

HIGHLIGHT



R. T. TANNER & CO. LTD.

London Sales Office
WHEATSHEAF HOUSE, CARMELITE STREET
LONDON EC4
Telephone: FLEet Street 7051

Leeds Office and Warehouse
"CORNER HOUSE", WHITEHALL ROAD
LEEDS 12
Telephone: Leeds 30805 (2 lines)

● **The House Magazine of R.T.TANNER & CO. LTD.**

WHEATSHEAF WORKS
CRAYFORD · DARTFORD · KENT
Telephone: Crayford (CY) 26255

New Series No. 55
OCTOBER, 1965

To the already wide range of papers and boards held at our Northern Warehouse we have added:—

DARTFORDS Tinted
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DOUBLE IMPACT

ENERGY White Boards

in all popular colours, sizes and substances

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**CORNER HOUSE
WHITEHALL ROAD
LEEDS 12**

Paper - Boards - Envelopes

Tanner's Quarterly Trade Journal

This issue of our Journal is written when we are generally enjoying our holidays on the beach, well away from our offices and consequently viewing affairs in our trade from a distance. This year is no exception except that we are "enjoying" a holiday looking out at the sea with the rain steadily pouring down from a leaden sky. Consequently we should be forgiven if our remarks and opinions are somewhat jaundiced. However, we consider that in the present position of trade in this country these remarks may not be so out of place, though we have enlarged on this in the following article.

It is regrettable that uncertainty strikes at this time, because we all return from our holidays refreshed, and in the knowledge that we are traditionally facing the busiest period of the year when production should be at its maximum.

We are pleased to draw your attention to the new cover of our Journal. This design, which took second prize in the competition held some two years ago for a cover for our centenary issue, was entered by Mr. M. Warner of Messrs. Benn Bros. Ltd. the well-known publishers. Slight alterations have been made to the design as it is no longer a centenary issue and has been amended accordingly. We consider that this gay design demonstrates the cheerfulness which we at Crayford exhibit in spite of difficulties which are very apparent in the outlook facing industry.



The cover of this Journal is printed on Priority White Art Boards Royal 21 lbs. and the text on Priority White Art Double Medium 70 lbs.

In our opinion

We are a materialistic nation. We doubt if people are really interested in the past, however recent, but are more and more concerned with the present and future.

This therefore brings us to the situation today. There is no doubt that the various restrictions which the Government have rightly or wrongly put into effect are producing a serious reduction in retail demand, and this is only the beginning. It may not yet have reached our trade, as being a service industry we are always affected long after the main producing industries, and our recovery is also considerably in arrears of their return to prosperity.

There was no doubt that the Government were correct, in the circumstances facing them, in putting restrictions upon demand into practice, but like their predecessors do they know when to relax them? Each Government in turn seems unable to comprehend that these sort of measures take considerable time to take effect and as long again to alter the trend to full consumer demand. There is the ever-threatening recession staring them literally in the face, yet in order to placate the foreign bankers, more and more restrictions had to be placed upon spending.

We would venture to suggest that the economy should be stimulated at least six months before the normal time at which previous Governments have taken such action. In our opinion the time has come to restimulate business activity now and not wait till next year. Surely we must have learnt how long it takes for any restimulation to take effect in the economy, and any small relaxation, and there the emphasis is on "small", would not have any ill effects on foreign opinion.

The trouble is that previously the Government have always left it too long and too late and then have had to pump far too much money one way and another into the economy. Our advice, for what it is worth, is a little and often.

So far there has not been much recession in our trade, though there are signs that there is a distinct levelling off in demand and many mills' deliveries are becoming more reasonable.

The outlook for the mills is not exactly encouraging. With a levelling off in demand, there is certain to be an increase in

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Bargains

As a result of discontinuing certain of our stock lines in favour of new and more popular qualities, We offer these oddments, all of which are in first class condition, at knock-out prices.

