

A glowing white starburst symbol, resembling a compass rose or a stylized star, is centered on a dark blue background. The symbol consists of a central point with four long, thin arms extending outwards, and several shorter, thinner arms radiating from the center. The background has a vertical crease or seam down the middle, suggesting it might be a book cover or a folder.

HIGHLIGHT



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

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NEW SERIES NO. 61

APRIL, 1967

This issue of our Journal is printed on Priority White Art Double Medium 70 lb. and the cover on Astralux Board Caliper -010

Tanner's Quarterly Trade Journal

Squeeze or no squeeze we hit the target we had set ourselves for the end of March. Some three years ago we gave ourselves a figure for sales 50% in excess of the figures then ruling—This was a tall order without the imposition of any restrictions in trade, such as we have experienced during the last year. In spite of these we have continued to forge ahead on all sides of our business; direct ex mill orders, merchenting and manufacturing, envelopes, pockets and wrappers all contributed to the increase.

It is of interest to consider how we are showing this increase, when the paper industry, as a whole, is now under considerable restraint.

We attribute this mainly to being an independent family business employing the best possible staff. The big group can never hope to obtain from its staff the keenness, personal attention, and sense of achievement which permeates and exudes from the personnel of the lively, well organised independent company.

It all comes down to people in the end. One can have the best possible product to sell, but without good salesmen and administrators the product will remain on the warehouse shelf.

We are not a mail-order firm, and in spite of our venerable age, customers do not come to us because of our name. They come because we offer a service, be it advice, delivery, price or reliability, but above all they come because they like us, and by us we mean the staff who make the company tick.

Being independent we have one great advantage in that we can offer any mill's paper to suit the demands of the job, quality, delivery or price, and are not tied to a major group's products.

Now having given you the secret of our success we can confidently tell you that we do not propose to stand still, but rather to continue the momentum of our advance, and add a similar amount to our sales but in a somewhat shorter period.

Optimistic? No, realistic.

Problems in Our Trade

"You are watching the printing industry go through the pains of a new birth"—These are the words of Sir Max Bemrose, vice-president of the British Federation of Master Printers, at a luncheon following the January Council Meeting of the Federation.

Never has our industry gone through such a change in such a short space of time, as is happening now. The whole concept of composing and printing is changing at a speed which is leaving management and unions gasping.

Constant friction is arising over the many problems which have been caused by the changes in several large works, and much re-thinking must take place amongst both employers and employees. Never has it been more necessary for unions and management to get together to thrash out these problems, yet they are as far apart as ever. Many of the problems are, in fact, inter-union disputes, and only an amalgamation of the many unions in our industry will solve this, and open the way for a huge retraining programme. Why should an employee be put out of a job when a web-offset machine is installed, not because he cannot do the job, but because he happens to hold a card in a different union?

Do not think that in many cases the management is blameless. There is far too little getting together with the unions before the trouble arises.

Is it too much to hope that in the year ahead the Federation and the Unions will stop bickering and really get down to a crash programme for re-training, and the rapid interchange of personnel from one branch to another? If not, there are likely to be many more sources of unrest, and many many more unemployed.

Much of this and a good deal more is covered in the Cameron Report which was published on 12th January. The report has been welcomed by the British Federation of Master Printers. Let us hope that the Unions will equally accept it, and that quick action is taken to put the recommendations into effect.

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We are frequently requested to take back goods incorrectly ordered or for which our customers no longer have a call. Provided these are stock items we are prepared to accept these back, but due to the costs involved in carriage and crediting, we are obliged to charge 10% for handling.

two

We are the largest independent merchant stockist of

GAMBIT WHITE

The new all-purpose paper

16½ × 21	15,	18,	21	lb.
18 × 23	18,	21½,	25	lb.
17 × 27	20,	24,	28	lb.
20 × 30		30,	36, 40, 44	lb.
24½ × 34¼ (A1)	36½,	43½,	51	lb.

also stocked in 10 × 8, 13 × 8 and A4

Smalls	100 lb.	400 lb.	10 cwt.	1 ton	2 tons ex Mill
1/10	1/7	1/4½	1/3½	1/2½	1/1¼
		per lb.			

Tanners for Paper

Prices

In February and March, several of our competitors in the merchenting trade raised their prices by 1d. per lb. on smalls and 100lb. rates and proportionally lower increases for the other rates.

There is no doubt that these increases are justified, as in spite of the "freeze" costs have continued to increase, and most of these increases are due to governmental legislation.

