



**HIGHLIGHT**



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

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NEW SERIES No. 101

April 1977

# Tanner's Quarterly Trade Journal

We think that as this is our 101st issue we may be permitted to be slightly nostalgic, and delve into some of our past issues.

The first eighty copies have now been bound into four splendid volumes by our old friend and late Leeds Manager Arthur Harrison. On retirement Arthur took up his old hobby of book-binding, and we shall shortly be sending him the next 20 issues to complete our first century.

In the first issue of our present series of journals we published a facsimile of an advertisement printed in our Trade Circular in 1906. In this there were offers of some 800 reams of various printing in Double Demy and Double Crown all at 1½d. per lb. (£14.00 per ton, free delivered!). Also included were Manilla Envelopes 3½" × 5½" at 1/8d. per 1,000 with 2d. per 1,000 reduction for 25,000 lots.

In the second issue of our Journal in July 1952, we note the following paragraph.

"As we go to Press a further general reduction of prices is announced. It is not possible to reprint our price list immediately since we have to wait the decision on every grade of paper, and some are not yet settled. You will, of course, only be charged the ruling price at time of delivery of all orders".

Ever since we seem to have been in a similar position except that this has been due to increased prices.

From 1953 onwards we have had continuous price increases starting with quite small amounts such as ¼d. per lb. culminating in the largest of £50.00 per tonne in November 1976. This has had the effect of raising prices approximately 500% in 25 years, which is pretty fair going in anyone's estimation.

It would be a nice exercise to work out just how much of this increase is due to inflation, the deterioration of sterling, the rise in the price of oil, etc., but we have not the time or the statistics upon which to base a case.

Sufficient merely to say that it is doubtful whether mills are making a comparable profit today at these prices as they did 25 years ago.

One thing is certain in that the growth market in paper in this country has ground to a halt, and probably gone slightly into reverse. Again we have no statistics available, but in our opinion a platform has been reached from which economies forced or unforced are being made.

We have always maintained that paper is the thermometer of industry. If industry is in the doldrums then paper consumption is too, and this does not only affect the packaging papers and boards, but all types.

It appears that the Government is now to give industry preference over everything else. This is good although it is at least two years too late. It is difficult to get into one's stride from a standing start such as we now experience, rather than to go from a trot to a gallop, which we could have accomplished a few years back.

To what can we look forward? The mills are at present reasonably happy with order books of three to five weeks though there are plenty of weak spots. However the foreign mills are not so busy, and with several new machines coming on stream this year with vast outputs, the picture is far from happy. Already we have experienced a slight price war from them. Those who increased their prices from way below British mills to way above them with the last two increases, are now 'readjusting' their selling prices downward. These may only be small drops but they are significant, and should demand throughout the E.E.C. not pick up shortly, we may witness further 'readjustments'. So much depends on demand and on the value of the £, because over the last six months the foreign importers have generally caught a dreadful cold. As we have previously stated in our Journal it is only the fact that these mills have decided to retain a foothold in their traditional market in this country, that has made them continue to trade here.

*Continued on page four*

*We've got them licked!*

## TANSEAL POCKETS

SELF ADHESIVE

Stocked in:—

C5	229 × 162 mm.
10 $\frac{5}{8}$ × 8 $\frac{1}{2}$	270 × 216 mm.
C4	324 × 299 mm.
15 × 10	381 × 254 mm.

Save time and lick!

**Specify TANSEAL**

*Tanners for Envelopes*

We have no doubt that the worst is over and that prices may tend to stabilise at least till mid summer and possibly longer. This of course is just what is required and we can only hope and pray that this is so. No increases and no price cutting is our only hope of stabilisation, and a base from which we all hope to see an increase in demand.

## Window Envelopes

In the last issue of our Journal we reprinted some instructions supplied by the Post Office regarding window envelopes. Unfortunately this was incorrect, though we hasten to say it was not our error.

The problem occurs with C.6 High Windows where the Post Office state that where the window panel is situated less than 115mm. from the right hand edge of the envelope the top edge of the window must not be more than 60mm. from the bottom edge of the envelope.

With C.6 High Windows in Mailing Manilla and Centenary White the measurement is 75mm. This of course is the measurement laid down by the International Standards Organisation, and as such is sacrosanct. On taking the matter up with the Post Office Technical Sub-Committee it now appears that the Post Office Memorandum is the ideal which the Post Office wish to attain, but it cannot be mandatory in view of the I.S.O. regulations.

We feel that this regulation was issued by the Post Office with their tongue in their cheek, because it contravenes existing rules, and the C.6 High Window can be used internally or internationally as at present, and no changes need be contemplated.

