

HIGHLIGHT



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

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# Tanner's Quarterly Trade Journal

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We live in the most difficult times, and as a Nation trying to exist by the industry of our minds and hands with precious few raw materials under our control, we seem to be making a pretty good hash of things.

We admire people with principles, but are we in a position to say that we don't want to sell to X, Y & Z because we don't like the way they are conducting their affairs, and let us face it, it is their affairs and not ours. Can we cut off our nose to spite our face?

Our great markets overseas to which we must sell to live are virtually disappearing, the old Commonwealth is now but a shadow, Rhodesia, Greece, Portugal, Chile and many others are now no longer welcome to place orders with us. The EEC which was to be our saviour is having second thoughts as a result of the present renegotiations, as to whether we will be but a millstone around their necks.

Since the last war every government seems to have interfered far too much in trade matters. They all wish to control industry by one way or another, and finish up by losing most of our established markets.

If we are to pay our way in the world, let industry get on and do it, and allow it to make sufficient profit to pay adequate wages and put enough by to invest in new equipment. Saying this we are reminded of the wonderful excerpt in the late Sir Alan Herbert's book "Look back and laugh", which we publish below:—

# CROXLEY TRANSCRIPT

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Save, save, they say, and put away  
What you would like to spend today.  
Don't drink - or - smoke - or go abroad,  
And all the parties will applaud,  
But when the money's in your banks  
Expect no more the Nation's thanks  
Your earnings now have changed their name;  
They're CAPITAL, a cause for shame.  
While any yield that they may bring  
Is DIVIDEND, a filthy thing:  
And, what may make the saver sore,  
Its UNEARNED INCOME, which pays more.  
But selling won't remove the stain;  
You make a beastly CAPITAL GAIN.  
You should be like the State, you fool,  
And make a CAPITAL LOSS the rule.  
Give some away to poorer men?  
Oh no, you're DODGING TAXES then,  
In short, the patriots who save  
Remain in error till the grave,  
So die as quickly as you can  
And pay DEATH DUTIES like a man.  
*by A P Herbert*

In spite of irregular deliveries from the mill, we hold good stocks of most colours and white in SRA 2 in A, B and C sheets.

## In our opinion

Old Mother Hubbard went to the cupboard to find her poor dog a bone, but when she got there the cupboard was bare and so the poor dog had none.

*(continued on page four)*

*Tanners for Transcript*

How often can we recall this old nursery rhyme, and yet as far as the paper merchant trade today is concerned it is true and very apt. Never in the 112 years' history of this Company have the shelves been so bare, not even through the various wars and rationing has there been so little to offer, and such a waiting list to satisfy. Meanwhile prices are escalating ever upwards, and the latest increases now coming into force are the largest yet in a continuing spiral.

1973 saw an increase in paper and board production from the British Mills of 7 per cent., in spite of a reduction of 6 per cent. in newsprint, so that the production in paper and board for processing was actually considerably higher. Imports were also up, so that consumption was obviously continuing its upward course. What happened after Christmas and the 3 day week is anyone's guess, but ours is that consumption continued faster than the mills abbreviated production, and stocks were further run down.

Demand continues to be strong particularly in printing and writings, banks and bonds. Banks especially so, as most mills have ceased to make these weights, since the return on making this has been out of all proportion to the cost. This is one of the problems facing this Country, and by trying to fix price controls, has resulted in some grades and their substances being discontinued. One cannot blame the Government of the day entirely for this, as the trouble goes back many years, when mills marketed their range of banks and bonds with a minute difference of a few £s per tonne between 85 GM2 and 61 GM2 and another between 61 & 45 GM2, whereas the difference in costs were enormous. Overseas mills were quick to spot the demand, and 45 GM2 banks were imported at £70 to £100 per tonne over the price of bonds. British mills started to follow suit wherever they were permitted, but our latest prices are still making British paper the cheapest in the developed world.

