



HIGHLIGHT



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

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

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NEW SERIES NO. 71

OCTOBER, 1969

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Tanner's Quarterly Trade Journal

The Autumn edition of this Journal is always the hardest to get together. After writing 70 editions what can one say that has not already been said before? Added to this is the fact that we have recently returned from holiday, where one tries to forget everything connected with one's business and the trade, and for the following fortnight attempts to get one's feet under the desk again and pick up the threads of one's job. There is little if any time left to consider such outside efforts as the writing of this Autumn issue of our Journal.

However, time certainly does not stand still, and we must pick up our pens and cogitate a while before committing ourselves to paper and then print, or we shall receive the usual letters enquiring whether we had gone to sleep or had merely become lazy and omitted an issue. We are pleased to say that neither is the case and that after an excellent holiday we are back to our desks and rearing to go (sometimes we wonder where to!)

The last issue of the Journal was largely made up of photographs and details of the staff whom you are most likely to contact when 'phoning us at Crayford and we make no apology for filling our pages in this way. We are a Company who take a delight in personal business. We want our inside staff to know you our customers, and we want you to know our people. Life itself is getting humdrum and impersonal as firms get larger and larger, but we prefer you to become acquainted at least on the 'phone with the people to whom you are talking and this constant repetition of names and faces helps. This is as near a personal contact as we can get and we hope to keep it that way.

Quotation of the month

..... Do your best and you are bound to succeed, there is so little competition

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In our opinion

According to the United Nations Food & Agriculture Organisation the 1969 capacity of the world's industry to produce paper is estimated at 133.7 million tons, an increase of 5.7 million tons over 1968.

The same estimates show that the world capacity to manufacture paper has expanded by 5.6 per cent. yearly since 1963 and may rise 4.5 per cent. in each of the next two years to reach 145.6 million tons in 1971.

As we stated in the last issue of our Journal the world's capacity to produce pulp is showing a slower growth in relation to paper production rising from 114.1 million tons in 1969 to 122.3 million tons by 1971. The balance between respective demand and supply will then be virtually correct, and we are left with the conclusion that unless there is a marked turndown on paper usage, prices of pulp will continue to harden.

At present the British Paper and Board Makers Association state that the return on investment the world over is 6 per cent. below the average for all manufacturing industry, and in the United Kingdom it is over 7 per cent. below the national average.

It is small wonder therefore that funds for the necessary capital investment in the paper industry do not appear to be generated within the industry itself. For a capital intensive industry this cannot continue. Unable to generate sufficient profits within the industry, and not showing enough in the way of dividends to encourage further capital issues, as compared with other industries, the mills will be forced to increase prices.

The outlook therefore is for steady but regular increased prices, mainly dictated by the resultant demand for their products.

At present most mills are fully booked ahead and deliveries are 4/8 weeks or even longer. Surprisingly little of this is due to tonnage diverted from abroad following the import deposit scheme. The total imported paper is only fractionally down on the previous year whereas the output of British mills is up by about 5 per cent. All this points to a healthy rise in consumption and with the busiest months ahead

CENTENARY white

C6 Envelopes

The sample enclosed in this Journal is the new International size 114 x 162 mm, the sales of which are increasing very rapidly.

100,000	50,000	25,000	10,000
28/6d.	29/-	29/6d.	30/-

under 10,000 + 1s. per 1,000—subject to Purchase Tax.

This is one of a complete range of envelopes and pockets in Centenary white, for commercial or domestic use.

Tanners for Envelopes

augurs well for the future. In any event the delivery from overseas is frequently far worse. An order placed with the mill in April for our well-known Purleigh Pasteboards is, as we go to press, just invoiced, and it still has to be cleared and delivered from the docks. No threats, entreaties, bended knees, salaams or top level 'old boy' talks, have had the slightest effect and in the queue one gets. Even allowing for a month's shut down for holidays, 5½ months' delivery is stretching matters rather far and it is small wonder that we have been out of stock of several lines. Forecasting that length of time ahead is a sheer impossibility, and although we frequently joke about crystal balls at our monthly buying panels, we cannot look ahead to that degree, and in this trade nor can anyone else. This, however, is small consolation to our customers who have been forced to wait overlong, but at least we can console them by saying that it cannot occur again, and the mills are well aware of this.

The outlook therefore for the next six months is not only for a hardening of prices, but of a continuation in the demand for paper and boards with the British mills going flat out. Just as we go to press we hear that the price of pulp is to be increased again, and this can only result in another early increase in paper prices.