However, we at Tanners have decided that we shall not raise our prices for the time being and will do our best to honour the standstill on prices. If costs continue to rise then we may have to reconsider our position: but at least for the present you can rely on us to give you the lowest possible prices.

The only exception to this is that our price for cutting is increased to 9d. per cut, in line with the remainder of our competitors. Cutting and packing is a service and the prices charged have never covered costs, so it is necessary to bring these more into line with the actual costs.

Leeds Branch

Our Northern Branch has, during the last three years, shown an enormous increase in sales, and the pace is increasing still faster. At that time we moved from Wellington Street, Leeds 1 to Corner House, Whitehall Road, Leeds 12, a much larger and better warehouse, and this was the base from which the advance was made.

In order to achieve this increase we have added several new members to our staff, and this has enabled us to give an improved service, which is so necessary. Our customers rightly demand above all else service, and it is our determination to give this to the limit of our ability.

We are showing photographs of our newer additions in the following pages, but firstly we have had to say goodbye to our Leeds Office Manager, Alan Robinson. Alan, who has been with us for five years, decided that he should see more of the world, and with two friends and a Land Rover is setting off for a working trip round the world lasting at least two years. They leave from Dover in early

April, travelling through France to Spain, hoping to obtain work for two or three months before moving on via Gibraltar to North Africa on their way to South Africa. It is with regret that we say farewell to a popular and loyal member of the staff and we wish him God speed, and he has promised to let us have news of his progress from time to time, which we will publish.

In his place we are pleased to announce that Mr. Andrew Hodgson joined us in March and has been appointed Leeds Office Manager. Andrew Hodgson has been trained in Spicers' Leeds Branch, and gained the N.A.P.M. intermediate and final Certificates. He has also passed the preliminary exam in the Higher National Certificate of Business Management. We welcome him to our staff, and feel sure that the service we have built up will continue under his able guidance.



Alan Robinson.



*Andrew Hodgson,
Office Manager.*



*K. I. M. Gill,
Representative.*

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J

*Trevor Wright,
Office.*



*Miss K. T. Ford,
Secretary.*

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Half a Century Ago

Glancing through some old issues of our Trade Circular published in 1917, exactly 50 years ago, we were amused to read several articles which we feel will be of interest to our present day readers. We publish these herewith:—

Extracts from Tanners Trade Circular 50 years ago

1. By 738 votes to 399 in a ballot, the members of the National Union of Journalists decided against a levy of 2d. per member per annum in support of the Labour newspaper the Daily Herald.
2. In our last issue, attention was drawn to a new machine for setting type by photography. Mr. W. Gamble now says that five years will be sufficient to develop photo-composing machinery. He does not suggest that it will supersede anotypes and monotypes. But that it will be probably employed at first as an auxiliary means of production.
3. The practice of posting (and in some cases, also printing) circulars from the Continent is at last receiving the attention of Parliament. This practice not only deprives our own Post Office of revenue, but it also plays into the hands of foreign printers. Replying to a question in the House, the Assistant Postmaster General hoped, in view of the reduction on inland printed papers to the pre-war rate of $\frac{1}{2}$ d. that the practice would be discontinued. But if it continued Parliament would be asked to grant additional powers in order to bring about its cessation.
4. According to the Daily Chronicle, the paper on which Treasury notes are printed is made within 20 miles of London. The mill is a small one, employing about 300 people of whom nearly half are women. It has long had a reputation for the excellence of its hand made paper; nothing else is produced, and when the Government decided to issue paper money the contract for notes of the smaller denomination was placed here and has remained ever since. Nothing but the finest rags are used in the production of the paper, which must be light yet tough; every sheet is subjected to a breaking strain of 60 lbs. before it is passed. Each process of manufacture is guarded with meticulous care and there is almost tiresome counting and re-

counting of the sheets before they emerge as the finished article and are handed over to representatives of the Treasury. It says much for the system that only one sheet, sufficient to print twenty notes, has ever gone astray. Hope has not yet died that some day this derelict may be found, to round off a record which is well nigh perfect.

It strikes us as incredulous that although written half a century ago the third article could have been written yesterday except for the $\frac{1}{2}$ d. printed paper rate!

For several years the Envelope Makers and Manufacturing Stationers Association has been conducting a campaign, not without considerable success, to cut down the amount of matter for this market printed and posted overseas, on the grounds of the quality and style (no anti-trap); all over printing which is not permitted in this Country; no purchase tax on the envelope; and cheaper postage. Many of these abuses have now been improved, but not entirely stopped. However, more printing is going abroad than ever before. It is true that we export far more printed books and journals than we import, but the gap is closing very fast indeed.

