

**Interlith
1970**

HIGHLIGHT



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

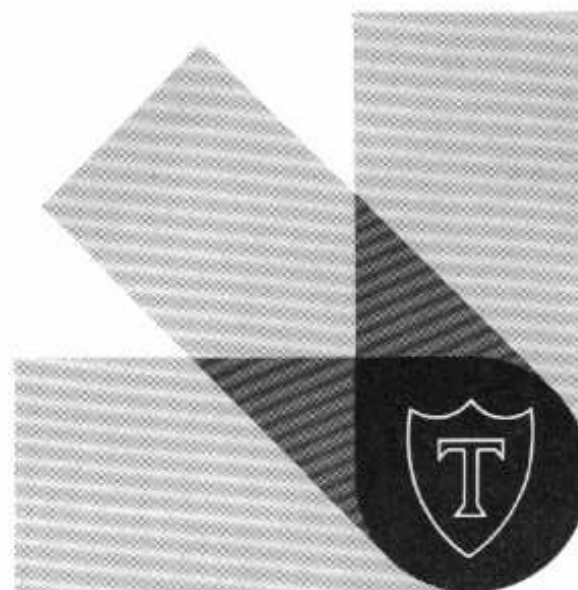
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**Tanner's
Quarterly
Trade
Journal**

Interlith Exhibition 1970

The 4th Litho Exhibition incorporating the Printers' Services & Supplies is likely to be the largest yet held. It is being staged at the National Hall, Olympia from 13th to 17th April, 1970 and will be open at the following hours.

Monday	10 a.m. to 6 p.m.
Tuesday	10 a.m. to 6 p.m.
Wednesday	10 a.m. to 6 p.m.
Thursday	10 a.m. to 9 p.m.
Friday	10 a.m. to 5 p.m.

The number of firms exhibiting has increased considerably and is now far in excess of previous exhibitions and the promoters are confidently anticipating an attendance of close on 20,000.

When you are exhausted after tramping round the machinery exhibits come upstairs to the National Hall Gallery, Stand FF7, and revive yourself in a comfortable chair.

Our motif is 3 into 1 will go at Tanners.

PAPER—BOARDS—ENVELOPES

one

The only independent company manufacturing envelopes offering this 3 in 1 service from under one roof. As independent merchants we stock the best and right paper for every job. Add to this a comprehensive range of envelopes and pockets and we can prove to you that 3 into 1 will go. Come and visit us at Stand FF7.

In our opinion

Attending the British Paper and Board Makers' Association's Northern District Annual Dinner in late February the talk was mainly of insufficient profits from the paper mills, the new increase in pulp prices as from July and the usual inspired guessing as to how much paper prices would rise.

There seems no doubt at all that the now regular six-monthly price increase will continue, so long as the consumption of pulp exceeds supplies and the demand for paper throughout the world continues at such a high rate. How far and how long will the rising market continue? No one seems prepared to answer this, but the consensus of opinion is 5 to 7½ per cent. twice yearly, and for a minimum period of 2 years. The key point is demand. Every time there is a sharp increase in paper prices the consumer tends to look for economies. Not very apparent as yet, but further such increases as we have recently witnessed will accelerate the process. Will it be lower substance than previously used, or a cheaper quality? This would be acceptable though unpleasant to some mills, but the alternative of reduced consumption would be very much worse. The paper mills have managed to absorb a great number of increased costs during the last few years, mainly by faster running, four shift continuous working, and greater general efficiency all round thereby pushing up output to almost the maximum possible. Any drop in demand would result in a reduction in maximum output and the profit margin would quickly disappear.

The slackening in demand has indeed started to appear and deliveries of making orders has dropped, in many cases, from eight to three weeks. All this may be due to the advent

Stadium Twin Wire

White Pulp Boards

Now stocked in

SRA 2 17 $\frac{3}{4}$ x 25 $\frac{1}{4}$

	Smalls	600	1,400	3,400	7,000	15,000
2 sheet ...	28/-	24/6	22/6	21/3	19/9	18/3
3 sheet ...	32/3	28/-	25/9	24/6	22/9	21/-
4 sheet ...	38/3	34/-	30/3	29/-	26/9	25/-

per 100.

Stocks are also held in Royal and Postal

The only twin wire boards selling at the same price as single wire board—

Tanners for Boards

of the budget, always a deterrent to business whenever there is any possibility of reduction in taxation—however vague the hope. Another possibility is the coming general election. Elections do create a certain demand for print, but on this occasion with such a wide divergence between the two main parties, large schemes for advertising or publicity tend to be held up awaiting the possibility of a new climate or otherwise.

