



HIGHLIGHT



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

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NEW SERIES No. 97

Tanner's Quarterly Trade Journal

We do not as a rule indulge in politics in this journal, but some of the facts and suggestions we now publish are deliberately done as we feel that everyone should be acquainted with these and realise what is at stake.

The rise in the pay of adult male industrial workers has increased sharply, though the after tax private living standards has become smaller. In 1952 the workers average earnings were under £9.00 per week, and in 1975 £60.00 per week, a 570% increase. The real take home pay for the married man with two children went up less than 50%. From 1952-58 each extra £2.30 on pay brought him an extra £1.00 (at 1952 prices) in real income, in 1971-75 every extra £130.00 on money brought only £1.00 (at 1971 prices) in real income.

The squeeze on workers' private living standards was not caused by high profits. On the contrary the share of profits in domestic incomes fell from 15.9% in 1952 to 9.3% in 1975.

The main reason for the slow growth of both investment and workers' real incomes was the growth of government expenditure. From 1952-1975 state spending took almost two-thirds of the entire growth in money national income.

In 1952 the married man with two children earning the average industrial wage paid no income tax, and he paid less on national insurance than he received back on his family allowance. By 1975 a quarter of his income went on tax and insurance contributions. Unless the share of state spending is cut quickly, and this has now been put off a further year at least, these trends will get worse, and this goes for unemployment as well.

It is useless transferring thousands to the public sector, where the desperately low productivity there does not raise national income, and it is only through rises in real national income that workers can be paid more or employed more. The new jobs must be in industry, producing things people want at prices people are willing to pay.

In 1971-75 the average fall in industrial employment has been 150,000 a year, and this must be altered into an average rise of 250,000 per year. This is estimated to cost a total of £8 billion.

How is this to be achieved? Firstly taxes must be cut to help profits directly, and to maintain workers' real living standards, and this can only be achieved by a sharp and immediate fall in public spending. Secondly profit margins must be restored, and the recent phoney restrictions on prices must be abandoned forthwith.

Nowhere is this more important than in the paper trade.

R. T. Tanner & Co. Ltd.

We make no apologies for once again publishing the history of this Company. Every decade or so we do this, because in that period we have opened many new accounts and find that many of these have no idea that in this trade we are something of an elder statesman.

We therefore reprint a report published in 1962 by the old Paper Trade Review, and would point out that although we are aged we are young in spirit and in endeavour.

R. T. Tanner & Co. Ltd., today one of the Country's leading independent Paper & Board Merchants and Envelope makers was founded in 1863 by Richard Tupper Tanner in partnership with J. Hunt at premises in Upper Thames Street, London E.C.4, where they traded under the title of Hunt, Tanner.

This arrangement continued until 1877 when a dissolution of partnership was entered into and Richard Tanner removed to 16 Dorset Street, E.C.4, later to be renamed Dorset Rise. Richard Tanner had a life long experience of the paper trade and used this knowledge very effectively to increase the size of the business before he died in 1879.

It was about that time that Frank Garrett father of the late Frank A. Garrett first became associated with the business, and for ten years it was carried on by executors until William A. Tanner,

KENTISH WHITE BOARDS

TWIN WIRE

			Under		
		Microns	6,000	6,000	12,000
Royal 2	52 × 63.5cm.	200	2.64	2.46	2.30
Postal 2	57 × 72.5cm.	200	3.27	3.04	2.87
SRAI 2	64 × 90cm.	200	4.55	4.23	3.98
Royal 3	52 × 63.5cm.	230	2.85	2.65	2.50
Postal 3	57 × 72.5cm.	230	3.60	3.34	3.15
SRAI 3	64 × 90cm.	230	4.96	4.62	4.35
Royal 4	52 × 63.5cm.	280	3.48	3.24	3.05
Postal 4	57 × 72.5cm.	280	4.38	4.07	3.83
SRAI 4	64 × 90cm.	280	6.08	5.64	5.32

Packed 200 sheets—£'s per 100 Boards + V.A.T.

These prices are subject to an imminent rise, but will still be the cheapest twin wire pulp board on the market.

