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Highlight

The House Magazine of
R. T. TANNER & CO LTD
Wheatsheaf Works
Croyford · Dartford · Kent
Tel: Croyford (CY) 26255

New Series No. 46
JULY 1963



Centenary Issue

IPEX

make a point of visiting

STAND NUMBER 438

Brown Hall Gallery, Olympia

16th-27th July 1963

where a welcome will be assuredly awaiting you

Tanner's Quarterly Trade Journal

We welcome you once again to IpeX, the biggest exhibition of the printing and kindred trades ever held in this country.

As usual we have our stand in the same position as previously, namely under the clock in the gallery of the National Hall, now named the Brown Hall.

We look forward to meeting old and new friends on stand number 438, where our representatives will be present to greet you, and provide for you a well-earned rest.

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Mr. Busyman can you spare 10 minutes of your valuable time? You can, splendid. This is the time it will take you to read our journal once every three months, and this is the main reason why it is so widely read.

It is apt, not to say convenient, that IpeX coincides with the one-hundredth year of our existence. Many companies on this occasion have produced for them their life history in book form often in great detail and of considerable length. We wonder how many of these are actually read, outside a small circle of employees and people closely connected with the particular company. We guess that most copies are put on a shelf to read when one has time, which seldom if ever arrives.

We have decided against this and as is our usual custom we have endeavoured in the following pages to give you a synopsis of our not uneventful life. We apologise to many of you who may have already read much of this history in the number 1 edition of our new series published in April 1952. However, a centenary does not come to every company and we feel that our friends will bear with us if they have heard this before.

In the issue referred to above we stated "that it is our ever present fear in our minds that we may lose, what in our opinion is our greatest asset, the personal touch. It is therefore our main object in publishing this circular to assist in maintaining personal contact with our customers both old and new."

This is still our sole intention, so you have eight more minutes of reading matter ahead of you.

1863—1963

In December 1863 Mr. Richard Tupper Tanner left the employ of Messrs. Spalding and Hodge and in partnership with Mr. J. Hunt started trading in Upper Thames Street 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, E.C.4, later to be renamed Dorset Rise.

In a short space of time Mr. Richard Tanner had built up a strong business merchanting paper to printers and publishers in London, delivery being effected by horse and cart in the City in the morning and the West End in the afternoon! Mr. Richard Tanner only lived two further years, dying suddenly in 1879.

It was about this time that Mr. F. Garrett first became associated with the business, and for the next ten years it was carried on by him and the executors until Mr. William A. Tanner, the eldest son of the founder, came of age. In 1897 Mr. Arthur Tanner, younger brother of Mr. William A. Tanner, entered the firm and in the following year Mr. Frank Garrett was made a partner.

In 1899 business had increased to such an extent that it was found impossible to cope with it within the limited accommodation at 16 Dorset Street, and a plot of ground at the corner of Primrose Hill and Hutton Street, E.C.4, some one-hundred yards from the office, was purchased and a five-storey warehouse was built. The cost of this building with a floor area of about 10,000 square feet was £3,500, yet it was built like a fortress to carry hundreds of tons of material and later machinery, as this building was shortly after, in 1903 to be exact, converted into our factory. For sixty-two years the original wooden joists carried the full weight of the entire plant without any trouble and were in perfect condition when the building was finally demolished in 1963.

The business continued to thrive and in 1908 the partnership was turned into a limited company, the existing partners, Mr. F. Garrett, Mr. W. A. Tanner and Mr. A. Tanner, being joined by Mr. Arthur Eames and Mr. H. S. Pearsall.

In 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 stockrooms.



Fire in our Hutton Street factory, 1929.

After the 1914–18 war Mr. Frank A. Garrett, the son of Mr. F. Garrett, joined the board of directors, and in spite of the difficult trading conditions in paper and print in the early '20s the Company's position was consolidated and considerable additions were made to the machinery for the manufacture of envelopes and stationery.

In 1929 disaster struck when the top floors of our factory in Hutton Street were burnt out, and the plant and material on the lower floors were seriously damaged by water. However, rebuilding was put in hand and the opportunity was taken to modernise the plant.

Progress continued to be made throughout the '30s.