However, over all hangs a cloud. The imports of paper and board rose by 147,000 tons or nearly 6 per cent. to 2,378,000 tons, and now accounts for 34.1 per cent. of total United Kingdom consumption. This situation is in spite of the import deposit scheme, and the eventual relaxation of this will result in a further increase in imports. So long as the strong market in pulp exists the integrated pulp and paper mills of Scandinavia are using this strength by only raising the price of their finished paper by the amount of the rise in pulp. Each time there is a rise, therefore, the Scandinavian papers become more competitive. It is therefore small wonder that the British paper makers are still worried men.



In our last issue of *Highlight* we foolishly talked about entering a new decade. We were very quickly taken to task by Mr. C. Harris of Harris Bros., who pointed out that 1970 is the last year of the present decade, and that a new one starts on 1st January, 1971. We thank Mr. Harris for pointing out our mistake and hasten to put the matter right.

Concerning ourselves

During the last two months persistent rumours have been circulating to the effect that we were being taken over or going into voluntary liquidation. We immediately circularised all our customers and suppliers hotly denying these rumours and we were extremely pleased to receive back many pleasant letters.

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We feel that the rumours may have started as a joke in which with the advent of decimal currency the tanner will disappear. However the laugh is on us as even the government is having second thoughts and the Decimal Board has been instructed to think again about the retention of this excellent coin. In the words of Mr. McLeod in the House of Commons on 19th February, 1970 "The fact is that the tanner has shown a quite astonishing capacity for surviving". We, at Tanners, are living up to that tradition.

Now as to our immediate plans. As we stated in the last issue of our *Journal*, another new pocket machine has been installed and is now running smoothly, bringing to an end the first phase of our re-equipment and leaving us with one of the most modern production units for envelopes and pockets in the Country. We must now ensure that full advantage is taken of this and our production increased accordingly, thereby cutting down the lengthy delivery we have been forced to offer. Signs are now apparent that this is happening.

Meanwhile we have taken over the plant and business of postal wrappers previously owned by Messrs. Backhouse and Coppock part of the Inveresk Group, and this is being integrated into our Crayford Works. The existing contracts previously entered into by Backhouse and Coppock will be honoured by this Company in full. The additional plant taken over will be complementary to our own and we can now offer gummed strip wrappers as well as our perforated or pleated wrappers. Every type of postal wrapper can be produced by us and the major share of the market, which we have always enjoyed, has been still further increased.

Here again our 3 into 1 motif is apparent; Perforated—Gummed Strip—Pleated wrappers being available in a variety of materials and in an infinite variations of sizes. If you mail periodicals you should consult us at once and we would be pleased to advise and offer a quotation.

Overleaf we reproduce a photograph of the north east corner of our factory. This illustrates five of the W & D envelope and pocket machines recently installed.

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Post Office news

Pop goes the weasel! Pop, or to give it its full title Post Office Preferred, is in trouble yet again. Having had its debut in this country postponed to October, 1973, the Universal Postal Union met at the end of 1969 to ratify the agreement. This was supposed to be a formality as all the 100 or so Countries involved had completed all their agreements many years previously, and this meeting had been planned from the outset, as the final meeting to rubber stamp the agreement.

In the Autumn of 1969 it came to the knowledge of the Envelope Makers and Manufacturing Stationers Association, through the secretary who was on a business trip in the United States, that the U.S.A. had changed their attitude to POP and were going to permit, in their internal mail, their standard size envelope which is approximately 9 x 6 inches. As the American mail is equivalent to 50 per cent. of the world's mail this was a major incident and the information was at once passed to our own Post Office officials at the U.P.U. meeting, who until then had no knowledge of the change.

When the meeting of U.P.U. finally convened all Countries, except Russia who was never a party to it, the U.S.A., Canada and three or four small East African states ratified the agreement as it stood.

Where does this now leave us? The Envelope Makers and Manufacturing Stationers Association has always attempted to get the Post Office to get the upper limit of POP to include the popular size 9 x 6 within the range, but to no avail.

A recent visit to the new Croydon sorting office, which is the first to be equipped with all the new production machines (Southampton and Norwich being mainly prototype machinery sorting offices) proved beyond doubt that our Post Office cannot mechanically sort any mail over maxi-pop size, namely $9\frac{1}{4} \times 4\frac{3}{4}$. A programme costing about £34 million for machinery has been embarked upon and no change is contemplated until the second generation machines are being considered and this is likely to be at least another seven years longer.

The Americans have plant which will actually sort 9 x 6 sizes, hence their independence, but at no-where near the speed of ours. The remainder of their machinery such as

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the letter facing machine and the numerical keyboard machinery, which puts the coding on each envelope with phosphorous dots, does not exist. We are the only Post Office able to sort mechanically the outgoing and incoming mail, after only one processing on the numerical keyboard, on the same sorting machines.

