

HIGHLIGHT



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

WHEATSHEAF WORKS,  
CRAYFORD, DARTFORD, Crayford (CY) 26255  
DA1 4BQ

*Telex:* TANNER CRAYFORD 896048

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

*Telex:* TANNER LEEDS 557201

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# Tanner's Quarterly Trade Journal

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Yet another year has drawn to its close. The older one gets, the faster time slips by. This is an age old saying and as such has no truth whatsoever. However, it certainly gives the impression of speeding up every year and this is because of two reasons: the first because as one gets older one generally assumes more onerous and responsible jobs, and secondly one has to face the fact that one works that slight amount slower, hence the impression that the older you get the busier you become.

Of course these are only generalities as no two people ever react in the same way. What we are leading up to is the question of leisure time among the young. There is more leisure time, and certainly more cash around for the young unmarrieds than ever before, but how many these days want to learn a trade as an apprentice? We are just as enthusiastic as anyone for higher education, but are we not tending to become a nation of students? Even with a degree behind them only a relatively small number can be absorbed into technical jobs, the remainder being of little use for a year or two in any business, whether on the shop floor or office. The knowledge of any trade has to be learnt the hard way by starting at the bottom and learning by experience.

In our opinion there are two things which require alteration. Now that the school leaving age is increased to 16 years, we are supposedly receiving applicants with a greater knowledge, and the old 5 year apprenticeship could easily be cut down to a more realistic figure, say 3 years. If a boy of 16 years is not going to master his trade reasonably by the time he is 19 years old, he is unlikely to be of any great use to himself or his employer. Also these days the apprentice rates are insufficient to attract and hold the brighter individual, although some progress has been made here in our industry.

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Perhaps a compromise could be found of 3 year apprenticeship at reasonable rates followed by 1 year at 90 per cent. of full rate when the trainee's knowledge is evaluated, coming to full rate at 20 years of age.

These matters must be settled soon. We are engaged in sorting out the problem of equal pay for equal work for the female of the species. There is the invidious possibility of women at the age of 19 years earning the same rate as a man of 21 years providing of course she is carrying out the same task as a man. Here comes the rub. It is going to take a lot of negotiation to decide what jobs in our trade can be open to both sexes. First of all the restriction on weight which a woman is at present allowed to handle will have to be radically altered. At present it is about half what she normally carries when shopping. However, negotiations proceed and by 1973, some progress will be apparent.

## **Hello Europe**

We are now a member of the enlarged E.E.C. and look ahead to the challenge. The first duties between the members do not start to be reduced until April 1973, and we shall then experience regular reductions until 1977. In our trade we shall not see many apparent changes at any rate to start with. Strawboards and ivory boards are two of our stock lines which will be affected with reduced duty, but we have no doubt that the foreign mills will take advantage of this, to adjust their prices upwards, though as time goes on, advantages will be apparent.

As far as the printing and paper trade are concerned, there must be a heavier demand consequent upon the upsurge in general trade. Our markets are now immense if industry will only take advantage of it and go out and sell. In the better grades of paper and in particular speciality papers our paper mills should be able to obtain a market in the E.E.C., though this may take time.

Meanwhile how much pressure will be taken off the home market by reductions in imports from Scandinavia? Not very much to start with. Under the London agreement the big tonnage publication papers will still be allowed in duty free until the end of 1973, and even then duty will only be

*(continued on page 4)*

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*The Directors and Staff  
of  
R. T. Tanner & Co., Ltd.  
wish you a very happy and  
prosperous 1973*

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3 per cent. in 1974. However, as this increases over the years till 1977, when we come into equilibrium with the original six, it will be just as advantageous to sell to them as to this country, so the market will be widened, and some of the pressure may be lifted from the British mills.

The present picture is somewhat distorted. The largest increases in imports are traditionally papers in which this country is not truly competitive, and which we have been deliberately climbing out of making, namely newsprint and kraft. So the picture is not as grim as it is sometimes printed, and it is now up to the British mills to recapture some of the markets lost in the printings and writing papers.

