

Highlight

The House Magazine of
R.T.TANNER & Co Ltd
Wheatsheaf Works
Crayford Dartford Kent

Telephone Crayford (CY) 26255





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

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

Leeds Office and Warehouse
CORNER HOUSE,
WHITEHALL ROAD, (0532) 30805
LEEDS LS12 1AQ

NEW SERIES NO. 69

April, 1969

*The cover of this Journal is printed on Astralux
Board Royal 18 lb., and the text on Priority
Art Double Medium 70 lb.*

Tanner's Quarterly Trade Journal

Monday 21st April is the date on which our London Sales Office moves to Crayford and is integrated into our head office.

The grouping of our sales staff with our head office staff will, we feel, make a far more efficient and effective unit and give quicker service.

Most of our sales staff will be moving to Crayford, but we have to say goodbye to Mrs. Joan Irving after nearly 24 years of service. We, at Tanners, thank her for her sterling service, and we feel many of our customers who know her well, would wish to add their best wishes for her future.

We also part with our London telephone operator, Vera Brewer, but we are endeavouring to fix her up with a similar job within the trade.

Will you please therefore note that from 21st April all correspondence must be sent to:—

Wheatsheaf Works,
Crayford, Dartford,
Kent.

Telephone: Crayford (CY) 26255

Customers in the North should, of course, send all requests to our Leeds Office:—

Corner House,
Whitehall Road,
Leeds, LS12 1AQ

Telephone: (0532) 30805

Wild Winter

We hope that when you are reading this that the sun will be shining and your thoughts will be on the advent of Spring with the resultant resurgence of life in field and garden.

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As we write this, however, we are being faced with a near breakdown in travelling arrangements after three or four inches of snow. This is not the result of a sudden and unexpected fall, but after a period of ten days in which temperatures were around freezing and small quantities of snow had been experienced on several days. Even the long range weather forecast had been correct, yet road and rail travel were chaotic.

Our annual journey to Manchester for the Northern Paper Makers dinner, prior to which we had fixed an important appointment in the afternoon, was a typical instance. After a nightmarish journey to the local station over unswept roads we were lucky to catch a train immediately, albeit the one before that which we had planned to catch! Even this was half-an-hour later in arriving at the London Terminus to what we had expected. Here was chaos, thousands of workers queuing for every method of transport, taxis, buses and underground. Eventually, we arrived at Euston ten minutes late for our train, but we need not have worried. After a few minutes we were greeted by an announcement that the inter-city train had not yet left the sidings. Our arrival at the destination was so late that it is better left unsaid.

In the North of England, where heavy falls are not infrequent, the organisation for road clearing is considerably more advanced than the Midlands and South, where the authorities look upon such happenings as utterly beyond their control.

Are they so busy building libraries, swimming pools and spending their limited resources on arts and crafts that there is not sufficient left to safeguard the essential services? We are not against spending more on such activities but it is the priorities over which we worry.

As a nation we are appalled at the number of days lost through various strikes and do not hesitate to condemn inter-union folly, but has anyone ever counted the man and woman hours lost per day through the inefficiency of public transport and the tardy building and ineffective maintenance of a proper road system in all weathers?

Having said this, we can only apologise to our customers who occasionally failed to receive consignments on the promised day. Our drivers did their best, but short of having their own snow plough they were severely handicapped.

We are the sole stockists of two qualities of Boards for which there are no competitors.

Stadium

White and Tinted Twin-Wire Boards

Far and away the lowest priced twin-wire board on the market.

Purleigh

White Pasteboards

For quality, bulk and rigidity there is no comparable board.

Send at once for samples and prices.

Tanners for Boards

C. 6 Envelopes

When using A.5 notepaper, unless the name and address is typed as high as possible on the sheet there is little, if any, room left in which to type a letter. Alternatively the name and address can be typed below the letter thereby giving more space to the matter.