British Standards

Writing in the B.S.I. News in February, 1967, Mr. G. F. Ray, senior research officer, National Institute of Economic and Social Research says:—

“There are various reasons rooted in history—in the British weights and measures system for example—why Britain still has standards in many respects different from those generally accepted abroad (certainly in Europe). These differences will gradually diminish; there are signs in this direction, and the introduction of the metric system will give considerable stimulus to the process. But the period of transition may be a difficult one.

One of the Country's immediate problems in the period of transition is the introduction of internationally standardised paper sizes (ISO) although some progress, if slow, can be said to have been made in this direction.

Claiming fairly wide interest the subject was considered a good one for investigation and a survey on a limited scale was organised last year by the National Institute of Economic and Social Research.

Postal questionnaires were sent and received from 80 large users of paper from many types of trades in addition to papermakers and merchants—and the answers were almost unanimous in being beneficial.

The most interesting results were in the section questioning the slow progress in adoption, and a summary is given below:—

Inertia, conservatism, apathy	18
Lack of advice and publicity	11
Difficulty of conversion	10
Supply limitations (printers, envelopes)	8
Existing machinery geared to British Sizes	8
No benefit foreseen	5
Permanently higher expense	5
Insularity	3
No lead from government or trade	3

Glancing again into the past, in fact our Trade Circular dated February, 1922, we find the following leading article.

Standardisation

For some time various manufacturing industries have been giving very careful consideration to the question of standardisation. So long as the matter is dealt with on the same lines it may prove beneficial in many trades. The National Association of Wholesale Stationers has been in communication with the Master Printers on the subject, and a Committee has already been appointed by the former to meet the Federation of Master Printers on this important matter, and it is hoped that some definite arrangement, mutually beneficial, will be come to. *Prima facie*, it looks a very simple matter, but we can assure our readers that it is not quite so simple as it looks. The whole question resolves itself into (a) Standardisation of sizes (b) Number of sheets to the ream, and (c) The weight per ream. This question is also being carefully considered by American printers, but no definite action had yet been taken. Indeed it seems as if they were waiting to see what will be decided on this side before coming to any definite decision. Speaking recently on the subject in America, Mr. DONNELLY draws attention, and gives a word of warning, to a new size which is being promulgated very enthusiastically, called the hypotenuse oblong. He says:—"Some German savant conceived the idea that he would make the proportions of a sheet of paper such, that every time it was folded these proportions would always be retained, and the whole question of sizes would

For

POP and all other sizes
of Envelopes and Pockets

Talk

to

Tanners.



be solved. That proportion is 706 to 1,000. The whole argument is that if you have a page one size and you fold it again, you get the same proportions. This raises but one question which deserves a good deal of consideration before final action is taken."

Could this have been the beginnings of the international range of sizes?

Our Cover Competition

We had a fine response to our Competition for a new design for the cover of our Journal, over 50 entries being received. Owing to the difficulty of judging the entries, these were numbered on receipt and from then onwards were completely anonymous. All our office staff at Crayford were asked to vote for three entries in order of preference and the results were collated.

The first prize which is now featured on the cover of this issue was won by Mr. D. Foster of Francis Gregory & Son Ltd., Venetia Works, Spur Road, Feltham, Middlesex, and a cheque for three guineas has been sent to the winner.

Several other entries were considered to be excellent and two further prizes of one and a half and one guinea respectively were awarded and a special consolation prize of one guinea was given for a most humorous drawing. These prizes were won by the following:

2nd Prize	Mr. S. Killingbeck, Charles Clarke Ltd., 20/21 Boltro Road, Haywards Heath, Sussex.
3rd Prize	Mr. J. Meech, also of Francis Gregory & Son Ltd.
Consolation Prize	Mr. S. Williams, Purchasing Dept., British Ropes Ltd., Carr Hill, Doncaster.

These illustrations will all be used in due course, and our thanks are due to the many contestants who made this competition such a success.

twelve

ASTRALUX

one sided cast-coated board

We are now stocking this popular board in Crayford and Leeds.

Caliper .010		Smalls	100 lb.	400 lb.	10 cwt.
20½ × 25	18 lbs.	50/8	49/2	47/10	46/-
22½ × 28½	22½ lbs.	63/5	61/7	59/11	57/7

Caliper .012					
20½ × 25	22 lbs.	61/11	60/1	58/6	56/2
22½ × 28½	27½ lbs.	77/6	75/2	73/3	70/4

per 100's

Guillotine trimmed four edges—waterproof wrapped.

Tanners for Boards