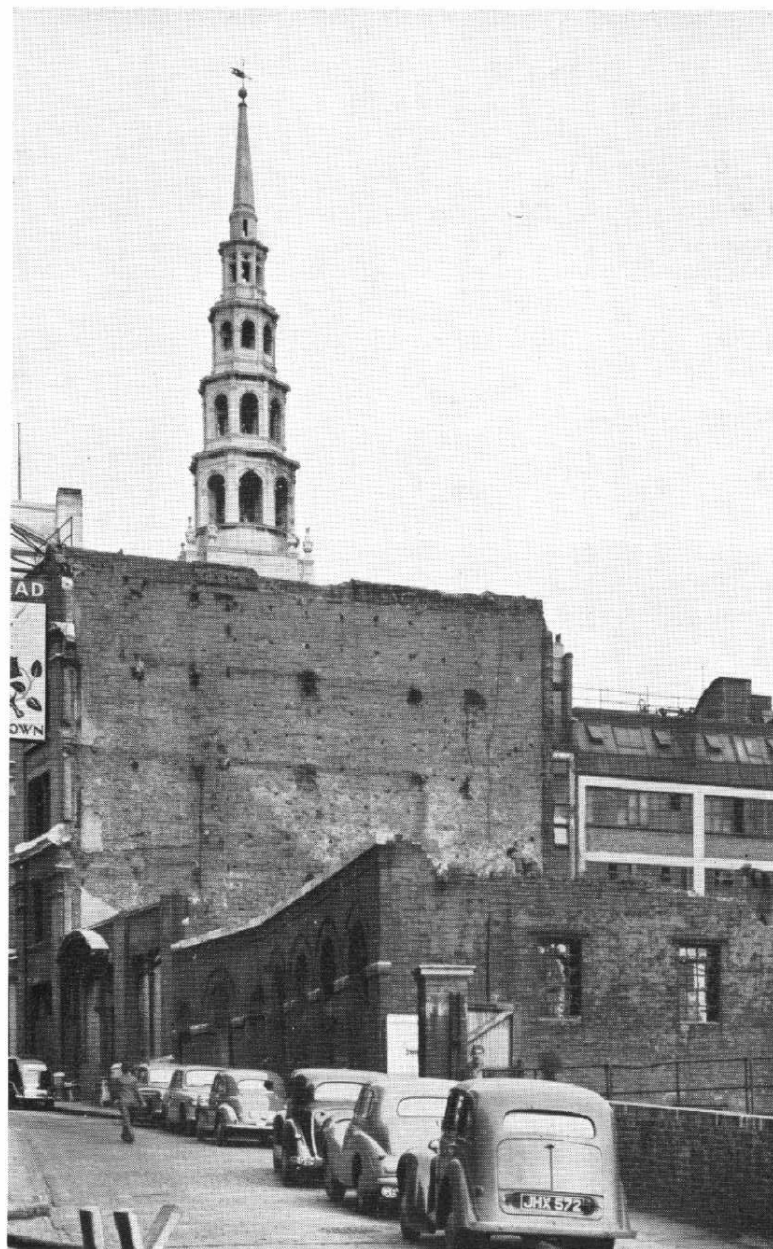
On the outbreak of war in 1939, many of the staff, who were already in the Territorial Army, were called up, but the Company carried on under the restrictions engendered by the paper control. A heavy blow fell in 1940, when owing to enemy action in the first 'blitz' on the City the entire premises in Dorset Rise were destroyed by fire which had spread from neighbouring buildings. The total stock of paper amounting to several hundred tons was completely lost, together with practically all our records, which has meant that the writing of this history has been made more complicated and there are many gaps which we are unable to fill.

Following this misfortune new premises were quickly obtained at Wheatsheaf House, Carmelite Street, E.C.4, where the Company settled down to supplying the essential needs of the printing industry during the war years.

Following the end of hostilities many of our former staff returned from service with the forces, only to find supplies of paper severely restricted. In 1946 Mr. Arthur 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, and Mr. A. Derek Tanner, who had joined the Company in 1932, were elected to the Board. Mr. A. Derek Tanner is the son of Mr. Arthur Tanner and grandson of the founder.