35 Reams	Exeter Bank White Lge. Post 12 lbs.	@ 1/5 lb.	
210	„ Sterndale Woodfree Bond White Lge. Post 15 lb.	} 1/4 lb.	
74	„ Sterndale Woodfree Bond White Lge. Post 18 lb.		
53	„ Sterndale Woodfree Bond White Medium 18 lb.		
72	„ Sterndale Woodfree Bond White Medium 21½ lb.		
40	„ Norwich Azure Laid Lge. Post 23 lbs.	1/3 lb.	
13½	„ Elysian Offset Litho Dble. Demy 48 lbs.	1/3 lb.	
2,000	T.R.4 White (Old Shade) Boards Postal 2 sht.	18/5	100
1,500	T.R.4 White (Old Shade) Boards Postal 4 sht.	27/-	100
270	T.R.4 White (Old Shade) Boards Royal 4 sht.	22/4	100
2,700	Ivorex Smooth White Board Royal 16½ lbs.	} 1/3 lb.	
1,756	Ivorex Smooth White Boards Royal 21 lbs.		
2,890	Ivorex Smooth White Boards Postal 20½ lbs.		
19,634	Chichester Light Blue Boards	Royal 3 sht.	} 20/- 100
10,050	Chichester Primrose Boards	Royal 3 sht.	
10,700	Chichester Mignonette Boards	Royal 3 sht.	
13,300	Chichester Mignonette Boards	Royal 4 sht.	} 25/- 100
7,900	Chichester Fawn Boards	Royal 4 sht.	
12,656	Chichester Rose Boards	Royal 4 sht.	

All Offered subject to intermediate sale.

Samples sent on request.

price competition. To this will be added the threat of further price cutting from overseas, by companies determined to maintain their traditional markets.

By the end of the year there should be a further cut in E.F.T.A. duties and what about the temporary import surcharge? We draw attention to the word "temporary" and we feel that with the advent of autumn more pressure will be put upon this country to reduce the surcharge, yet the only safe way would be for a return to import quotas. What a problem to be faced by the Government and also by the paper mills of this country.

Preferred sizes of envelopes

The leaflet on Preferred Sizes of Envelopes issued with the last edition of Journal proved of enormous interest to the trade, and we were inundated with requests for extra copies. We had anticipated that anyone having any dealings with envelopes would require copies for themselves and their larger customers, so we had printed several thousand additional copies, and still have a few left if you require any more.

Since we printed and issued the leaflet the Postmaster-General has announced the exact date on which the preferred sizes come into effect and the rates for non-preferred envelopes. In both our estimates we were correct, the exact date being 1st July, 1968. The non-preferred rate will be that ruling for the next weight upwards. A non-preferred size weighing under 2 ozs. will be charged at the 4 oz. rate, namely 6d. and so on.

Crayford

We like to think that our office organisation is such that the system runs itself, and to a degree this is correct, but staff is very important to us. We show on the following pages some of the staff of our Crayford office which deal with your orders. Further photographs will be published in our next issue.

four

General Manager

*William Hedley joined the Company in 1934—
Served in the RAF
Middle East during
the war.*



Distribution Manager

*Anthony R. Tanner,
started with the Company
in 1957. Was a
representative before
appointment to present
position.*





