported to the G.P.O. at once. They are unable to deal effectively with general complaints of delays, but will conduct immediate enquiries into specific cases reported to them.

We are following a good example in saying "Sorry you have been troubled!"

\*

The shade of our Exeter and Worcester postcards has recently been considerably brightened to bring them more into line with the modern trend.

Exeter is caliper .010 in accordance with the minimum substance permitted by the Postal Regulations and Worcester is a heavier grade calipering .012. The price of both these well-known lines remains unchanged.

\*

All our customers will have now received their copies of our latest Paper and Board price list, and our Salisbury Series Envelope price list. Further copies are available if required.

\*

The cover of this journal is printed on our Chichester 3-sheet Light Blue Royal Boards, and the text on our Illustration Art Double Medium 70 lbs.

*twelve*

## When using pasted manilla try **TANNEX**

Green, Blue, Buff, Pink, Yellow, Red,  
Grey and Orange.

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

500 sheets

Red is not available in s/o 20½ x 30½,  
80 and 100 lb.

### Packing

22 x 25	190 lb.	packed	100 sheets	per parcel
22 x 29	220 lb.	"	"	"
Remainder	"	125	"	"

We regret we are unable to break parcels of this quality.



# Tanners

for **PAPER**