## The Envelope Situation

In the last issue of our Journal we warned you that we were busy on the envelope and pocket fronts, and this we are pleased to say has continued and increased. We are now hard put to maintain our stocks at the levels we should like, and in the case of windows delays are frequent, and we really cannot make enough.

Production is increasing, and in the forthcoming months we aim to achieve even higher output, which should enable us to meet present demand.

It is interesting and gratifying to us to realise that we are one of the few manufacturers who are running to a reasonable level of production. We are careful not to say full capacity, because we have not yet reached that Utopia, in fact we have some way to go, but maybe we shall achieve this goal shortly.

How is it that we are in this position? To start with we are comparatively small in production, which has the advantage that we are elastic in meeting demand—perhaps not as much as we would wish—and a small additional percentage of the total market is sufficient to keep us full. This we are achieving.

The main reason is that we are producing good commercial qualities in a restricted but composite range at competitive prices. We have searched over many years to get the right quality materials in Whites and M.G. Manillas, and then stuck to the mills making them. They in their turn can offer good contract prices, and you get the advantage.

We do not think that we are likely to see many changes in raw material prices in the foreseeable future, but we are of course going to be faced with the current inflation, N.H.I. surcharge, wage negotiations, rates, power, etc., during the next few months. There is little if any room in which to absorb these additional charges, so come the summer, further small increases may have to be met.

New envelope and pocket price and sample sets have been distributed by our representatives over the last few weeks.

If you have not yet received a copy please let us know and we will arrange for one forthwith.



## Fleet Street Beware

When we were looking through some of the early editions of our Journal we came across an item in August 1907 which has some bearing on Fleet Street today:—

“The phonograph is being brought into use in the composing room. *The Automobile Owner* states that the greater proportion of its printed matter is produced without a word being written or typed. The copy is spoken into a graphophone, the cylinders being sent to the composer, when they are put on the reproducing graphophones coupled up to the Linotype machines. A foot pedal controls the run of the cylinder and enables the operator to stop the wording or repeat it as desired.”

We seem to have been asleep for some 70 years, but maybe we are awakening again to some even more advanced technology.

## Special Offers

During the last few issues of our Journal we have given over the centre spread to advertising several of our special offers, and the results have been exceptional. This is one of the reasons which has encouraged us to continue publication of our Journal.

Agreed that these special offers have been quite exceptional value, but in practically every case the items have been cleared within a very short space of time.

As most printers are looking for bargains, and at the prices we are offering, we have to expect immediate turnover, so we have no hesitation in publishing a further list on the following pages.

15,600 H.L. Boards 230 microns SRA2	£22.10
43,000 H.L. Boards 230 microns 52 × 64 cm	£25.40
6,600 H.L. Boards 230 microns 57 × 73 cm	£31.90
74,500 shts R.B. Cartridge SRA2 115 gm <sup>2</sup>	£13.49
265,000 shts Nordcopy Bond A4 70 gm <sup>2</sup>	£2.25
31,000 shts Nordset Bond SRA2 70 gm <sup>2</sup> , 5,000 shts min.	£11.45
To clear	£9.60

	Under 15,000 shts	25,000 shts and over
298,000 shts Sarum White Bank RA2	£6.68	£6.20
52,000 shts Sarum White Bank 42 × 53.3 cm	£5.59	£5.24
2,165,000 shts Sarum White Bank A4	£1.59	£1.49
5 Tonnes Opaque Printing RA2 60 gm <sup>2</sup>	£7.59	£6.59
5 Tonnes Opaque Printing SRA2 60 gm <sup>2</sup>	£8.27	£7.27
418,000 Progress Bond Envelopes D.L.		£4.25

All per 1,000 sheets, plus V.A.T.

THESE PAPERS AND BOARDS ARE ALL PERFECT  
AND ARE OFFERED STRICTLY SUBJECT  
TO INTERMEDIATE SALE

*Samples can be obtained by return*

## A Few Contentious Thoughts

Whilst we have done our best to avoid political arguments in our Journal, we cannot help making a few observations which are apparent to everyone and in our opinion appear to be some of the reasons for the shaky state of industry in this country.

The Rent Act has gradually signed the death knell of rented accommodation, which has meant that mobility of labour has been severely curbed. How often have we found that skilled labour has been available in another part of the country which will only move if accommodation is provided, yet where can this be found quickly? Rented accommodation provided temporary housing while the incumbent had an opportunity to look around and at least had a chance to get on a council waiting list, though this may be a lengthy wait.