We are now making C.6 $4\frac{1}{2}'' \times 6\frac{3}{8}''$ (114×162 mm) with the window in the high position, window size $3\frac{1}{2}'' \times 1\frac{3}{8}''$, position $\frac{3}{4}''$ left, $1\frac{1}{2}''$ up, to take A.5 with the address at the top in both Marshall Manilla and Centenary White. We also make the same envelope with the window in the low position, window size $3\frac{1}{2}'' \times 1\frac{3}{8}''$, position $\frac{3}{4}''$ left, $\frac{5}{8}''$ up, to take A.5 with the address at foot, and these are labelled Maidstone Manilla and Crayford White respectively.

The Marshall and Maidstone Manillas are identical qualities as are Centenary and Crayford White. The deliberate difference in the names is to prevent mistakes in ordering and handling in and out of stock.

Enclosed with this Journal is a sample of Centenary White C.6 Envelope without window. This is rapidly becoming one of the most popular qualities and sizes for commercial and personal use, and is of course within the POP range.

Cover story

The time to reproduce the new cover of our Journal was designed to coincide with the low ebb in the affairs of the Nation; the budget, the secrets of which are hidden at present, but of which we have grave fears; a long and dreary winter following a wet and poor summer; and spring. May we break out of our misery and this springtide have a laugh and a joke before we return to our many labours.

The drawing won second prize in the last competition for the cover of our Journal and was entered by Mr. S. Killingbeck of Messrs. Charles Clark Ltd., Haywards Heath, Sussex.

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A. Derek P. Tanner

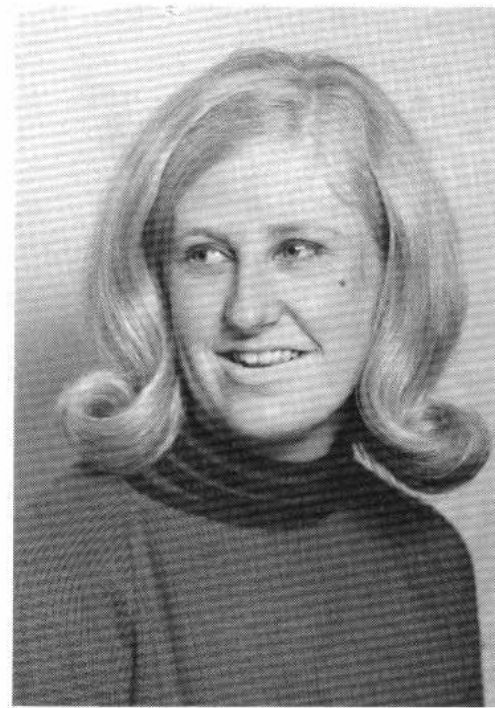
Not infrequently our Chairman and Managing Director is absent from the office, and of one thing we cannot accuse him is his enthusiasm for variety. In mitigation we list some of the duties he performs:—

Chairman and Managing Director of R. T. Tanner & Co., Ltd.
Director of Tanner Krolle (Leather Goods) Ltd.
Treasurer of the Envelope Makers & Manufacturing Stationers Association
Deputy Chairman of the Manufacturing Stationery Group of B.F.M.P.
Member of the British Standards Inst. Tech. Committee PAC/12
Member of the British Standards Inst. Panel on Metrication (Printing Industry)
Deputy Vice-Chairman of the Sevenoaks Division Conservative Assoc.
Chairman of the Rosslyn Park Rugby Football Club Schoolboys Seven-a-Side Tournament
and his hobby, when he has the time, is gardening!