How long this will last is anyone's guess, but the crunch is coming rapidly. So long as our mills make comparatively cheap paper they must do it with cheap pulp, and there is now no more of this about. They must go out in the market to buy it at the price ruling, and this is on the whole far in excess of what they have been paying. Yet it is a case of paying it or going without and over the last few months, a large number of mills have had to shut down machines through lack of pulp. Havoc has been played with delivery promises, or deliveries at any time, frequently mills have just cancelled monthly rations, or pushed back deliveries by months, irrespective of the usage or need.

Behind all our problems is the pulp supply, which appears to be

worsening. Finland which has been a major exporter for many years has temporarily dried up as far as this Country is concerned. Russia is taking pulp in exchange for oil, and for the rest Finland has realised that she has been living on her fat for too long, and she must conserve her forests, which in that latitude take far longer to replace than in more temperate climates. Sweden and Norway now use two thirds of their pulp in making paper for export rather than exporting the raw material, and can get a far higher price for both pulp and paper in America or on the Continent. To add to this Sweden has had a strike, which has put back pulp exports for a full three weeks—America is as usual buying in every possible market to keep her vast paper making industry satisfied, and takes most of the Canadian surplus, following the lengthy and catastrophic labour strikes in Newfoundland.

Where is the pulp to come from for this Country? Scandinavia a bit, South America some at a price, Canada for some mills with long serving contracts, and every other market where it can be obtained, but again at inflated prices. At hand however we have thousands, nay hundreds of thousands of tonnes of waste paper, only part of which is adequately collected. Properly sorted and graded this can be an invaluable source of raw material for re-cycling. The trade of course looks after this angle adequately, as with the prices now obtained it is a valuable source of revenue. However until recently the prices paid by the mills in this country were entirely inadequate, with the result that many waste merchants were collecting waste here, baling it and exporting it to Europe at prices far in excess of that obtained from British Mills.

Not many months ago we saw a considerable tonnage of mixed and coloured waste being loaded in a West Country port for shipment to Europe at £40 per tonne., while the British price was £16 per tonne. However the situation is changing, and mills here are being forced to pay a realistic price for waste or go without, and now that pulp supplies are critical they cannot go without.

All governments in this Country seem bent on interfering with world prices and remind us of King Canute trying to turn the tide. If attempts are made to fix prices which are unremunerative, then we are unable to manufacture at a profit, and so as a result we are unable to pay the market price for raw materials. The world is in a state of inflation, not just Britain, and if we are to make paper in this Country, then we must face up to the world price or go without. Instead of monkeying with the prices, let the Government make it mandatory on every County Council to collect waste paper

*(continued on page ten)*



A. DEREK P. TANNER

Chairman and Managing Director, of R. T. Tanner & Co. Ltd.

Re-elected President of the British Stationery and Office Products Federation for a further year.

Chairman of the Manufacturing Stationery Industry Group of the British Printing Industries Federation.

Treasurer of the Envelope Makers and Manufacturing Stationers Association.

Re-elected a member of the Printing and Paper Products Industry Training Board for three further years.

Chairman of the Stationery Industry Advisory Group of the 3 P's Training Board.

Chairman of Rosslyn Park F.C. National Schoolboys Seven-a-side Tournaments.



His Secretaries

Mrs. Diane Drummond

Joined 1961, and apart from a period when her children were born has worked with the Company throughout. Now works part-time.



Mrs. Carol Jeffery

Joined 1972. Married one year, and says she has put on two stone with a contented life. We are not sure whether the contentment is with the office or married life!



In June 1974, we said farewell to Arthur Harrison, who retired after serving the Company faithfully since 1952.

Arthur, born and bred a Yorkshireman, joined us from United Paper Merchants, when this Company went out of business, and soon made his presence felt in Yorkshire. Working with stocks held in a warehouse belonging to the South Leeds Haulage Company, he soon outgrew the facilities provided and a move to 68 Wellington Street followed in 1958.