In the 1950s the Company expanded very fast as supplies of paper became more readily available, and in 1957 a new branch was opened at Leeds under the management of Mr. Arthur Harrison and this was later moved to new premises at 68 Wellington Street, Leeds 1.

This office and warehouse now serve the whole of the North of England, and aided by a fleet of various carriers, give a service of delivery second to none.



The remains of our Dorset Street office and warehouse after the 1940 blitz.



Wheatsheaf House, Carmelite Street, London, E.C.4.



Northern office and warehouse, 68, Wellington Street, Leeds, 1.

In 1958 Mr. Anthony Richard Tanner, son of Mr. A. Derek Tanner, joined the Company, making the fourth generation to enter the Company.

In 1960 the Company took the decision to move out of the City of London, where we were being slowly strangled by lack of space and the impossibility of installing modern handling methods. We disposed of the remaining lease of our old factory in Hutton Street, and bought a building at Crayford two-thirds of which we proceeded to demolish and rebuild as a modern single-storey building of some 36,000 square feet with a separate office block. In February 1961 we started to move the plant to our new factory and at the same time took the opportunity to add many new machines. In March the office staff moved from Carmelite Street, leaving a sales staff under the direction of Mr. John Pearsall, the grandson of Mr. Mr. H. S. Pearsall, who was one of the original directors when the Limited Company was formed in 1908.

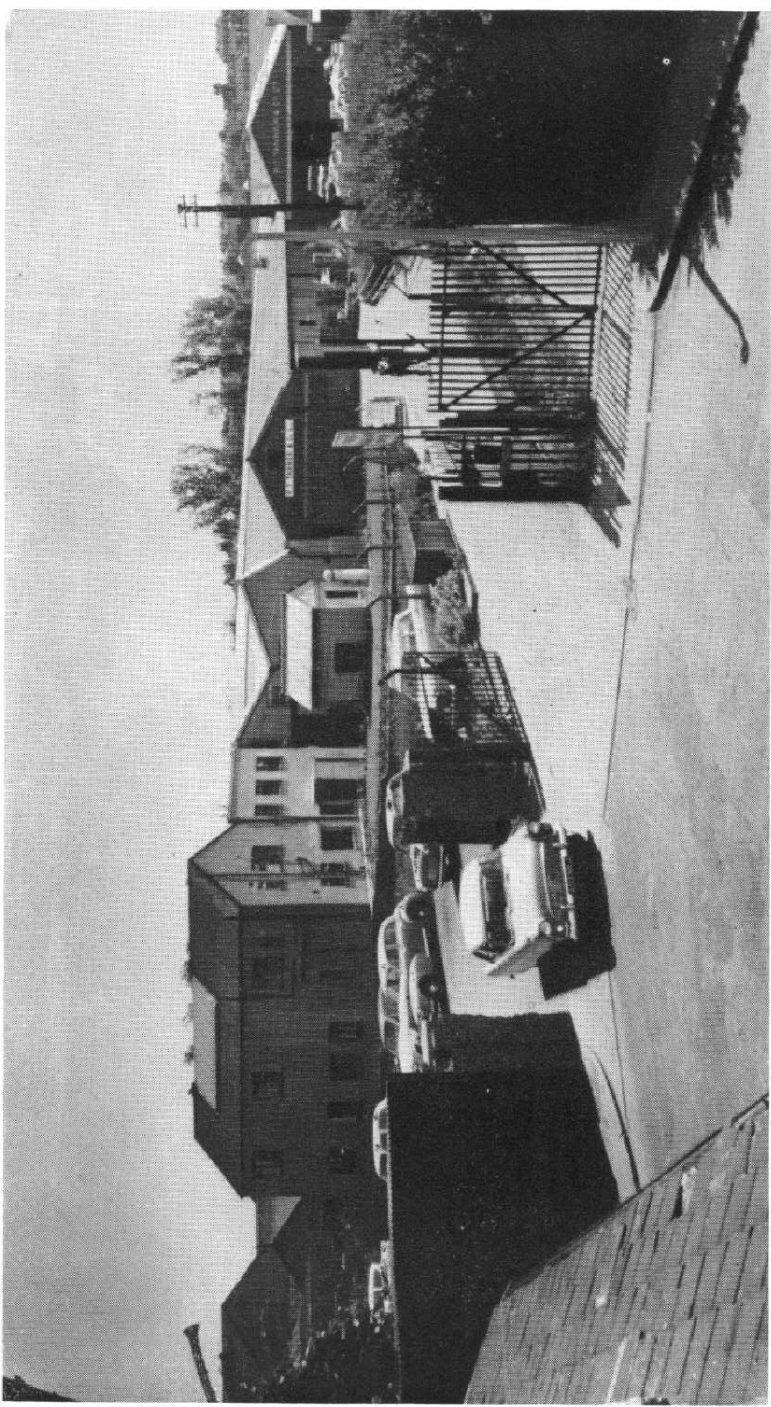
In March 1962 Mr. Arthur Tanner, who had served the Company for 65 years, retired from the position of Chairman, though he still remains a director, and Mr. A. Derek Tanner was appointed Chairman and Managing Director—Mr. John Pearsall was appointed a director in the same year. Now we have reached the present time and have found our feet in our new surroundings, and we are busy making further plans for expanding our sales, knowing that we are able and have the space to cope with any such expansion.