Tanners for Boards

METRIC MANILLA POCKETS

Light weight but strong

		100,000	50,000	25,000	10,000
229 × 102mm.	9 × 4	3.50	3.54	3.58	3.62
229 × 162mm.	C5	5.50	5.57	5.64	5.71
241 × 165mm.	9½ × 6½	5.95	6.02	6.09	6.16
255 × 178mm.	10 × 7	6.75	6.82	6.89	6.96
270 × 216mm.	10½ × 8½	8.60	8.67	8.74	8.81
305 × 254mm.	12 × 10	11.25	11.35	11.45	11.55
324 × 229mm.	C4	10.30	10.40	10.50	10.60
381 × 254mm.	15 × 10	13.70	13.80	13.90	14.00

£ per 1,000 + V.A.T.

Orders under 10,000 add £0.20 per 1,000.

Tanners for pockets

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eldest son of the founder, came of age. In 1898 Frank Garrett became a partner, and around the same period Arthur Tanner the younger son of Richard Tanner entered the Company.

By 1899 the business had increased to such an extent that it was found impossible to operate successfully within the limited accommodation at Dorset Street. A plot of land at the corner of Primrose Hill and Hutton Street was therefore purchased and a 5 storey warehouse built. This building was later to become the factory which was used right up to the move to Kent. The first machines were installed in 1903 and in that year the Company became the proud possessor of a large guillotine run by 'electric power', one of the first in London.

The business continued to expand and in 1908 the partnership was turned into a limited company, the existing partners being joined by Arthur Eames and Henry S. Pearsall. By 1911 the Company had again outgrown its existing premises, and obtained an additional 10,000 square feet of the neighbouring building, 15 Dorset Street, which had previously been occupied by the St. James Gazette. The offices were transferred to this building, and the old offices at 16 Dorset Street made available for use as additional stockrooms.

In the years between the wars, the Company's position was consolidated in spite of difficult trading conditions in paper and print in the early 1920's, and considerable additions were made to the machinery for the manufacture of envelopes and stationery. In 1929 the top floors of the factory were burnt out, necessitating re-building and the opportunity was taken to modernise the plant.

In 1940 a heavy blow fell, when in the first blitz on the City of London the entire premises in Dorset Rise were destroyed by fire which spread from neighbouring buildings around St. Pauls. New premises at Wheatsheaf House, Carmelite Street, E.C.4 were quickly obtained, and the Company although having lost all its records and entire stock was soon back in production. In 1946 Arthur Eames who had served the Company for over 50 years died, and A. Derek Tanner who had joined the firm in 1931 was elected to the Board subsequently succeeding his father as Chairman when the latter died in April 1962.

With the end of the second world war, the Company entered a period of rapid expansion and it soon became evident that the existing premises were inadequate in size and general layout for a modern manufacturing unit. Over a period of time a number of sites outside central London were considered before it was decided

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to build at Crayford in Kent. A site of 50,000 square feet, combining an office block and a single storey factory and warehouse was built, and all handling of products was mechanised as far as possible.

The move was planned in considerable detail and at one period was going so well that it had to be slowed down to conform with the original programme, which proved to be so accurate that the first machines were installed at Crayford and running at the end of 48 hours. Involved in the move were some 60 machines and nearly 1,000 tonnes of material. Virtually all the machines had to be re-equipped with new motors and drives, as the Hutton Street factory was on direct current.

The new premises were divided into two divisions—merchandising and manufacturing. On the merchandising side the Company might be described as a "free house" buying its paper and Boards from a number of Mills both in Britain and abroad. Throughout the paper and board warehouse, which has a capacity of over 1,000 tonnes, widespread use is made of pallets and fork lift trucks. Virtually the whole of Southern England is covered from the Crayford warehouse, and to serve Northern England there is an office and warehouse in Leeds.

Production of the manufacturing division includes envelopes and pockets, both machine and hand made, rotary cutting, punching and the manufacture of postal wrappers for newspapers, magazines and periodicals. In this latter field the Company is the largest producer in the United Kingdom.

