



HIGHLIGHT



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

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Tanners Quarterly House Journal

*The Directors and Staff of
R. T. TANNER & COMPANY
LIMITED
wish you a happy and prosperous
NEW YEAR*

The old year departed in a blaze of trouble and strife and few, if any, were sorry to see it go. Let us all hope that the old and somewhat hackneyed hopes expressed in time honoured manner above may really mean what they say in 1971.

We have never entered the political field in the pages of this Journal and we do not propose to do so now, but let us look at some facts, quite dispassionately.

1970 witnessed more time lost through strikes than any year since 1926, and those of us old enough to remember those days do not want to see anything like it reappear.

A wage freeze has been tried, but this has miserably failed. Apart from being grossly unfair in that the rich get richer and the poor poorer, when the thaw eventually comes, as it must, the floodgates are opened and as we have recently witnessed wage demands have reached astronomical heights with the resultant surge in prices and the cost of living, whereupon further wage demands are made to catch up again.

This all takes place at a time of static production which arises from a wage freeze, so that no increases in costs and wages can be absorbed in increased production and the whole is added to prices, which is exactly what happened throughout 1970.

What are the alternatives? We can have another wage freeze with a carefully controlled yearly increase governed by the amount of the increase in total production somewhat on the lines of what Sweden has been doing for many years. But would this nation stand for this; remembering that fundamentally the British man and woman is of an independent nature and hates being dictated to by Whitehall, especially so far as wages go. Prices would of course also have to be regulated in the same manner, but unlike Sweden, we have to import nearly all our raw materials and so we are dependent on world prices. This was tried out soon after the last war and again failed miserably, due to the number of loop-holes in the system, through which one could drive a coach and four—if you had one! In our trade we can see this problem clearly. Should imported pulp go up £5 per ton; paper would be raised £X per ton, but who will say what the increase would be in 1,000 D.L. Envelopes, or a gross of writing pads? If the manufacturer did not agree with the Whitehall ruling, what is to prevent him debasing the quality or substance by a small percentage? This, to our mind, is a hopeless proposition, requiring an army of officials and is a non-starter.

The second alternative is reasonable, and we stress reasonable, wage increases, coupled with an increase in productivity. Again this may be a hackneyed phrase, but it is still the only answer. More wages plus more production = static or slow rising prices. More wages with static production = galloping inflation. It is as simple as that and the Nation must make its choice.

Tuck Flap Pockets

We have recently witnessed an extraordinary situation regarding tuck flap pockets.

Some years ago carton containers were exempted from purchase tax, whereas tuck flap pockets used for the same purpose, carrying publications and printed matter through the post, were subject to purchase tax. The anomaly, as a result of pressure from the Envelope Makers, was altered and pockets of 9 × 6 and upwards, having no adhesive means of

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The new tough lightweight

METRIC MANILLA POCKETS

GUMMED FLAPS:

	100,000	50,000	25,000	10,000
D.L.	£2.00	£2.03	£2.06	£2.09
220 × 110mm	(40/-d.)	(40/7d.)	(41/2d.)	(41/10d.)
C.6	£1.50	£1.53	£1.56	£1.59
162 × 114mm	(30/-d.)	(30/7d.)	(31/2d.)	(31/10d.)
C.5	£2.70	£2.73	£2.76	£2.79
229 × 162mm	(54/-d.)	(54/7d.)	(55/2d.)	(55/10d.)
C.4	£4.88	£4.91	£4.94	£4.97
324 × 229mm	(97/7d.)	(98/2d.)	(98/10d.)	(99/5d.)
10 $\frac{1}{8}$ × 8 $\frac{1}{2}$	£4.02	£4.05	£4.08	£4.11
270 × 216mm	(80/5d.)	(81/-d.)	(81/7d.)	(82/2d.)
15 × 10	£6.48	£6.51	£6.54	£6.57
381 × 254mm	(129/7d.)	(130/2d.)	(130/10d.)	(131/5d.)

per 1,000, subject to purchase tax.

Under 10,000 add £0.05 per 1,000

Tanner's new Pockets

closure and printed 'printed matter' were exempted from purchase tax, to come into line with the carton containers.

The Envelope makers were well aware that this was a temporary measure, and the Post Office agreed that they would not debar the use of tuck flap pockets without giving notice of between one and two years. When the Post Office proposed to accept gummed flap pockets for bulk postings at printed paper rate, they continued to accept tuck flap pockets.

However, in the Autumn, without any warning, the Customs and Excise stepped in and peremptorily gave notice that the tuck flap pockets were no longer exempted and would bear purchase tax at 36½ per cent. About 10 days notice was given to clear all stocks and the rule was to come into force on 1st November, 1970.