The various departments of our business are staffed by Managers who have been many years in the employ of the Company, and who therefore know your requirements and can give you the personal service upon which we pride ourselves. Mr. John W. Muir is in charge of the paper sales, Mr. William Hedley of the manufacturing, and Mr. Stanley Seary of the board sales.

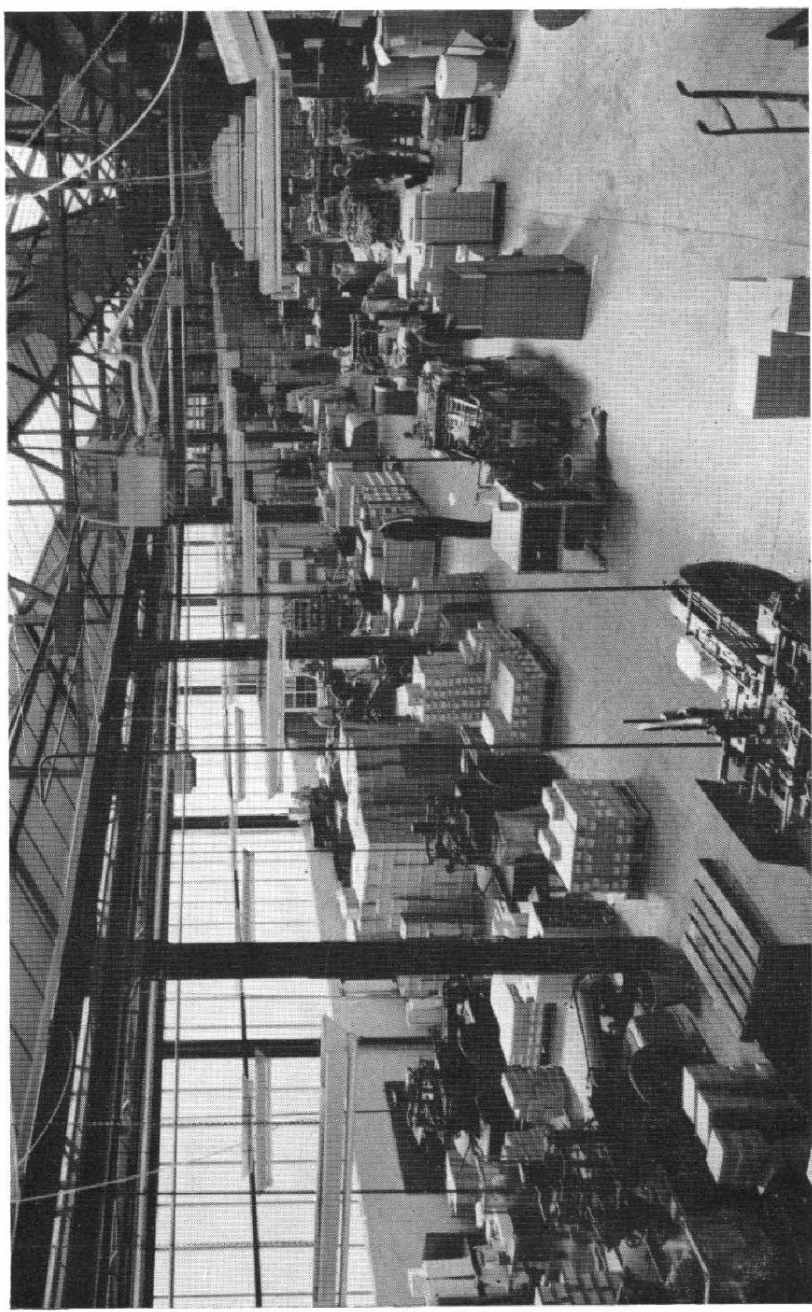
Mr. Arthur Tanner has just presented to the Company a painting of his father Mr. Richard Tupper Tanner, the founder of the firm. This picture of a gentleman resplendent with massive side whiskers is being cleaned and restored and will be hung in a place of honour at our Crayford offices.