*Mervyn A. Whitfield
joined the Company in
1964 in Distribution
department.*



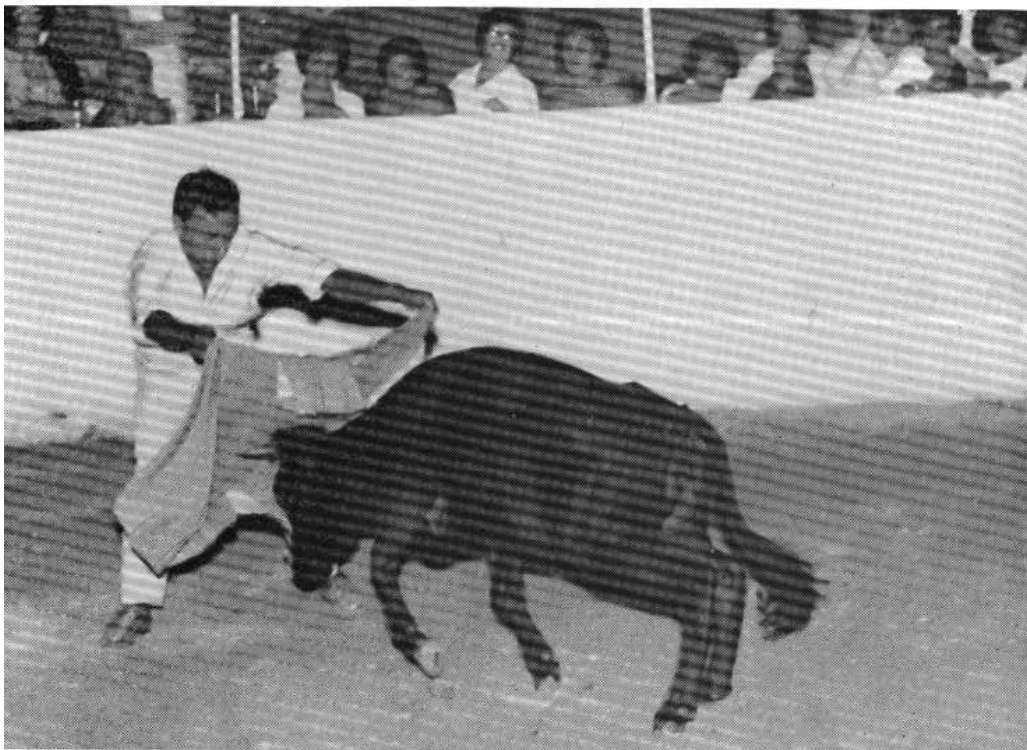
*Miss Jean Hale joined in
1964 in the Distribution
department.*

*Mrs. Pauline Force
came to the Company
in 1961 as
shorthand-typist.*



*Mrs. Margaret Andrews
joined the Company in
1960. She is head of the
Invoicing department.*





Tanner's representatives are nothing if not versatile. The above photograph shows our Mr. Richard C. Verden trying his hand at a "Bit of Bull" whilst on holiday in Spain.

We are happy to say that Mr. Verden is back at work again quite unharmed, and we assume that the Bull is the same!



We should like to congratulate the following members of our staff on passing their examinations. Miss Pauline Heritage of the London Sales Office passed the N.A.P.M. intermediate course, and Mr. M. A. Whitfield of Crayford Office passed the same examination with credit.

Our representative Mr. Michael Freeman also passed Paper Technology and The City and Guilds Paper and Board Making Practice.

The Printing Report

The report on wage costs and prices in the printing industry undertaken by the Prices and Incomes Board at the request of the Government was published in the latter half of August.

The report found that the wage settlement reached earlier in the year is likely to result in an increase in earnings out of keeping with the White Paper on prices and incomes policy. But it suggests that changes in working practices might justify such an increase, and proposes that the industry's Joint Manpower Committee should publish a report by mid-1966 in the light of which a definite judgement of the settlement would be possible.

The report stresses that the key to their conclusions and recommendations lies in the securing of a "major change in working practices".

To achieve this change, the report proposes a new role for the Joint Manpower Committee, which was set up at the beginning of the year principally to remove manpower problems in the industry from normal wage negotiations. The report suggests that the Committee should have terms of reference that specifically include the efficient use of manpower, be headed by an independent chairman; review the performance of the industry on the basis of information provided by an independent staff which would also serve as background in future wage negotiations; consider the registration of wage increases negotiated in individual printing houses; and consider the establishment of machinery for resolving differences over the manning of, and payment for, new machines.

The report recommends the elimination of the cost of living bonus during the next round of wage negotiations, and conversely urges the Government and industry to review the use of contracts, for printing and other purchases, that include automatic adjustments of prices to wage increases.

The report urges the establishment of an industrial pension scheme to remove fears of redundancy, and further amalgamation of unions as rapidly as possible with the objective of a single union for the industry.

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The report also asks the question "how has it come about that in this industry, output per man-hour has risen only slowly, earnings have risen rapidly, profits have fallen and prices have risen . . .?"