The Envelope Makers Association immediately went into action pointing out firstly the heavy commitments which they had in hand, these types of pockets being ordered and used in large quantities. Secondly the impossibility of wholesalers and retailers unloading their not inconsiderable stocks, and thirdly the large amount of raw materials which manufacturers hold, and which could only be very wastefully used for other purposes. Note that the manufacturers did not raise the question of a great number of machines specialising in this type of work and which would no longer be of any use. The manufacturers were aware that eventually they would have to scrap this machinery, but it was the arbitrary way in which it was done which raised the storm.

However, the Customs & Excise saw the sense of the arguments and relented and the date to which these tuck flap pockets can be sold exempt from purchase tax has been extended to 1st February, 1971.

A fair result, but with a little forethought and consultation none of these misunderstandings need have arisen.

We think we have our purchase tax problems but a glance at the latest amendment 1 to notice No. 78 Group 37 shows we are not alone:—

Chargeable	Not Chargeable
Food put up for sale for pet rabbits, mice, guinea pigs and hamsters.	Rabbit food, unless put up for sale for pet rabbits.

Who feeds rabbits unless they are pets?!

The Bells

This week the Kent River Authority, who are responsible for the River Cray which flows gently past our factory, sent a team of impressive workmen, plus a couple of even more impressive excavators to deepen the river andrevet the bank.

All this unusual activity was in an attempt to ensure that the river did not again come through our factory as it did in the flooding of 1968.

We must pay tribute to this authority. They were as concerned as we were to preserve the rose-bed which decorated our stretch of the bank, but part of it had to go. They dealt tenderly with the bushes. Their careful fingers came across a cable—just an ordinary looking cable—and they asked the Managing Director, who just happened to be standing around counting the bushes, what it was. He did not make a quick reply, oh no, he thought hard before going into action. In the rain and mud he followed this cable—he saw where it went—he saw where it climbed the wall of the office and he saw where it disappeared into two old fashioned bells (our fire alarm system has been modernised and the bells were a relic of the past). 'CUT THE CABLE' he said, decisively, 'TAKE IT OUT'

There was a deathly hush in the office, no phones rang, no voices were raised, nobody wanted our paper, there was no demand for our envelopes. We had lost touch with the outside world. The main telephone cable had been removed! The Managing Director said 'Good Lord',—got into his Merc. and went off for the day.

Several Post Office service vans have now joined the very impressive excavators and the Kent River Authority have produced more tea cups for the P.O. men. The argument with the Post Office will continue for some time and now a newly painted notice above the 'Bells' says 'Telephone Junction Box'.

We now like to arrange that the Managing Director is accompanied from his office to the gate as the other day he found another cable!



Not content with being overworked by our Managing Director, his Secretary, Linda Green, is also the Secretary for the Southern Veteran-Cycle Club. She hastens to inform us that the word 'Veteran' covers the cycles—not the rider.

The photograph above shows her in the forecourt of a pub (of course) during the Club's annual Ripley Run. She is riding an 1894 Bantam bicycle made by the Crypton Cycle Co. Ltd. It has a front driving wheel, geared up by means of an epicyclic train contained within the hub, so that on every revolution of the crank the wheel makes approximately three turns.

The ride is therefore similar to that of a 'penny-farthing' without the inherent risk of 'coming a cropper'.

The 'Bantam' marks the last of a series of attempts to maintain the popularity of front driving against the advance of chain drive to the rear wheel—the advertising claim that 'the cycle was very light, very fast, very comfortable, easily mounted without steps and a splendid hill climber', was only partially true as the rider will confirm!

In her 'spare time' Linda acts as secretary to the Rosslyn Park R.F.C. schoolboys' Sevens Tournament. Their preparations for this start in April for the following March, so she is kept reasonably well occupied!



Robert G. Dingwall joined the Company on 1st May, 1970 as factory manager.

Mr. Dingwall brings with him a wealth of experience having been ten years with the Bowater Scott organisation as senior production supervisor and maintenance superintendent, followed by two years general manager of the Inveresk converting factory.

He then moved to the Reed Paper and Board Group, before joining this Company.

Prices

Paper prices are up again. Woodfree whites are up by approximately $\frac{3}{4}$ d. lb., though machine coated prices are being held until July, 1971.

The paper mills are caught in gigantic pincers; one arm of which is pulp, which has risen about £6.0.0 per 1,000 kilos, although due to a turn down in world demand is in not quite such short supply as seemed possible earlier in 1970. The second arm is demand for their products which has fallen away quite considerably. This fall in demand is in the large tonnage, and we find the stock trade to be quite buoyant. Added to this more and more tonnage is going abroad, as the price factor becomes ever more attractive.

The mills, in spite of two substantial increases in 1970, had by the end of the year found their profits shrinking rapidly, and the latest pulp increases could not be absorbed. They would have wished to raise their prices by a larger margin, but as the Scandinavians only increased their paper prices by £6.0.0 per 1,000 kilos they were forced to follow suit.