Envelope prices

Following the increase in raw material prices and many additional costs, the prices of our envelopes and pockets were increased as from the 2nd September, 1969.

The increase has been kept to a minimum, due to improved production facilities, and averages approximately 4 per cent.

It is considered unwise to reprint price lists until the position regarding paper prices at the year end have been finalised. Meanwhile our representatives have duplicated copies available for issue if required.

Old soldiers never die

Approximately two years ago we were approached by one of our customers who was disposing of the services of an old retainer, Sydney J. Trowbridge, who had long past reached retirement age. As he lived near our office in Crayford, and wished to undertake an office job to prevent himself getting rusty, we took him on to maintain our stock card register.

Recently Mr. Trowbridge took a week's holiday and journeyed to Belgium as one of the few surviving members of the original Battery of the British Expeditionary Force which fired the first round in the 1914-18 War.

The Army thought it would be a nice gesture to take them over to Perennes 55 years later. The 13-pounder gun was borrowed from the Imperial War Museum in London, and the loading and firing of the blank was carried out by the veteran's hosts, their Successors in E. Battery No. 1 Royal Horse Artillery, though the order to fire was given by Lt.-Col. Maxwell (left foreground in photo).

After the ceremony the Mayors of the surrounding towns were presented and a commemorative stone unveiled, before the party adjourned for the week's festivities.

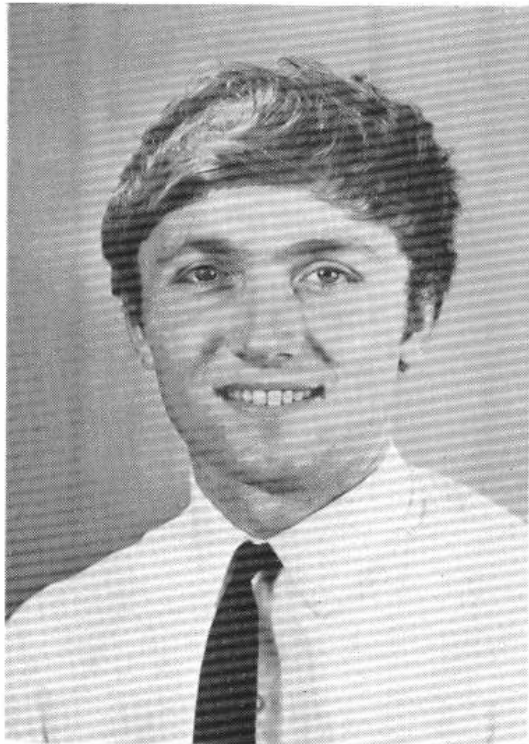
Sydney Trowbridge not content with his activities in World War I and as a regular for many years in India and the North West Frontier, was in at the beginning of World War II, as R.S.M. in an Anti-Tank Regiment only to be captured at Calais in 1940, spending the next four years in captivity and taking part in the infamous march of prisoners across Poland in the winter.

At the moment he is in hospital and we all wish him a speedy recovery.

In the accompanying photograph Sydney Trowbridge is the third man back in the left-hand file.

We are indebted to the Daily Sketch and Photocall Ltd., for permission to reproduce the photograph of this unique occasion.





John Leslie Steward, whose photograph we reproduce above, joined the Company in November, 1966. He came to us from Mitcham Cardboards Ltd., and was on the staff of the London Sales Office, until in April 1969 this was moved to our Head Office at Crayford. He thereupon joined the Distribution Staff at Crayford. He passed the final N.A.P.M. examination in 1968 and his knowledge of the trade is considerable.

In October he becomes one of our representatives in West London and Hampshire and those of you upon whom he calls will, we know, be pleased with his enthusiasm and sincerity.

Stock cut papers

We regret that in future we are not able to break cartons of cut paper, and all orders will be made up to the nearest cartoned quantity.

This is being done largely for the benefit of the customers. In many cases the box containers for 10 × 8, A.4 and 13 × 8 banks, bonds and duplicators are extremely fragile and in some

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qualities are only paper packed. By the time the outer cartons are opened, the packed reams removed and some left stacked in our warehouse, loaded on to our van, bumped around on the journey and then delivered to the customer the box has more often than not burst open with resultant damage to the contents. In all cases the outer carton is strong, easily transported and is more substantial in your stock room.

For your benefit we list the cartoned contents of most stock qualities which, incidentally, are printed in our paper and board price lists, though there are small alterations in the cartoning of Gambit All Purpose.