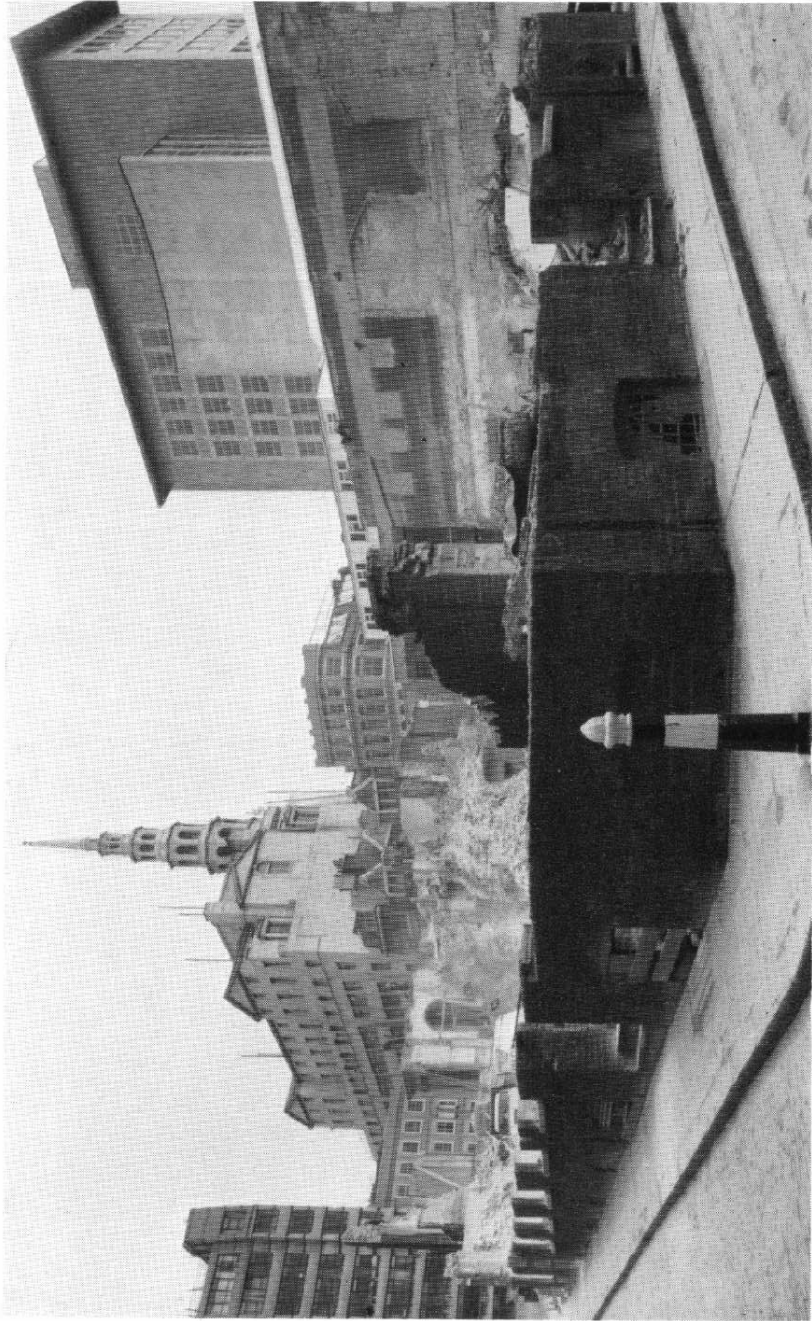
Moving our factory to Crayford.