## In our opinion . . .

1972 certainly proved exciting for the print and paper trade. It opened somewhat dolefully, but the tempo increased throughout the year, and by the Autumn most printers and all mills were working near capacity.

The paper mills are now in some difficulty because they only put up their prices in September to cover the increases in pulp cost due to the floating of the £, and were looking to a substantial increase in January 1973 to cover the huge increases in running costs, but these have been largely ruled out by the Government freeze. Without this action, Heaven knows where prices would have gone to, and the problem will be to prevent astronomic price increases when the freeze ends. However, full production has arrived at the right moment, and must help to enable the mills to work at a profit however small.

Import of paper still continues to increase and now takes over 40 per cent. of the market. Not a great deal of this goes through the merchant trade, mostly being taken by the large printers and converters. The British mills are at last beginning to realise this, and it is hoped they will co-operate in future to a much larger extent with the stockist merchants. For years they have failed to appreciate that their future is bound up with the support that the stockist merchants give them, and they in return would work much more closely with the merchants.

## Leeds v Crayford

Our Leeds warehouse draw from Crayford their supplies of envelopes, paper and boards, other than bulk deliveries, which are sent direct in from the mills. Their supplies from Crayford go by Freightliner, leaving Crayford on Wednesdays and arriving at Leeds on Thursday morning. The supplies are demanded on a Paper Requisition form (PR).

In spite of having to unload 10/12 tonnes of mixed items, our Leeds branch have not lost their sense of humour, as will be seen in the following telex.

"Tanner Crayford—Tanner Leeds.

11.30 6.11.72

No PR SENT FOR RAT REPEAT RAT  
GRACIOUSLY RECEIVED ON FREIGHTLINER  
TODAY WAREHOUSEMAN HAD GOOLIES  
CHEWED—THANKS"

The reply from Crayford was:—

"Tanner Leeds—Tanner Crayford

12.20 6.11.72

"AFTER WAREHOUSEMAN'S TRAUMATIC  
EXPERIENCE SUGGEST HE JOINS LOCAL  
CHOIR AS 'BOY SOPRANO' ! ! ! !

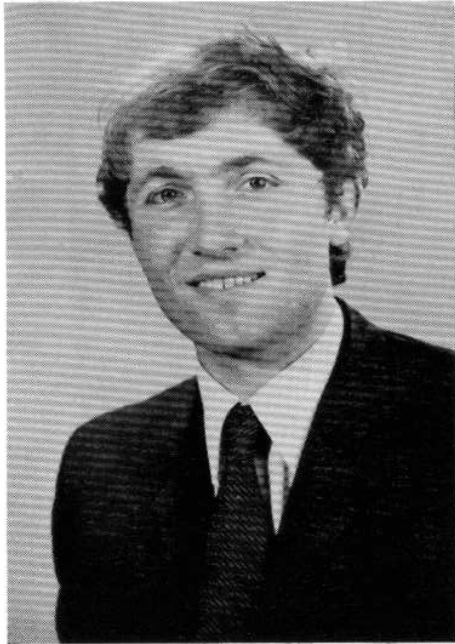
We are pleased to know that the rat obligingly concealed by British Rail in the Freightliner, was duly despatched by the warehouseman concerned without further damage.

## Waiting for Envelopes?

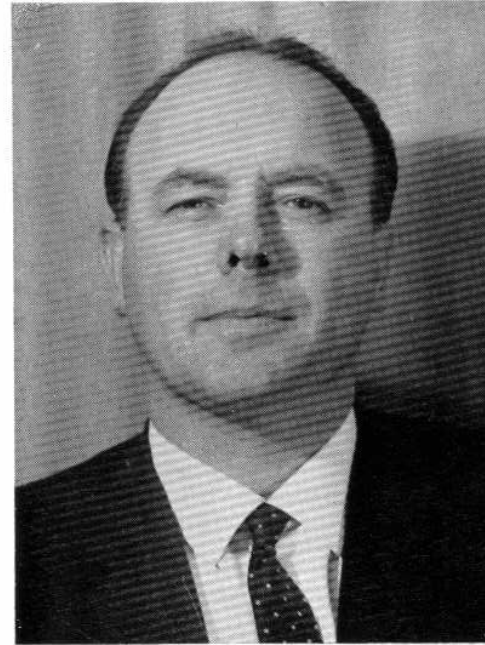
The demand for our envelopes and pockets continues unabated, and in spite of record production we are not maintaining sufficient stocks to meet the demand.