Quality	Substance	10 × 8	A.4	13 × 8
Y.D. White & Tinted Bank	S/o L.P. 11 lbs.	10	10	10
Darwhite Bank	" " 11 lbs.	10	10	10
Gambit all Purpose	" " 12 lbs.	—	12	—
" " "	" " 15 lbs.	10	10	10
" " "	" " 18 lbs.	10	10	10
" " "	" " 21 lbs.	8	8	8
Victory Bond	" " 11 lbs.	16	16	16
" "	" " 15 lbs.	12	12	12
" "	" " 18 lbs.	8	8	8
Plus Fabric Bond	All Weights	8	8	8
Croxley Script White	All Weights	10	10	10
Exeter Bond White	S/o L.P. 15 lbs.	12	—	12
" " "	" " 18 lbs.	8	8	8
Eden Grove Bond	All Weights	10	10	10
Croxley Script Tinted	S/o L.P. 18 lbs.	10	—	10
Wryto Spirit Wove	" " 18 lbs.	10	—	10
Orbit Dup. White	" " 18 lbs.	10	—	10
Plus Fabric Stencil Dup.	" " 18 lbs.	8	8	8
Croxley Dup.	" " 18 lbs.	10	10	10
64 Mill Dup. White & Tinted	All Weights	10	10	10
		8 × 5	8 × 6½	A.5
Y.D. White	S/o L.P. 11 lbs.	20	20	20
64 Mill Dup. White	" " 18 lbs.	—	—	20

Reams Per Carton.

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Derek Tonks joined the Company as a representative in November 1965. He covers South East London and a small part of the City. He is extremely knowledgeable particularly with regard to envelopes and pockets.

Obituary

On the 12th August Albert Garnham passed away suddenly. Albert joined the Company in 1930 from L. S. Dixon & Co. and for over 30 years was a representative mainly in North London, where he became extremely well known.

In July 1961 he retired and went to live at Keymer in Sussex and though his health deteriorated, he always remained bright and cheery, and frequently visited our London Sales Office and kept contact with some of his old friends in the trade.

He will be widely missed.



On 6th July Bill Cook died suddenly. Bill joined the Company in 1911 and was a guillotine cutter until he retired in February, 1963. He lived at Footscray and visited us at Crayford several times.

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REGULAR STOCK LINE

MADE IN BRITAIN

SARUM

Woodfree White Bank and Bond

	16½ × 21	11, 15, 18 lbs.
	17 × 27	14½, 20, 24 lbs.
	18 × 23	13, lbs.
A2	17½ × 24½	13½, 21¾ lbs.

500 Sheets

	Under 550 lbs.	550 lbs.	1100 lbs.	2200 lbs.
S/o LP. 11 lbs.	1/11¾	1/9	1/7¾	1/6¼
S/o LP. 15 lbs.	1/9¾	1/7¼	1/6	1/5
S/o LP. 18 lbs.	1/9½	1/7	1/5¾	1/4½

per lb.

Tanners for Paper

Metrication

At last the lead that we have been waiting for regarding the implementation of metric sizes for papers and boards has been given by the British Paper & Board Makers Association in conjunction with the National Association of Paper Merchants.

The timings of the change-over are as follows:—

Wrappings	1st January, 1970
Printings & Writings	31st December, 1970

These dates are for the completion to metrication and naturally the change-over will be taking place well in advance of these dates.

The biggest change will be in printing boards and when sold by weight this will be on the basis of grammes on the R20/R40 range of substances. When sold by caliper they will be expressed in microns. Sizes will be taken from SRA1 and SRA2, though the Imperial Postal size will continue until discussions are completed with the G.P.O.

In Printing & Writings the new stock range will be taken from SRA0, SRA1, SRA2, RA1, RA2, A4 and A5 and the crown derivation, based on a quad crown size of 768 × 1008 mm., although this size is not the precise equivalent of 30' × 40'.

Full details will be published in our next issue.



Cloth Lined and Cloth Centred Boards

The sales from stock of Cloth Lined and Cloth Centred boards have been diminishing for some years, chiefly owing to the high price.

We have therefore decided that owing to the very large range of colours which have to be held and the smallness of the orders it is no longer a commercial proposition to maintain stocks. Accordingly these lines will be discontinued when existing stocks have been cleared.

We will, of course, still supply quantities of 100 boards of a colour at short notice, but cannot break 'parcels'.

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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

Telephone (0532) 30805

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

Paper — Boards — Envelopes