Employers complain most about restrictions on the numbers of apprentices, but inefficient use of manpower already in the industry is more serious. This is tied up with problems of restrictive practices and demarcations, both within and between unions. The report gives several examples—restrictions on upgrading of non-craftsmen; overmanning of, and limiting output from machines—and describes them as a serious impediment to the introduction of new machines and techniques.

Management is also criticised for its "fatalistic acceptance" of these practices as "part of the very character of the industry". It carries its share of responsibility for "failing to remove the sense of insecurity which accounts in large measure for the worker's attitudes".

We pass no comment on this report, because it is a very long document and we have hardly had sufficient time in which to study it fully. Suffice it to say that in our opinion it is very comprehensive and looks very much as if it could act as a blueprint for the future of the industry.

Sample Sets

Our new paper and board sample sets are now ready and our representatives are busy now exchanging these for the old sets.

With the enormous range now carried by us, it may not be appreciated just how much work is involved in producing these sets. At the present stage of change in printing and paper making, old qualities are being improved and new grades produced constantly, with every mill striving to capture more of the market with a new and improved quality. This involves us in steady changes in our stock range, and it is becoming difficult to keep our sample books up to date. By the time we come to print the last sections, several grades in the first few sections have to be scrapped and reprinted. However, the sample sets now being issued are as up to date as they will ever be. All we ask of you is to give our representative the old sample set in your possession when he will replace it with a new one.

We are also reprinting our paper and board price lists, and these will also be exchanged for you by our representatives.

More Space · More Stocks

Our Northern Branch

is now at

CORNER HOUSE

WHITEHALL ROAD

LEEDS 12

Telephone: LEEDS 30805

Paper · Boards · Envelopes

STOP PRESS

We are pleased to bring to your attention that, due to greatly increased production, we are now able to offer all our envelopes for immediate delivery ex stock.

There may be occasions when due to sudden demand a quality may be cleared temporarily, but it will be a rare occurrence and then only for a day or two.

You can rely on Tanners for envelopes.



We draw your attention to the enclosed envelope. This is a discontinued line and the envelopes are perfect in all respects, yet showing a saving of 25 per cent. Limited quantity only, order now.



We are now stocking at both Crayford and Leeds Victory Bank and Bond in white and tints. This new high class paper is proving extremely popular and if you have not used it yet, we will be pleased to send you samples and full particulars.



In Conclusion

We print two interesting extracts from English compositions, which should not really have occurred.

"It is pleasanter to travel by train than by coach . . . In a train a person can go to the toilet and have lunch while the train is moving but in a coach this is not possible."

"The only sound was the birds sinning in the bushes . . ."

With grateful acknowledgements to the Headmaster of Shrewsbury House Preparatory School.

A range of envelopes to suit every pocket and every taste

		100,000	50,000	25,000	10,000
	Boxed	per 1,000	per 1,000	per 1,000	per 1,000
3½ × 6 Deep Flap					
Magpie Manilla	1,000's	6/4	6/6	6/8	6/10
Mailing Manilla	1,000's	7/7	7/9	7/11	8/1
Champion Cream Laid	1,000's	10/2	10/6	10/10	11/2
Penguin Parchment	1,000's	11/6	11/10	12/2	12/6
Snowcap Cream Laid	1,000's	14/4	14/8	15/-	15/4
Crusader Cream Laid	500's	16/2	16/6	16/10	17/2
Centenary White	500's	16/6	16/10	17/2	17/6
3½ × 6 High Cut					
Marshall Manilla	500's	10/2	10/6	10/10	11/2
Wheatsheaf Manilla	500's	16/6	16/10	17/2	17/6
Osotuff Manilla	250's	20/6	21/-	21/6	22/-
Dorset Cream Laid	500's	18/2	18/6	18/10	19/2
Castle Cartridge	500's	19/-	19/6	20/-	20/6
Warwick Cream Laid	250's	23/-	23/6	24/-	24/6
Exeter Bond	500's	26/-	26/6	27/-	27/6
Eden Grove Bond	500's	30/6	31/-	31/6	32/-

For quantities below 10,000 add 1/- per 1,000, subject to Purchase Tax.

Tanners

for Envelopes