Again the Redundancy Act has worked in the opposite way to which was originally intended. Companies requiring additional labour are loath to take it on unless it is a permanency. They would rather work maximum overtime, and this is made even more attractive by the additional 2% surcharge on the N.H.I. contribution from April this year.

These are but two reasons for the high unemployment rate, though naturally not the only cause by a long chalk. Nor are these two cases we have cited the only Acts which have been recently passed, which do nothing but stultify business.

We do not suggest for one minute that behind these Acts were very good reasons for their provision, but so much legislation has been poured out by Parliament in the last few years without adequate thought and provision for the future, that it has in many cases had a reverse effect.

This Government has now stated that every effort must be made to get industry under way again, though little appears to be in process yet. This Government has few business men in its ranks, so we say let the C.B.I., T.U.C. and businesses get together, and sort out the mess. This country can and will be able to produce the goods and provided the Government gets off our backs, we will do it.

*Continued on page ten*

SAVE WEIGHT — SAVE MONEY

## METRIC MANILLA POCKETS

The tough but lightweight pockets made in a full range of sizes from 9 × 4 to 15 × 10.

They are cheap as well!

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SAMPLES WILL BE GLADLY SENT

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*Tanners for pockets*

Far be it for us to get embroiled in arguments regarding the Social Contract and the next round of pay bargaining. We realise that a free for all would result in an almighty jump in the inflation rate, already far too high, but there must be room available to recompense increased effort and output.

One thing about which we must be grateful in that the powers that be realise that the taxation rate is far too high to be sustained, and by the time this Journal is printed, we hope that we shall all be able to enjoy a little more fruits of our labour.

## Records from the Past

Our archives tell us that in 1907 there were 100 printing firms in Nottingham, which employed collectively over 5,000 work people, with a wage list amounting to over £5,000!

## Kentish Boards

Enclosed with this issue is a sample of our Kentish board, and in the page opposite is a full list of prices.

This really is a first class board suitable for any printing process, and at prices which compare more than favourably with any board even those which are not twin-wire.

Made by one of the premier mills in this country we can only offer at these prices by ordering very big quantities, so that we can usually guarantee delivery from stock whatever the quantity required.

You will note that all our boards are now priced per 1,000 sheets in common with our paper supplies. They continue to be packed in 200 sheets.

# KENTISH WHITE BOARDS

## TWIN WIRE

	<i>Microns</i>	<i>Under</i>		
		<b>6000</b>	<b>6000</b>	<b>12000</b>
Royal 52 × 64 Cms.	200	33.5	31.3	29.0
“ “	230	37.0	34.5	31.8
“ “	280	45.0	42.0	38.8
Postal 57 × 73 Cms.	200	41.9	38.9	35.9
“ “	230	45.9	42.6	39.4
“ “	280	56.0	52.0	48.0
SRA2. 45 × 64 Cms.	200	29.0	27.0	24.9
“ “	230	31.8	29.5	27.2
“ “	280	38.8	36.0	33.3
SRA1. 64 × 90 Cms.	200	58.0	54.0	49.8
“ “	230	63.5	59.0	54.5
“ “	280	77.6	72.0	66.6

£'s per 1,000's + VAT.

Packed 200's

## Why pay more?

## *Tanners for Boards*

## Trouble Saving

It surprises us that more customers do not make use of the British Stationery and Office Products Federation clearing systems for settling their accounts with us.

If you are members of the B.S. and O.P.F. you can save yourself a lot of time, trouble and expense by paying your suppliers with one cheque and the Federation will do the rest.

Full details are obtainable from the Federation.

## Waste

It cost this country £3 million to import low grade waste paper from the Continent last year. This was due to the lapse of local authorities and voluntary bodies in collection following the sharp fall in demand in 1975. Most of the import came from Western Germany, where collection of waste is much more organised.

The government grant of £23 million must be put to good use to ensure a regular supply of waste, the demand for which is growing annually.

The main problem is that this demand is cyclical and some means must be found for ensuring that a temporary lack of demand in one year does not result in the authorities ceasing to continue collections. The money should be used to finance a stockpile, and this means that the mills using the waste and where it is mainly to be held will require financial assistance.

This is only good housekeeping, because every tonne of waste saved by this country results in nearly the equivalent amount of pulp to be imported at a considerably higher price.

*page twelve*

# TIME IS MONEY

# USE OUR TELEX

**TANNER CRAYFORD 896048**

**TANNER LEEDS 557201**

*It is cheaper and quicker*

**Tanners keep up with the times**