We must therefore bow to the inevitable and accept the reduction in size in the interest of the faster handling of mail. However, 1973 is some way ahead, and no one yet has any idea what restrictions, as regards non-pop mail, will be put into force. In between now and then decimalisation takes place and this alone will doubtless alter postal rates, not forgetting the possibility of an alteration in the weight structure which was raised to 4 ozs. with the introduction of the 5d. mail.



*Michael Booth
joined our Leeds
office from
Messrs.
T. W. Leigh
(Paper
Merchants) in
July 1969, and is
assistant to the
Leeds Office
Manager.*

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Salisbury Cathedral

Our Salisbury series of Envelopes & Pockets are familiar to many of our customers, as is the silver blocked silhouette which appears on the cover of the sample set. We often get asked questions about this splendid edifice and the following notes may therefore be of interest.

Although Salisbury is in fact the county town of Wiltshire, the seat of government is at Trowbridge, owing to its more central position.

In 1220 Bishop Poore obtained from the Pope, Honorius III, a licence and the building of the Cathedral was commenced. The exact site, tradition says was determined by an arrow shot from the Old Sarum.

The three alters were consecrated in 1225 and the building was completed in 1258. Its 404 foot high spire, the highest in the country, was not added until 1330, and the total cost of the building was estimated at 40,000 marks or £27,000.

This was an immense sum for the time and one wonders how it was procured—"Built upon woolpacks" runs the legend, and no doubt the leading industry of the county then, the production of wool, contributed its quota.

R. T. Tanner & Co. Ltd., were not operating in the thirteenth century but they have been supplying the Trade with high quality paper, boards and envelopes for over 100 years.

Paper statistics

The British Paper and Board Makers Association report that the final production figures for 1969 show a record output amounting to 4,800,000 tons an increase of 6 per cent. on the previous year.

The consumption figures for the United Kingdom reached 7,000,000 tons an increase of 5½ per cent. on 1968, which works out at just over 280 lb. per capita against 269 lbs. in the previous year.

The consumption per capita has a long way to go before it approaches that of U.S.A. or Sweden, and the increase will doubtless continue though with ups and downs, according to the financial climate.

PURLEIGH PERFECT PASTEBOARDS

20 × 25	Approx.					
	Cal.	Smalls	600	1,400	3,400	7,000
6 sheet ...	.017	56/3	53/3	49/-	46/-	43/-
8 sheet ...	.021	67/9	64/-	59/-	55/3	51/9
10 sheet ...	.029	89/6	84/6	78/-	73/3	68/3
12 sheet ...	.038	112/3	106/3	98/-	92/-	85/9
14 sheet ...	.042	122/9	116/-	107/-	100/3	93/9
22½ × 30	Approx.					
	Cal.	Smalls	600	1,400	3,400	7,000
6 sheet ...	.017	75/9	71/6	66/-	61/9	57/9
8 sheet ...	.021	91/6	86/6	80/-	74/6	69/6
10 sheet ...	.029	120/6	114/-	105/-	98/6	92/-
12 sheet ...	.038	151/3	143/-	132/-	123/9	115/6
14 sheet ...	.042	166/3	157/-	145/-	136/-	127/-

per 100.

The sample enclosed with this Journal is 6 sheet. We should be pleased to forward other substances on request.

Crayford

The traveller who explores the little half town half village of Crayford stands astounded at the quantity of mud and filth accumulated here by the many generations of tramps who have made Crayford their home for centuries past. For Crayford is pre-eminently a town of tramps who pig together in miserable cottages where the windows are either broken and stopped up with rags or are so dirty, that the only light comes through the rotten roof, together with the rain.

From these cottages (so in all courtesy to call them) come all day and every day the sounds of cursing and revilings; of blows, whacks, thumps, punchings, larrupings, hidings, thrashings and all sorts of assault and battery and the voice of lamentation is heard continually in these gates.

The above extract was taken from the Cyclist Touring Club, British Road Book 1898 (companion to) Vol. 1 page 27.

Seventy-two years later Crayford is no longer the home of tramps, though cursings and lamentations occasionally emerge from Wheatsheaf Works, when things don't always go according to plan. The mud and filth is, as a result of Council demolition, very much in evidence. It is hoped that after nearly 6 years of this something will be built in the place of the demolished houses.

Bill Martin

Many of our staff may be interested to know that we recently received a photograph and newspaper cutting from our old pensioner and late head of one printing department Bill Martin.

It appears that Bill started six months ago in Edmonton an Old folk's club, called Autumn Leaves and it already boasts of a membership of 150, not bad going in only 6 months.

Bill Martin is club chairman, and they recently had a dinner followed by their own interpretation of an Old Tyme Music Hall in which Bill took an active part.

The Mayor and Mayoress of Enfield were present and the mayor spoke warmly of the Autumn Leaves which he described as "the youngest and most successful club we have".

Unfortunately the photograph was not of good enough definition to reproduce here.

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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