There is no doubt whatsoever that our range of envelopes and pockets is complete and of unbeatable value from the cheapest to the best quality, hence the unprecedented demand.

As soon as the Christmas holidays are over we are determined to cut back the waiting period and have the bulk of the popular lines available from stock.



*John Steward*  
Joined us in November 1966.  
He was in our London Sales office  
and became our representative  
in October 1969 in West London  
and Hampshire.

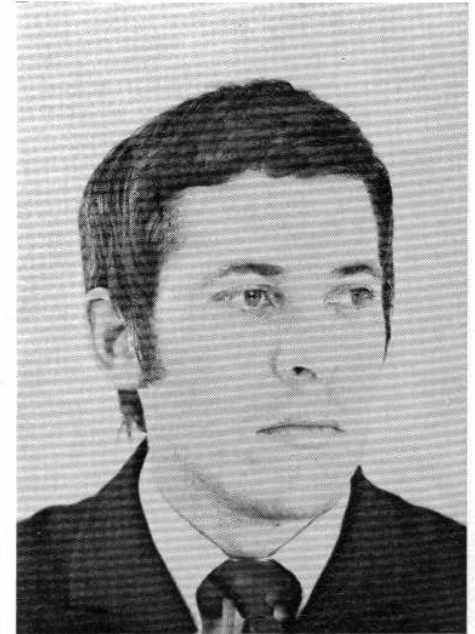


*Peter Bird*  
Joined the Company in  
November 1969. He now  
represents us in South East  
London and East Anglia.



*Derek Tonks*  
Joined the Company in  
November 1965, and is our  
representative in the City and  
South East London.

*Alan Leggett*  
Joined the Sales team in  
March 1971 and represents us in  
South East London and Kent.



## The Letter Men

In many a remote country lane today the small scarlet motor vans of the G.P.O. flamboyantly marked ROYAL MAIL, scurry about, delivering and collecting our letters and packages. The one-time familiar figure of the village postmen (or postwomen) wearing uniform and peaked cap and mounted on a laden bicycle, is seldom seen. The country postmen, operating for the most part of the 19th century, were known as letter carriers, or letter men. Poorly dressed, ill-paid and elderly, they tramped for miles on foot across muddy field tracks and through woods to reach outlying farms and cottages as well as the "big house" of the district. Their arrival was usually welcome. For letters were only delivered about three times a week in a town; once a month in rural parts. As one of Mrs. Gaskell's spinster ladies affirmed in "Cranford", "Letters were letters then, and we made great prize of them."

Not until the institution of the first mail coaches in 1784 by John Palmer, self appointed Controller of the Post Office, had any real progress been made in the Country for the conveyance of letters since the inland post was established by Charles I. After the mail coaches had stopped and left the appropriate mail bag with the local postmaster, at various stated points along its route, the letters were sorted and given to the letter men for delivery.

Written on small, square sheets of hand made paper, carefully folded corner to corner and fastened by a blob of red sealing wax or paper wafer, such letters—preserved now in museums or by collectors—sometimes carry in one corner the original postmark, showing a post-boy riding for dear life and blowing his horn. Later came the first official stamps—the famous Penny Black, and a twopenny Blue, which were issued in sheets, imperforate, for general use, besides the first envelopes, on May 6th 1840, after Parliament had adopted (in 1839) Sir Rowland Hill's uniform penny postage scheme. Postage was now paid in advance by the sender, and not by the recipient as before.

The letter men themselves were so badly paid that many of them followed another trade in their spare time. For instance, there was a well-known Sussex letter man who always carried on him a card inscribed "Letters and Ladies Safely Delivered"—for during his spare hours he practised the skills of midwifery.

