

HIGHLIGHT





The House Magazine of  
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NEW SERIES No. 107

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# Tanner's Quarterly Trade Journal

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## Important Announcement

This issue of our Journal is slightly late, but there is a very good reason for this. During the last two months we have been more than a trifle busy negotiating the purchase of another company.

The old established envelope manufacturers Berry, Ede and White of Rochester recently decided to close their envelope factory to concentrate on their engineering company.

R. T. Tanner & Co. Ltd. have bought the entire plant and will be moving a large proportion of this to their works at Crayford. It is hoped that many of their workforce will transfer to the Crayford factory.

During the last year we have been heavily oversold, and in spite of increased production have not been able to keep pace with sales. For a company largely concerned with stock sales of envelopes and pockets this was catastrophic, and although additional plant was on order, delivery was about two years.

However the additional plant of Berry, Ede and White will complement that of our own and will make a very considerable impact.

Unfortunately these moves take time, and it will be the end of the year before full integration is achieved. Meanwhile it is hoped to work in with them to effect an early improvement in production.

The ultimate position will be the virtual doubling of our total output of envelopes and pockets, but meantime please be patient for a little longer and look well ahead with your requirements.

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## In Our Opinion . . .

There has been quite an up-turn in demand for paper and board throughout the world. As a result of the cut-back in pulp production mainly in Scandinavia during the last year, the mountains of pulp which had accumulated and which were keeping down prices have largely disappeared. We do not foresee any pulp shortage, but there is no doubt that prices will start to move up again shortly. Already some of the overseas mills have announced further increases from the beginning of October of £30/£40 per tonne. A few British mills have also notified increases though of very varying amounts.

Much will depend on the dollar sterling position. Any appreciation in the dollar and/or depreciation of sterling would result in almost immediate rises in pulp and therefore paper prices.

We can only repeat what we said in our last journal. Paper prices have bottomed out and will increase from now on, some mills now and others trying to hold off till the year end.

We shall of course endeavour to keep you acquainted with the changes as soon as possible. Our new loose leaf stock and price list is going to prove invaluable, since we can reprint pages as and when changes occur. Our representatives will be ready to replace pages on their visits as they become available. Please therefore ensure that you have the folder to hand, and we can keep it up-to-date for you.

## No Comment!

The three most hard-worked lines of fiction:

1. Of course I'll still love you in the morning, darling.
2. I'll put a cheque in the post.
3. We're from Head Office. We've come to help you.

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## NEW

### HIGHLIGHT

### OPAQUE D.L.

### 110 x 220 mm ENVELOPES

**A good quality banker envelope  
opaque printed.**

Smalls	5,000	10,000	25,000	50,000	100,000
£6.67	£6.23	£5.83	£5.62	£5.46	£5.30

All per 1,000 Plus V.A.T.

## TANNERS

*for Envelopes*

## Pricing of Paper

At a recent trade dinner held in London, the President of the National Association of Paper Merchants, Michael King-Smith of Link Paper, according to the report in *Printing World*, proposed that pallet loads should replace tonnes as the paper merchant's measure of supply to enable him to cut costs.

He went on then to say: "Historically a tonne was a cost level for a manufacturer, but today the cost factor that most affects paper distribution is a pallet load. One can receive and deliver a pallet and one's costs are reasonably modest, but to break a pallet at the mill, in the merchant's warehouse, or at the printer's is to add substantial costs to the distribution chain".

We think that this is nonsense, because if accepted by merchants and printers, there would be no need for Link Paper or any other merchant to exist. Pallet loads, irrespective of actual needs would be consigned direct in from mills to printers.

Since the last war, the stockist paper merchant has strengthened his position as a supplier of paper to customers for several reasons. Firstly mills no longer will deliver in small drops anywhere. (How many remember 3½ cwt. lots delivered carriage paid virtually anywhere on mill lorries?) Most now require 2 tonnes minimum and we would not be adverse to seeing these increased, though we would agree with Michael King-Smith that they should be in the nearest pallet load, provided they are standard packs. Secondly printers require all the room they could obtain in their works for plant and they could no longer find room for a paper warehouse. Thirdly cash flow. Printers do not want to tie up money in stocks of paper and board which they may not require for some considerable time.

It is the stockist merchant whose job it is to break pallet loads according to the requirements of his customers, and not to foist upon him standard pallet loads which may be more or less than he requires.