The position of machine coated is due to the falling demand and a huge overproduction. With many large tonnage orders going abroad, there was no sense in increasing the differential. These mills will reconsider the position again for the second half of the year.

As we write this article many of the prices of M.G. Manilla and Sulphite are not yet settled, so it is not possible to give any idea of manufactured items but we expect a slightly smaller increase.

Without committing ourselves too firmly we feel that 1971 may witness a slowing down in the constant increase in paper prices. These rises go in cycles with regular increases over three or four years and then we can look to a similar period in which prices move little or fractionally. We feel that if world demand remains reasonably static and inflation is got under control during the year, we could find that there is at least a lower rate of increase in the immediate future.

Invoicing

As from 1st January, 1971 our invoices will be rendered in Decimal currency only, and to conform to the rest of the trade and the purchase tax authorities to two decimal places. The December statements issued in early January will be rendered in sterling whereupon all balances will be decimalised.

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Due to the reorganisation of certain lines as a result of metrication, we have the following stocks redundant. All are perfect and are offered subject to intermediate sale:—

9 Reams	Hi-speed Offset 23 x 36 100lb.	1/6d. per lb.
13	" " " A1 25 $\frac{1}{4}$ x 35 $\frac{1}{2}$ 86 $\frac{1}{2}$ lb.	1/6d. " "
5	Gambit White 20 x 30 30lb.	1/6d. " "
10	" " " 20 x 30 36lb.	1/6d. " "
100	Gambit Gold A4 11 $\frac{3}{4}$ x 8 $\frac{1}{2}$ s/o L.P. 15lb.	7/- per ream
6,100	Silvonia White Boards 20 $\frac{1}{2}$ x 25 2sht.	20/- per 100
1,400	" " " " " " 4sht.	30/- per 100
2,700	Astralux Boards 20 $\frac{1}{2}$ x 25 13 $\frac{1}{2}$ lbs.	30/- per 100
600	Cloth Lined Deep Pink Bds. 20 x 25	80/- per 100
	Stadium T/wire Bds. 22 $\frac{1}{2}$ x 28 $\frac{1}{2}$ 3sht.	} 29/9 per 100.
3,900	Blue	
7,000	Buff	
2,400	Green	
6,000	Yellow	
600	Pink	

Thirds Cards Boxed 104's.

22,000	Salisbury Thick Ivory	10/- per 1,000
24,000	Salisbury Extra Thick Ivory	12/- per 1,000
12,000	Scrivia Extra Thick Ivory	9/- per 1,000

The Ivory Cards are subject to purchase tax.

However, cheques despatched to arrive at Crayford by 14th February should be written in sterling, after which we must impress upon you to write your cheques in decimalised currency. The Banks will not accept cheques in decimal currency prior to D. day 15th February, though it will be permissible to alter sterling cheques to decimalised currency after that date. In view of the additional work involved we naturally do not wish to be burdened with the task, and ask you to abide by this request, which of course will be common to all businesses.