Mrs. Henry Wood (1814—1887) in her "Johnny Ludlow" Series tells the poignant story of Lee the Letter Man. Andrew Lee, once a farmer who had fallen on evil days, lived in a tumbledown cottage with his wife, married daughter and her two children, all of whom he supported on the miserable sum of 14 shillings per week. One cold day in November, fortified by only a cup of weak tea and a crust of dry bread, he set out at 7 a.m. to do his long, cross-country round. Protected only by a thin coat and with leaking boots, Lee grew colder and colder.

At last, against all rules, Lee succumbed to his longing for just one warming pull at his pipe—with trembling fingers, he lit a match—but as he did so, to his horror the flame caught a corner of the letter made of flaming material, which he still held in one hand. Unfortunately the letter was addressed to the Rev. Herbert Tannerton, Rector of Timberdale, a cold, hard man. The irate rector reported him for disobedience at work, to Timberdale postmaster, and he was dismissed from the service. The weeks that followed were a nightmare for the Lee family, with no money coming in and everything of value sold or pawned. However three days before Christmas, the kindly Squire of Timberdale took up Lee's cause and had him reinstated.

Anthony Trollope (1815—1882) for many years a post office official, had the cause of England's letter men very much to heart. In 1857 he began a two year journey on horseback, accompanied by an old Irish groom, on a special mission to improve the rural delivery of letters, which was still being conducted in an inefficient way. A letter man, for instance, might be sent a long distance with few letters in his satchel, at the request of a local bigwig, while in another direction there was no delivery at all. A habit had sprung up for a letter man to charge customers a penny per letter if the house to which it was addressed lay off his beat. This practice—a heinous offence in Trollope's eye—he was determined to stamp out.

Much later, in his autobiography published after his death in 1882, he stated that all letter men should walk not more than 16 miles per day and then only by using all short cuts and field paths available. He also wrote "That the public in little villages should be enabled to buy postage stamps; that they should have their letters delivered free at an early hour; that pillar boxes should be put up for them (of which accommodation in the streets and roads of England, I was the

originator); that the letter men should be adequately paid and have some hours for themselves especially on Sundays."

The usual garb was a frock coat until the introduction in 1868 of the tunic-type uniform with red collar and elaborate red sleeve piping. Frequently wooden-legged men on donkeys were used as letter men, as there was a general understanding that the wooden-legged in country parishes should be employed as postmen owing to the steadiness of demeanour which a wooden leg is generally found to produce!

However, by the time that Flora Thompson (1876—1947) authoress of *Lark Rise to Candleford*, joined the post office service about 1890 at the age of 14, wooden-legged postmen—often maimed relics of the Napoleonic and Crimean wars—were seldom seen. Instead at Candleford Green's little post office where Flora went to assist Miss Dorcas Lane, village postmistress as well as being a woman blacksmith, two letter women were kept. Their names were Mrs. Gubbins and Mrs. Macey. Every morning at 7 a.m. the postman from the local Head Office arrived on foot at the forge belonging to Miss Lane, where the little post office was established, and sorted out the mail, giving the letter women those to be taken on the long, cross country round.

Mrs. Gubbins was an ancient, snuffy and grumpy crone who wore a lilac sunbonnet, apron and shawl, in good weather; in bad, the shorn-off bottoms of a labourer's corduroy trousers as gaiters on her bent legs. Mrs. Macey, her superior in class, was a much younger, pale, refined looking woman who took in sewing and favoured a long, grey-cloth ulster worn with a man's black bowler, from which hung a short, elegant little veil. When Mrs. Macey hurriedly left, one morning, called away by a mysterious husband who lived apart from her in Devon, Flora Thompson, at Miss Lane's request, took up the old leather satchel and joined Mrs. Gubbins.

Flora loved going out and getting to know the lovely, unspoilt countryside that lay round Candleford Green, and some of the most evocative passages she wrote deal with those fresh, dewy spring and summer mornings when she walked for miles as one of England's last letter women.