Each cutting press is equipped with a Lowerator dispenser on which work going through the machine is automatically maintained at the height of the operators hand so that no stooping is involved. The main envelope and pocket manufacturing equipment and auxiliary units built by Winkler and Dunnebier, are the latest high speed machines capable of printing in three colours, window patching, and making in a large range of sizes and qualities. There is also a rigid box making section for the Company's own products.

With the modern premises now at the Company's disposal, and a Board of Directors which includes John Pearsall grandson of Henry S. Pearsall, Alan Flett financial director, Bill Hedley production and Anthony Tanner son of the chairman, the Company is well equipped to face the future, believing as it does that whatever the future may hold for the paper trade there will always be a place for the specialist who can combine efficient manufacturing methods with a personal service.

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New — New — New

TANSEAL POCKETS

SELF ADHESIVE

		100,000	50,000	25,000	10,000
C5	229 × 162mm.	6.10	6.17	6.24	6.31
10½ × 8½	270 × 216mm.	9.20	9.27	9.34	9.41
C4	324 × 229mm.	11.10	11.20	11.30	11.40
15 × 10	381 × 254mm.	14.30	14.40	14.50	14.60

£ per 1,000 + V.A.T.

Save time and lick!

Specify TANSEAL

Tanners for Envelopes

In our opinion . . .

As day follows day in 1976 the paper mills in this Country are surely becoming more depressed. At the turn of the year there were signs that the bottom had been reached, and that there was a slight improvement about. The 50 to 60 percentage at which production units had been running was improving though extremely slowly. However as we entered into March orders appeared to be drying up again, and at the same time this Country is being flooded with paper at prices which cannot even be looked at by the Mills.

While costs in this Country continue to escalate, albeit at a slightly slower rate than previously, though still at a rate at least double those of their competitors and through the devaluation of the £, pulp is steadily costing more, paper is being freely imported from Portugal, Spain, Austria, Germany, France and even Rumania at prices which can only be referred to as dumping. Some of these foreign papers are now being offered at prices which are only fractionally above the basic cost of pulp. How then can the remaining mills exist in this Country?

At the moment of writing most British Mills are applying for permission to raise prices by approximately 10% to come into force early April, and there is no doubt that on their figures they will have this granted. However firstly this will go no way towards the actual increased costs of paper production, and secondly it only increases the margin of their prices as opposed to imported papers, and aggravates the position more than beforehand.

We feel that the British Mills are not averse to and can well stand up to fair competition from overseas. Even if they are slightly more expensive they have a lot in their favour, quicker delivery; paper made and finished according to the customers whims and fancies, rather than being told to like or leave in a mass produced quality; in the event of the paper being incorrect in any way better and quicker remedy by the Mill. There should be no reduction in import quotas for these papers, from traditional suppliers such as Scandinavia and Canada, as the paper makers pressed for, and for which the British Printing Industry Federation proposed opposite views.

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What should be immediately stopped is the import of paper at subsidised prices. A small group of experts and we emphasize experts would have little difficulty in deciding what is a fair price and what is not and take appropriate action. Up to now Government action has been geared to prevent any British Mill advancing prices unless justified, but we firmly believe that the reverse should happen and paper below reasonable prices should be barred from entry.

Since we have written this, we see from an article in the Daily Telegraph that Mr. Keys, general secretary of SOGAT backs this argument, but by militant methods, such as refusing to handle imports from non-traditional markets. We are delighted to receive his support, but we would prefer to handle the matter more diplomatically and use argument and persuasion in the right quarters to achieve the same result.

The alternative is to say farewell to a paper making industry in this Country. The only mills who will remain viable are the few specialists or those using waste. Those who can make reasonable paper from recycled waste will be in a good position. It does seem extraordinary to us that what little investment is being made in the industry is not being put into installing the right equipment. We are aware that this is very expensive but it may be the only lifeline which will be available to the British Mills. We should have thought that a little governmental assistance could be arranged as it is a large saver of imports in the first case of pulp, or in the event of further Mill closures, that of finished paper.

Again should we not be taking a far more active interest in a pulp industry in this Country. A small amount is being done in the North and in Scotland, but it is a comparatively small venture and could be vastly extended. We do realise that it is a long term venture, but surely it would be a good idea for this Nation to look beyond the present or even a year or so ahead.