Under Arthur's control the Leeds Branch continued to expand and in 1963 it was necessary to move to yet larger quarters to our present address, Corner House, Whitehall Road, Leeds LS12 1AQ. The business here has been built up to service the north. Deliveries of paper and boards being received from mill lorries, and manufactured goods on a weekly freightliner service from our Crayford factory.

Arthur has earned a rest, and goes with the knowledge that he is leaving behind a sturdy youngster ready and able to blossom forth as soon as the present difficult conditions improve.

We all wish him and his wife a happy and contented retirement to his new house near Harrogate.

The Directors presented him with a leather suitcase.

## Purleigh Pasteboards

New improved quality with superior brush coating

			under 1500	1500	3000	5000
Royal 51 x 63.5 cm.						
6sht. 375 microns	...	...	£ 4.65	£ 4.35	£ 4.03	£ 3.70
8sht. 550 microns	...	...	5.40	5.05	4.70	4.35
10sht. 650 microns	...	...	6.20	5.75	5.35	4.95
12sht. 750 microns	...	...	6.85	6.40	5.98	5.45
Imperial 57 x 76 cm.						
6sht. 375 microns	...	...	6.30	5.90	5.45	5.05
8sht. 550 microns	...	...	7.15	6.70	6.20	5.75
10sht. 550 microns	...	...	8.25	7.70	7.15	6.60
12sht. 740 microns	...	...	9.15	8.55	7.95	7.35

per 100's—Packed 100's

## Tanners for Boards



for re-cycling, failing which they should withhold part of the rates subsidy.

The need is urgent, not only for the paper supply position in this Country, but as a very considerable help to our balance of payment.

## Envelopes and Pockets

This issue of our Journal seems to be merely a tale of woe, but we have always believed in facing facts and stating the truth as we see it.

We have already covered the paper position thoroughly but when we come to envelopes and pockets the situation is even worse.

Our January quota of Centenary White paper was delivered at the end of May, the February supply is being made in June and from then on we have no idea when or how much will follow in the autumn. We have been able to keep supplies going with odd tonnages which we have obtained from various sources, frequently at higher prices, or in sizes which are wasteful, and have done our best to keep our many customers not exactly happy, but at least with something for them to use. M.G. Manilla has not been quite so difficult particularly in the better qualities, but here again prices have risen alarmingly.

We shall continue to do our best to meet the demand, though the situation is such that we are seriously considering having to ration supplies in some form or other. The position is that we are receiving far more orders than we are turning out, and the waiting lists grow longer daily.

Unless something dramatic happens in raw material supplies and in our production, we shall be forced to take extreme measures in curbing orders, though we assure you nothing hasty will be done, and we shall ensure that supplies are equitably made to you our customers.

## CROXLEY SCRIPT

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*Supplies of White Croxley Script, Duplicator and Copies Bond are reduced by 50 per cent. for the first half of 1974. With the impending shut-down for holidays, this situation is unlikely to improve in the near future.*

*If we cannot supply you with your requirements of this paper, we may be able to help you with an alternative.*

*We will notify you accordingly.*

We liked the following story printed in the *Sunday Express* of May 19th, and re-print for your benefit:—

#### JUST THE SAME

I asked in a stationer's for self-sealing envelopes. The young assistant took a packet of ordinary envelopes and said:

"I'm sorry, we haven't any self-sealing ones, but these are just the same—you only have to lick them".

#### NOTICE

In the early part of June the Company became involved in the SOGAT dispute and all overtime was banned.

This seriously disrupted production, and this was followed by a period of non-co-operation which reached a point when it was impossible to continue normal working.

Accordingly our works were closed down on Wednesday 19th June. However we were pleased to record that after the SOGAT dispute was settled, followed by lengthy meetings of management and employees on Monday 24th June, our factory restarted production on the first shift the following day.

We apologise to our many customers for letting them down, and will do all we can to catch up on the lost production as soon as possible.

# TIME IS MONEY

# USE OUR TELEX

**TANNER CRAYFORD 896048**

**TANNER LEEDS 557201**

*It is cheaper and quicker*

**Tanners keep up with the times**