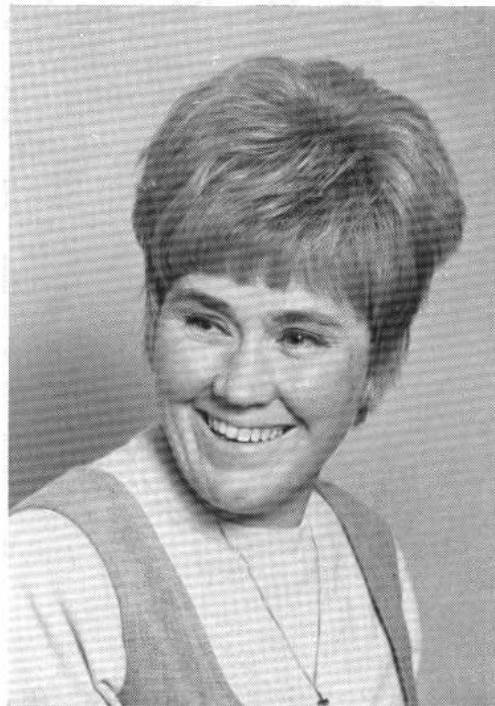
five



*Miss Monica Davies
Secretary to Production
Director*



*Miss Jill Crooks
Invoicing typist*



*Mrs. Mary Taylor
Costing clerk*



*Miss Mary Hutton
Invoicing typist*

Information please

More and more frequently one comes across complaints that paper is causing trouble on machines through one cause or another. In too many cases this can be due to lack of information passed via the merchant to the paper mill. No doubt this springs from the past, when it was considered unwise in disclosing the usage to which the paper was to be put.

Paper making has speeded up immensely, involving new processes and new raw materials. The days of esparto grass, which made into such a kindly sheet for virtually any process, are numbered and the quantity now being produced is extremely small.

The urge for whiteness has speeded up the transition to woodfree papers and with this move the craft of paper making has largely disappeared. The old beaterman with his vast experience, gathered over many years, would scoop out a handful of slush pulp, rub it between his fingers and thumb, whereupon he would pronounce that it required another ten minutes or throw in a handful of alum. He has now been replaced by a mass of dials, lights and buttons as automation takes over. This is a process of modernisation which had to happen, but no machinery can take the place of the experienced craftsman.

At the same time printing and converting machines have developed rapidly and speeds have advanced out of all recognition. Again many additional processes, which previously were undertaken separately are now incorporated on the printing machine, thereby adding yet further stresses upon the paper.

The printer does not escape criticism, since he is forever searching for a cheaper medium upon which to practise his craft, and for the sake of $\frac{1}{4}$ d. lb. will frequently change from a paper which works to another unproven grade. This would not be a problem if he volunteered the usage and printing requirements to the supplier. The merchant and mill want to know that the paper is used for four colour litho or two colour letterpress, varnished, folded, stitched or punched etc. We would not detract from the printers' skill in knowing from previous experience that a particular grade suits his purpose or his right to change on to any quality he wishes. We would, however, for any order of quantity, suggest that

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Envelopes & Pockets ?

Can we help? That is what we are in business for



For stock or specials first try:—

*Tanners for Envelopes
& Pockets*

he be fair to the paper mill and give them the full requirements. If then, by any chance, the paper is wrong and does not work, there is no argument and back it goes.

Paper facts

The British Paper Makers can look back on 1968 with some satisfaction, having achieved the highest output at 4,548,000 tons since 1964.

However, in spite of these good figures, satisfaction is tempered by the fact that imports of paper and board reached the highest ever level amounting to 2,233,000 tons and the cost to this Country was £164 million, 20 per cent. higher than 1967. This figure is $2\frac{1}{2}$ times the total imports in 1964. It took 12 years for imports to increase from 1 million to 2 million tons, but at the present rate of progression it is estimated that the time taken to increase from 2 million to 3 million will be only 6 years.

The main competition in imports in 1968 came, not so much in the traditional markets of Kraft, Newsprint and Mechanicals, but in printings and writings, which resulted in a decrease of 2 per cent. in the output of this Country.

Overall consumption in this Country was up 6 per cent. and at the same time exports were increased to 40,000 tons, earning £40 million, an increase of £7 million on 1967.