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EDITOR'S NOTE:—

Eleven or more years ago the Post Office force at Ightham,

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## CROXLEY TRANSCRIPT

Stocked in Crayford and Leeds

A sheet (Top copy)

		under 200 kgs.	200 kgs.	500 kgs.	1,000 kgs.
<b>WHITE</b>					
A4.	210 × 297mm	2.18	2.12	2.04	2.00
RA2.	430 × 610mm	8.31	8.06	7.74	7.54
<b>TINTED Blue, Green, Pink &amp; Yellow</b>					
A4.	210 × 297mm	2.22	2.16	2.08	2.04
RA2.	430 × 610mm	8.48	8.22	7.89	7.70
	Old Gold				
A4.	210 × 297mm	2.26	2.20	2.12	2.07
RA2.	430 × 610mm	8.65	8.38	8.05	7.85

B sheet (Middle copy)

<b>WHITE</b>					
A4.	210 × 297mm	2.95	2.87	2.77	2.71
RA2.	430 × 610mm	11.21	10.86	10.43	10.17
<b>TINTED Blue, Green, Pink &amp; Yellow</b>					
A4.	210 × 297mm	3.00	2.92	2.81	2.75
RA2.	430 × 610mm	11.40	11.05	10.61	10.35
	Old Gold				
A4.	210 × 297mm	3.04	2.96	2.86	2.79
RA2.	430 × 610mm	11.59	11.23	10.79	10.52

C sheet (Bottom copy)

<b>WHITE</b>					
A4.	210 × 297mm	1.76	1.71	1.65	1.62
RA2.	430 × 610mm	6.65	6.44	6.19	6.04
<b>TINTED Blue, Green, Pink &amp; Yellow</b>					
A4.	210 × 297mm	1.80	1.76	1.71	1.66
RA2.	430 × 610mm	6.83	6.62	6.36	6.20
	Old Gold				
A4.	210 × 297mm	1.85	1.80	1.73	1.69
RA2.	430 × 610mm	7.01	6.79	6.52	6.36
<b>C System Card. White, Natural, Blue, Green, Pink &amp; Yellow</b>					
SRA2.	450 × 640mm	18.56	17.99	17.28	16.85

ALL PRICES IN £ per 1,000 sheets

Sizes RA1 and BI in paper and SRA1 in boards are available ex mill

Kent, consisted solely of four postwomen. These good women reported at the sub-post office soon after 5 a.m. to sort the mail, and they then delivered it all throughout the surrounding district on foot. There was only one delivery per day, and frequently this did not reach the edge of the village, let alone the far-flung houses, till mid-day, as the post women were frequently entertained to coffee and biscuits en route. This continued up till four or five years ago, when two retired, but the other two are still going their rounds. Some years ago the B.B.C. featured the unusual event of the four postwomen or letter women of Kent.

## Transcript

Transcript, the new Dickinson made no carbon required paper for which we have been appointed a chief stockist, is selling well, and we have had many favourable comments.

Its excellent machine ability has impressed all who have used it. If you have not as yet given it a try, why not order some for that next job? You will not regret it, and save yourself some time.

## Supertuff Pockets

Enclosed in this journal is a sample of our Supertuff Pocket. Great strength combined with total opacity yet light in weight—a most important feature when considering today's cost of postage—make this pocket extremely popular when mailing bulky or valuable items.

Double gumming on flap ensures instant and permanent adhesion, yet they are reasonably priced.

Supertuff Pockets are stocked in:—

10 $\frac{5}{8}$ " × 8 $\frac{1}{2}$ "	270 × 261 mm.
12" × 10"	305 × 254 mm.
12 $\frac{3}{4}$ " × 9" (C.4)	324 × 229 mm.
13" × 11"	331 × 279 mm.
14" × 9"	356 × 229 mm.
15" × 10"	381 × 254 mm.
16" × 12"	406 × 305 mm.

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# TIME IS MONEY

# USE OUR TELEX

TANNER CRAYFORD 896048

TANNER LEEDS 557201

*It is cheaper and quicker*

**Tanners keep up with the times**