Michael King-Smith goes on to say, "Part of our problem as distributors is that we do not now relate our price levels to our costs". Hurrah! We agree wholeheartedly. So many merchants merely sell on price, carving the margins to such a degree that

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they finish up losing money. We feel that it was on this level that Michael King-Smith was making his point, but that in the report it has become somewhat garbled. We would back him thoroughly price wise, but when it comes to the physical breaking of pallets, the customer must get what he wants and pay accordingly.

It is interesting to see this go the full circle. We were one of the first paper stockists to stop breaking reams, and we can recall a telephone call from Link (then Lepard & Smith) asking us what sort of reception we got from our customers. On being answered that on the whole it was reasonably received, though we did have literally one or two problem customers, they remarked, "I wish we had the courage to do it, it is costing us a fortune in warehousemen to count out the odd quires, pack and repack the original ream, which is unlikely to be sold in its present broken state".

## Dominant Pasteboards

An old friend is about to return to us in the near future.

Those of our customers who remember the original Purleigh Pasteboard before it was changed by the mill into a coated board will be pleased to hear that we can now obtain supplies of this board under the mill name of Dominant.

Purleigh Boards will continue to be stocked as at present, but we will also be stocking the true Dominant Pasteboards as soon as supplies arrive.

Excellent colour, good surface and above all rigidity, the Dominant board will be stocked in:—

Royal 520 × 635 mm. in	
200 GM2	250 microns
250 GM2	300 microns
270 GM2	350 microns
345 GM2	450 microns
410 GM2	550 microns
450 GM2	650 microns
510 GM2	750 microns

For mobiles, silk screen, calendars, showcards, price tickets, in fact any card which requires extreme rigidity, the Dominant Pasteboards are the ultimate answer. Samples and prices are available on request.

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*Have you tried*

## ULTRABLADE ART PAPER & BOARD?

A top quality gloss Art, yet at an economic price.

*Stocked in:—*

			<i>Smalls</i>	<i>500 Kgs.</i>	<i>1,000 Kgs.</i>
<b>SRA2</b>	45 × 64 cm.	100 gm <sup>2</sup>	19.90	16.30	15.24
		115 gm <sup>2</sup>	22.87	18.73	17.51
		135 gm <sup>2</sup>	26.88	22.02	20.58
<b>SRA1</b>	64 × 90 cm.	100 gm <sup>2</sup>	39.80	32.60	30.47
		115 gm <sup>2</sup>	45.74	37.47	35.02
		135 gm <sup>2</sup>	53.76	44.03	41.16
<b>D/Crown</b>	51 × 76 cm.	100 gm <sup>2</sup>	26.81	21.96	20.53
		115 gm <sup>2</sup>	30.82	25.24	23.59
		135 gm <sup>2</sup>	36.07	29.55	27.61
<b>D/Medium</b>	58.5 × 91 cm.	100 gm <sup>2</sup>	36.76	30.11	28.14
		115 gm <sup>2</sup>	42.29	34.64	32.37
		135 gm <sup>2</sup>	49.68	40.70	38.04
<b>D/Royal</b>	63.5 × 102 cm.	100 gm <sup>2</sup>	44.78	36.68	34.28
		115 gm <sup>2</sup>	51.48	42.17	39.41
		135 gm <sup>2</sup>	60.39	49.47	46.23

*£'s per 1,000 sheets*

Ultrablade two-sided coated boards stocked in SRA2, SRA1, Royal, D/Crown Postal.

240 gm <sup>2</sup>	=	200 Microns
270 gm <sup>2</sup>	=	230 "
300 gm <sup>2</sup>	=	270 "
360 gm <sup>2</sup>	=	340 "

Also available in eggshell and canvas embossed in SRA2 and SRA1.

Send for samples. Once used, always used.

The cover of this journal is printed in Ultrablade Art Board 270 gm<sup>2</sup> and the text on Ultrablade Art 115 gm<sup>2</sup>.



Left to right: Peter Halligan of Halligan Litho Ltd., Terry Inglis of Tullis Russell & Co. Ltd., Bill Walford of R. T. Tanner & Co. Ltd.

## Rothmill Weekend

Between the beginning of February and end of March Tullis Russell, the well-known Scottish paper makers, ran a competition, dividing the country into four areas.