Wheatsheaf Works, Crayford, Kent.



An interior view of part of the Crayford factory.



All that remains of the Hutton Street factory after demolition, 1963.



*A. DEREK P. TANNER,
Chairman and Managing Director.*

Joined the Company in 1932, and was trained in every department including 2 years 'on the road' before joining the Royal Artillery from 1939-1945. Elected Chairman of The Envelope Makers and Manufacturing Stationers Association in 1961 and re-elected for a second year in 1962.

Centenary Competition

The competition for the cover of this issue of the Centenary issue of our house journal was a great success and the number of entries far exceeded our expectations. So many were there and so high the standard that it was felt that the judging should not be left to the editor, but thrown open to many of our staff who voted their preference. The entries were received by the managing director's secretary who numbered each entry on arrival, and from then onwards the only identification was the number, so that no judges had any indication of the designer or firm submitting the various designs.

The judging proved extremely close and six entries were separated by only a few marks, the winner being Mr. Stead of Messrs. G. A. Pindar & Son of Scarborough. Mr. T. Pindar generously suggested that the credit of £25 of paper awarded to the firm should be donated to a charity and we readily agreed.

The runner-up was Mr. M. Warner of Messrs. Benn Bros. Ltd., the well-known publishers of Fleet Street, London. This design was felt to be most suitable for future issues of our journal and although no second prize was contemplated, we were pleased to hand him a cheque for five guineas.

We would like to thank all the contestants who so sportingly submitted designs, and made our task so difficult.

We are pleased to be able to show a photograph of our Mr. Arthur Harrison, the Manager of our Leeds branch, making the presentation to Mr. Stead at G. A. Pindar & Son's printing works at Scarborough on Monday 29th of April.

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Turning away from business for a moment, we would like to take this opportunity of congratulating our director, Mr. John Pearsall, on once again being elected captain of Teddington Cricket Club, now in the 130th year of its existence, and this year celebrating 100 years of playing on the same ground in Bushy Park.

We would also offer our congratulations to Mr. Anthony R. Tanner on being elected captain of Rosslyn Park Rugger Club for 1963-4. He will be one of the youngest captains, if not the youngest, ever elected to this well-known club in its long history.



Arthur Harrison presenting a cheque to Mr. Stead in the presence of Mr. T. Pindar.

In our opinion . . .

Every quarter for the last eleven years we have endeavoured to publish an article concerning the present conditions ruling in the paper trade and then try to give our opinion as to the immediate future. Without blowing our trumpet too hard, our forecasts have proved remarkably true, though perhaps we may be accused of impatience, in that conditions of rise or fall in demand have taken longer to mature than we have suggested.

What is happening now? The economy is still showing signs of recovery, but at a very slow pace, which to us the impatient seems far below the pace required for the country, but on the other hand it is safer. Too rapid increases in demand have always resulted sooner rather than later in violent inflation, so it is to be hoped that the present trend is more likely to result in a well-founded and steady increase in trade.

It is virtually impossible to estimate the capacity at which paper mills are now running as opposed to their total capacity, but there is no doubt that a considerable increase in tonnage is available if required. Mills are at present reasonably comfortable as far as orders are concerned, but their output always can be increased with overtime and week-end working. Trade is of course highly competitive, which is a sign that there is an insufficiency of orders, coupled with the fact that imports of paper are steadily increasing. With the threat of the speeding up of tariff reductions in E.F.T.A. these imports are certain to increase yet further, and in any event are sure to continue to hold down prices of British made paper and board, until such time as consumption and production are in balance, which we assuredly cannot yet foresee.

There seems to be a general air of improvement in trade throughout the country and provided that this is sustained throughout the remainder of this year, it will have a stimulating effect upon our trade, and heaven knows this is due.

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This issue of our Journal has been largely confined to our life history. There are many items of trade and personal interest which we are holding over to the next issue.

The cover of this issue of
our Journal is printed and
celloglased on our

SALISBURY IVORY

Thick substance board

These boards are stocked in Thick and
Extra Thick substances in Royal and
all standard cut card sizes