In connection with this we received a letter on this subject from Mr. Thomas Tait of the well known company of Thomas Tait & Sons Ltd., and we gladly republish part of this with which we fully agree:—

“In your next magazine, how about doing a small article on the forestry industry in Britain?”

This is very closely allied to the pulp and paper trade which both of us and our customers are engaged in, and may be of considerable interest.

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It is a pity that the Government does not encourage us to plant more trees, especially as we have a very substantial growth potential in this country, particularly of sidcus spruce which, with the kraft process, produces the best pulp available for the paper trade—far better than the pine trees of Scandinavia—and their yield per unit area of land is approximately six times that of Scandinavia.

If the vast areas of Scotland which are totally uninhabited and unused, are planted out in trees, we could without question, after putting in a few pulp and paper mills, send paper to Sweden, where they cannot manufacture it themselves in view of their low growth cycle, higher haulage costs (due to having to take their timber from a larger area with slow growth and, finally, their labour costs are significantly higher than our own).

The reason, of course, why I am keen to encourage the timber industry inside the U.K. is, long term. I would like to see a pulp mill at Inverurie and, of course, one must also remember that it is the third largest single import into this country and its related products, oil being most expensive, food next and then timber, and to a large degree we could be self sufficient in timber and its related industries."

Envelopes

The envelope trade has been in a disastrous state in the last few months, due to violent over ordering during the shortage with the resultant building up of stocks, and the fall in the use of the post following the two savage increases in rates in 1975.

Efforts are forever being made to ascertain the drop in mail, but these are never clearly forthcoming. In December it was estimated to be not far short of a 20% fall, and since then whilst they try to say that the post is down 10% in February one's guess is that it is probably in excess of this figure, and somewhere possibly between 10-20%.

We in concert with the rest of the trade have experienced this shortage of orders, but there are now a few signs of an improvement. The lighter weight pockets, such as Marshall and Metric Manilla, are for obvious reasons selling well, when everyone is engaged in reducing the weight of their mail.

Publishers

You spend thousands of pounds producing your journal and yet frequently send it out wrapped in any old tatty paper.

You are living in an era of specialisation. More and more publishers and printers are turning to the specialists for their postal wrappers. Why not join them and ask us to quote for your requirements?

Certainly your wrapper will be better and you never know, we could save you money.

Tanners —
the wrapper specialists

Prices will have to be increased shortly. Apart from the usual increases, such as rates, power, heat, light, transport charges there has been a not inconsiderable wage increase and now material prices are rising. We have not increased our prices since last autumn but we shall have to change shortly, but will give our customers the benefit of the material stocks we have on hand.

The Post Office

For once in a while we are not publishing an article on the Post Office. This does not signify that we are losing interest in them, but merely that we are giving them a rest before we commence our feud again.

For the time being we leave the torch in the hands of Lord Peddie, the chairman of POUNC. At the recent annual dinner of the Envelope Makers and Manufacturing Stationers Association Lord Peddie astounded many of us by the vehemence in his criticism of the Post Office. His exposition on the manner in which the Post Office was killing off the parcel post service by the latest horrific increases was masterly.

In the past we have been a critic of Lord Peddie on the grounds that he was too kind to the Post Office, but without a doubt this attitude has changed.

We can only say "more power to his elbow".

PURLEIGH BOARDS

These well known pasteboards are now coated both sides and are eminently suitable for letterpress, litho and silk screen printing.

ROYAL 51 × 63.5 cm.

Gm ²	Microns	Under			
		1,000	1,000	2,500	5,000
270	340	5.03	4.70	4.39	3.90
400	550	7.40	6.95	6.48	5.79
460	650	7.95	7.42	6.89	6.36
510	740	8.80	8.22	7.63	7.04

SRA1 64 × 90 cm.

Gm ²	Microns	Under			
		1,000	1,000	2,500	5,000
270	340	9.00	8.45	7.88	6.78
400	550*	12.27	11.45	10.63	9.81
460	650*	14.13	13.19	12.24	11.30
510	740*	15.69	14.64	13.60	12.55

£'s per 100

Packed 100 sheets except * packed 50 sheets

Tanners for Boards