The printer had to buy some Rothmill White, Tinted or Postcard Board, remove the "Simply say Rothmill" sticker from five bundles, attached to the entry form, and complete with a short sentence. The judges were to find a winner in each area and he, the merchant supplying the board and the mill representative for that area were invited to the mill, making a party of 12.

The winner in the London area was Halligan Litho Limited of Bromley in the person of Mr. Peter Halligan, the supplying merchant being R. T. Tanner & Company Limited, the representa-

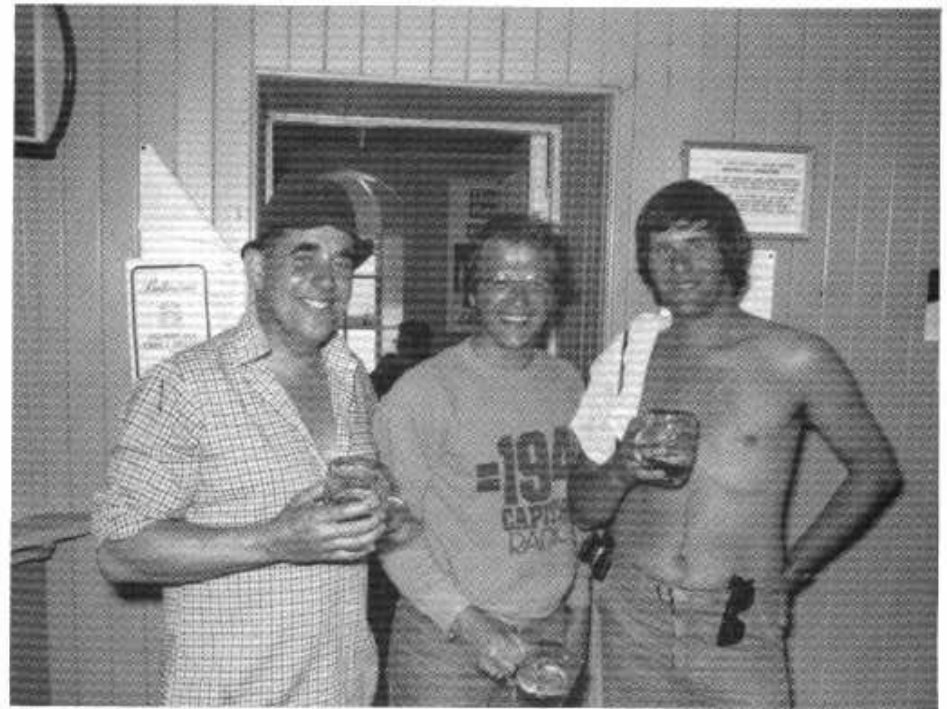
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tive being Derek Tonks, who, not being a fisherman himself, kindly passed the invitation over to another of our representatives, Bill Walford, and the mill representative was Mr. Terry Inglis.

The party was flown from Gatwick to Edinburgh on Thursday, 1st June, and on the following day they visited the mill to see the new No. 5 machine. On Saturday, 3rd June, boats and gillies being provided, the fishing competition on the famous Loch Leven commenced. As luck would have it in this miserable summer they encountered the one glorious day in which the sun shone all day and the fish stayed far below. Not downhearted a casting competition was instated instead and our man Bill Walford was runner-up.

After presentations from Dr. Russell of Tullis Russell in the evening, accompanied by much of the local brew, the party returned home on the Sunday.

Our representative reports "Fantastic weekend, sunstroke, and alcoholic poisoning caught, but no fish!"



The same three renewing their energy!

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## “All Work . . .”

In recent years, an increasing amount of our Managing Director's time has been taken up in chairing committees for this and that, attending training boards, conferences and numerous other good works, and all in addition to his day-to-day involvement in our business.

In this, he has always had our sympathy and, no doubt, that of our readers. One wonders how he can take the strain. Above, we see him, fully stretched, at a recent conference. Seems to be coping—and this after a long and tiring journey to Marbella!

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## Officials who do not Pay

The following article written by James Mackay was published in *The Financial Times* on 2nd September, 1978, and we are indebted to them for permission to reprint.

We are only too familiar with those imprinted stamps that look like a crown inside a TV screen, with the words “Official Paid” that come on buff envelopes from the Inland Revenue and other government departments. Behind those prosaic bits of stationery lies a fascinating story which dates back to the “free” franks of the 18th and early 19th centuries. The franking privilege, enjoyed by government officials and members of both Houses of Parliament, came to an end in 1840 with the introduction of Penny Postage. Even Queen Victoria surrendered the franking privilege which monarchs had enjoyed since the reign of Henry VIII.