Delivery

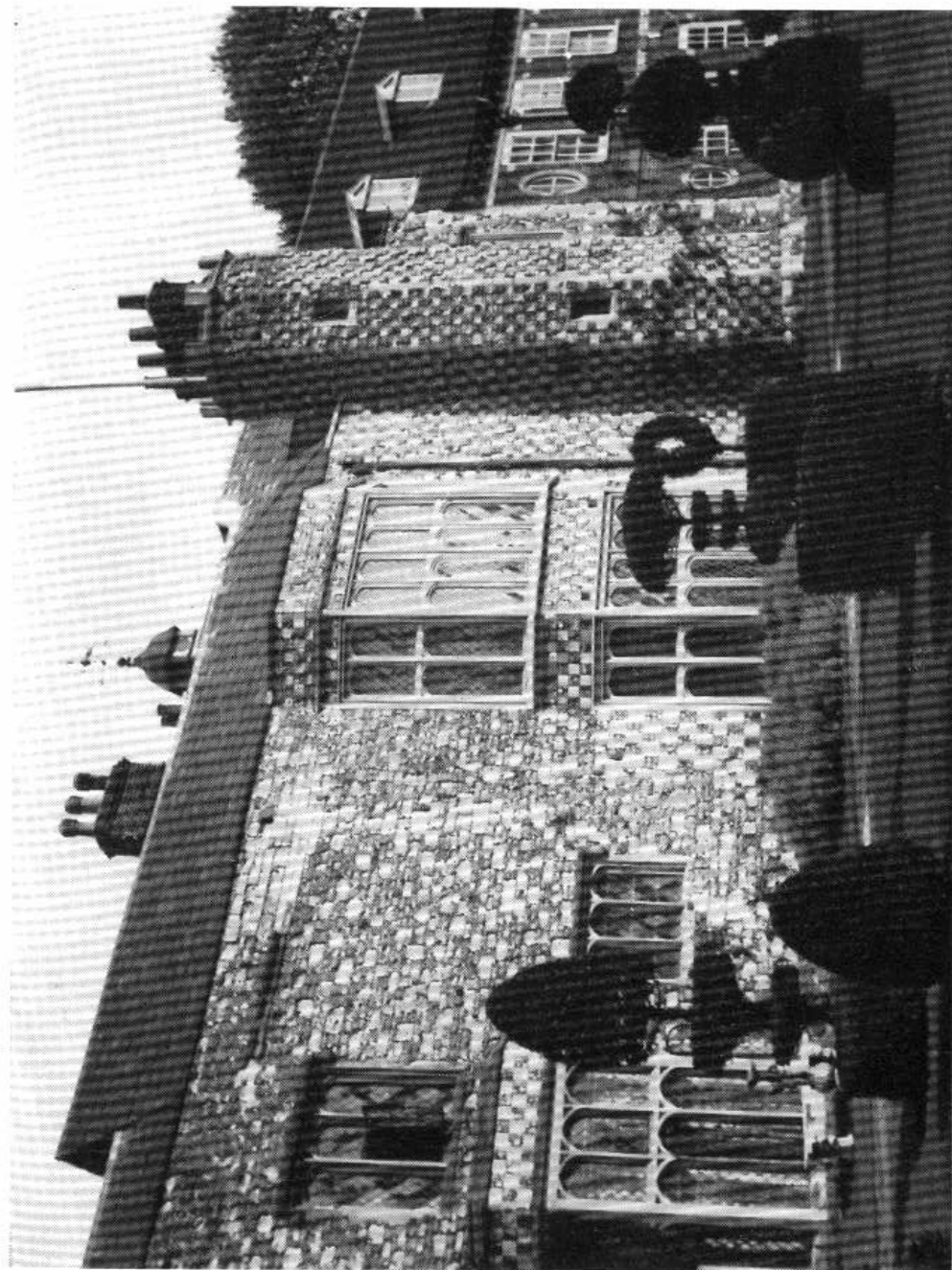
No doubt many of you will be aware of the recent restrictions on the hours which vehicle drivers may work. This has tended to interfere with the previous excellent delivery service which we have always offered and there seems no possibility of altering these restrictions.

We have always delivered throughout the London area—every day and in the home counties generally within 48 hours, and this we propose to keep going. However, we must now ensure that only orders received by 4 p.m. will be processed for delivery the following day in the London area. Orders received after this time tend to hold up the loading of vehicles, and only in very exceptional circumstances can special arrangements be made to circumvent this arrangement.

Please assist us by phoning your orders as early as possible during the day.

Hall Place

Less than a mile from our works, up stream of the river Cray, stands Hall Place one of suburban Kent's treasures. It is of ancient foundation—an early family holding it was called the At Halls—but the house facing the road was built



for Sir Justinian Champneys, Lord Mayor of London in Henry VIII's reign in 1537. This house, which is well seen from the road through iron railings with a superb wrought iron gate, must have been old fashioned in its own day for there is a mediaeval feeling about the central great hall with its tall double bays. The conscious symmetry of the design belongs however to Renaissance thought. What gives this house its memorable character is the use of patterned stone and flint, a building device common in East Anglia and not unknown in Kent, but here used in the most striking way. The alternating white stones and the glossy faces of split flints produce a delightful decorative effect. The checkered pattern is accentuated by contrast with a large addition, rather bigger than the original house dating from the middle of the seventeenth century. The date 1653 appears in the kitchen.

The new work is red brick, elegant and formal, with doors and windows disposed with careful good taste. The designer of the new house made no attempt to reconcile his work with the old building, and rightly. Near the junction of the two, there is in the older work an enchanting stair turret which serves to break the flat line. The interior boasts of a Tudor Hall and a fine plaster work drawing room which is currently being renovated to its former glory. Part of the house is now open to visitors and there is usually a different exhibition every month or so which is not only interesting but also free.

As with all old houses, Hall Place is not without its legend. It would appear that in the 16th Century the daughter of the house threw herself from the tower (which rises from the centre court yard of Hall Place) on seeing her betrothed gored to death by a stag in the grounds. Her restless spirit, dressed in grey, is reputed to wander around the house with much rustling of skirts and banging of doors.

In 1954 three people spent the night in Hall Place and suffered icy draughts, banging doors and thumping—but saw nothing.

The delightfully kept gardens were opened to the public by H.R.H. Duchess of Kent on 3rd June, 1952 and if houses do not interest you then these certainly will, particularly the topiary which includes yew trees shaped to represent the Queen's Beasts. There are also lawns, flower beds, a herb garden etc., all carefully tended and well worth a visit.

twelve

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