The growth record over the last few years shows a much greater increase than the G.N.P. of the Country as a whole, and there seems no reason whatsoever why this should not continue. Before February, 1971, virtually all catalogues and price lists for every trade will have to be reprinted with the advent of decimal currency, and if it is not done at the same time, again on the change-over to metrication. The printers are, therefore, going to be exceptionally busy over the next few years, and preparations will have to start fairly soon if the rush at the end of 1970 is to be avoided.

Sarum Bank & Bond

The numbers of cheap imported white banks and bonds on the market have suddenly diminished, due to the import surcharge. Now is the time to look carefully at our Sarum Bank and Bond. Woodfree, no mechanical, of good colour and bulk, this is a British made paper. Not a job line, but regular stocks at a most competitive price.

Details are shown on the opposite page.

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Regular stock line

Made in Britain

SARUM

Woodfree White Bank and Bond

$16\frac{1}{2} \times 21$	11, 15, 18 lb.
17×27	$14\frac{1}{2}$, 20, 24 lb.
18×23	13, lb.
A2. $17\frac{1}{8} \times 24\frac{1}{2}$	$13\frac{1}{2}$, $21\frac{3}{4}$ lb.

500 sheets

S/O LP.	Under			
	5 Cwt.	5 Cwt.	10 Cwt.	20 Cwt.
11 lb.	1/11	$1/8\frac{1}{4}$	1/7	$1/5\frac{1}{2}$
15 lb.	1/9	$1/6\frac{3}{4}$	$1/5\frac{1}{2}$	$1/4\frac{1}{4}$
18 lb.	$1/8\frac{1}{2}$	$1/6\frac{1}{4}$	$1/5\frac{1}{4}$	1/4

per lb.

Tanners for Paper

Decimalisation

Decimal currency will be upon us all before we can realise it. The first coin to be demonetised will be the halfpenny, which will no longer be legal tender after 31st July, 1969. Minting of the half-crown has already ceased and these coins will be withdrawn by the banks during the course of the year. It is estimated that 100 million half-crowns will have been withdrawn by the end of June, and a further 100 million by the end of September. After the 31st December, 1969, the half-crown will no longer be legal tender.

The existing shillings and florins will remain in circulation for an indefinite period together with the new 5p. and 10p. coins which were put in circulation in April, 1968. The new seven-sided 50 p. will come into circulation in mid-October, 1969 and the 200 million 10/-d. notes will gradually be withdrawn.

The 1d., 3d. and 6d. coins now in use will continue to be legal tender during the change-over period after D. day and will then be gradually demonetised. All told 6,500 million coins will be withdrawn.

The period of change-over will be from mid-1969 to 15th February, 1971, the date on which all banks and government departments will convert to decimal currency. There will be no question of a lengthening of this period of change-over, in fact the Decimal Currency Board will review the possibility of shortening the period.

The Decimal Currency Board's booklet "Points for Businessmen" explains the correct style for printing sums of money in the new currency. Amounts in whole pounds may be expressed either with or without decimals, e.g. £6, £1,750, or £6.00, £1,750.00. The British method of using the comma and decimal point is to be retained.

Amounts in new pence only may be expressed either as units or as decimals of a pound, e.g. 82p., 4 p., or £0.82, £0.04.

The new halfpenny should be expressed as a fraction, e.g. $6\frac{1}{2}$ p., or £0.06 $\frac{1}{2}$, not £0.065.

Mixed amounts of pounds and new pence are to be expressed in the following manner, e.g. £57.62, or £11,437.54.

On hand written cheques a hyphen should be used instead of a decimal point.

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Customers in the North of England, North Wales and as far south as Nottingham and Lincoln please note that our Leeds Office has now a coded address.

**CORNER HOUSE
WHITEHALL ROAD

LEEDS LS12 1AQ**

Kindly adjust your records accordingly and contact them first for all your requirements.

Paper — Boards — Envelopes