The franking system had been grossly abused but some form of free postage was still required. The answer was specially printed envelopes for the Houses of Parliament and these issued in January 1840, constitute the earliest official stationery. The Post Office originally considered issuing adhesive stamps to government departments for use on their mail. These stamps were identical to the Penny Blacks sold to the public, in every respect save one: In the upper corners, where the ordinary stamps had tiny stars, the official stamps bore the royal initials VR. Although inscribed “One Penny” it was never intended that they should be sold. The scheme was never implemented and in 1843 the vast bulk of the VR Penny Blacks were destroyed. A few examples were used for cancellation experiments by the Post Office but most of the surviving specimens, in unused condition, came from circulars sent out to all postmasters when stamps were introduced in May 1840. A few are known with postmarks though this use was quite illegal.

Only one example of a VR Penny Black is known still attached to the envelope on which it passed through the post. It came to light in a Peebles lawyer's office during a wartime salvage drive and is one of the gems of the Stanley Gibbons sale of British official stamps on October 5. Its probable value today is in excess of £10,000, which must be a handsome profit from a petty meanness. Two other used examples are included in the sale.

Thereafter government offices were obliged to purchase stamps from the Post Office, but this rule was gradually relaxed

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first by permitting the use of brass or rubber stamps bearing facsimile signatures of certain officials and later by allowing office stamps of various kinds. These franks were applied to mail which then received "official paid" date stamps struck in red ink, and this practice continues to this day in many instances.

Many departments, however, continued to use adhesive stamps and problems with the misuse of such stamps led to the application of perforated initials as a security endorsement. Stamps with the initials of the Board of Trade (BT) and the Stationery Office (SO) appeared about 1880 and were the precursors of stamps overprinted with the name or initials of various departments.

The first of these stamps appeared in 1882 and consisted of contemporary definitives overprinted OFFICIAL and IR, the initials of the Inland Revenue. Stamps were subsequently overprinted for use on government parcels, the Office of Works, the War Office, the Admiralty, the Board of Education and the Royal Household. For a short time after they were first released in 1882 these stamps could be purchased by the general public from Somerset House, but this practice was soon stopped. Later it became illegal to possess unused examples of the stamps and even used specimens were extremely elusive, since they were mostly confined to internal correspondence and officials were required to deface the stamps and destroy them after use.

Nevertheless leakages of both mint and used stamps continued until 1903 when criminal proceedings were taken against three persons for stealing and dishonestly handling official stamps. All official adhesive stamps were withdrawn from use in March 1904 as a result of this case. Shortly before this, the 6d. Edwardian stamp was overprinted for use by the Board of Inland Revenue. Though never officially issued, six specimens are known to exist in postally used condition and only one example in mint condition overprinted "Specimen" and one of these, estimated at £1,400, is included in the forthcoming Gibbons sale.

British government offices have used "Official Paid" stationery and postmarks ever since and these have generally been neglected by philatelists. However, quite a few examples of the stationery used by such departments as the Board of Agriculture, Charity Commission, Foreign Office, the Receiver of Wrecks and the Tower of London are included in this sale, with some quite hefty estimates.

Perhaps we should be scouring the wastepaper basket today and putting aside those O.H.M.S. envelopes with an eye to their future appreciation.

## CRAYSEAL

*A high quality white opaque*

*printed self seal wallet*

	<i>Smalls</i>	<i>5,000</i>	<i>10,000</i>	<i>25,000</i>	<i>50,000</i>	<i>100,000</i>
89 × 152 mm (3½ × 6)	£5.61	5.17	4.84	4.66	4.53	4.40
114 × 162 mm (4½ × 6¾, C6)	£7.14	6.58	6.16	5.94	5.77	5.60
110 × 220 mm (4¾ × 8¾, DL)	£9.05	8.34	7.81	7.53	7.31	7.10
Windows						
114 × 162 mm (4½ × 6¾, C6)	£8.54	7.87	7.37	7.10	6.90	6.70
110 × 220 mm (4¾ × 8¾, DL)	£10.20	9.40	8.80	8.48	8.24	8.00

per 1,000's plus V.A.T.

## TANNERS

*for Envelopes*