



HIGHLIGHT

Statements

We apologise for the late rendition of our statement in January. This is entirely due to the lengthy Christmas holiday, when in addition to the statutory holidays, our staff take a week's winter break.

Our new computer has now arrived, but we can assure you that it will not be processing our work until such time as we are convinced of its effectiveness. Knowing what can happen, we are sure you will agree!

Peter Tanner

Peter Tanner who for the last two to three years has been representing us in the Eastern Counties has relinquished this on taking up an appointment in our Crayford office.

He will be largely responsible for the organisation of our computer in the coming months.

His territory will be taken over by Keith Templeman who joined the Company on 1st April, 1980. Keith lives in Chelmsford, which is extremely central for his area.

In a hurry?

To avoid delay 'phone your order for paper, boards and envelopes on CRAYFORD 56626—this by-passes the exchange and is connected direct to our Sales Desks.

*ALL SIZES OF SELF SEAL ENVELOPES
EX STOCK SUBJECT TO INTERMEDIATE SALES*

CRAYSEAL

*A high quality white opaque
printed self seal wallet*

Stocked in:—

3½ × 6 (89 × 152 mm) C.6 & D.L.

Windows in C.6 & D.L.

Sample pack and prices on request

TANNERS
for Envelopes



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

WHEATSHEAF WORKS,
CRAYFORD, DARTFORD, Crayford 526255
DA1 4BQ
Telex: TANNER G 896048

Leeds Office and Warehouse
WHEATSHEAF HOUSE,
2, LOCKWOOD CLOSE, 0532 703316
LEEDS LS11 5UU
Telex: TANNER G 557201

NEW SERIES No. 113
April 1980

Tanner's Quarterly Trade Journal

How difficult it is to communicate, and how bad we in this country are at it. We do not seem able to appreciate the other side's point of view, but take up positions from which it is virtually impossible to retire gracefully. Hence these industrial confrontations largely brought about because neither side wishes or is willing to know the situation appertaining to the other half. Blow you Jack I am all right, seems to be the general attitude adopted by most people, yet neither I nor Jack are prepared to continue as we are, but both want more for less work.

How one breaks the ever-increasing inflation rate caused by mounting labour costs ably fuelled, if we dare use this expressions, by the oil sheiks, we do not know. Nor surprisingly does apparently anyone else, as there is a dearth of suggestions coming forward now-a-days.

We come back to communications, and it is largely for this reason that four times a year we sit down to communicate to you our staff and you our customers. It is our only means of telling you what has happened over the last three months and something of our immediate plans for the future. From the many remarks we receive it is clear that this is what you want in our Journal. On several occasions we have decided to close down this publication on the grounds that it had fulfilled its purpose and outstayed its welcome. However the response has surprised us, and we have bowed to the wishes of many and continued to publish. Without it our means of communication ceases, and no doubt this would be a tragedy.

In our opinion

It takes a brave or foolhardy man to forecast the future, immediate or long term. There is no doubt signs of a sharp down turn in demand for paper and even for envelopes, though with the

back log of orders this has not been so apparent. Book publishing in particular has taken a knock, and Mills specialising in these sorts of paper are scratching around to keep machines busy.

Like every product which this Country makes, paper is no exception and competition from overseas becomes fiercer every year. In most cases prices are still way below comparable qualities made in this Country. For those using tonnage on a regular basis this is obviously of great interest, but those buying on a one-off basis must beware. Such matters as damage in transit or paper below specification or printability create havoc. One can get a certain redress for damage and possibly allowances for other problems, but rejection or replacement is rather a different situation, and frequently no one wants to know.

From a printers point of view it is quite safe to buy foreign paper from a merchant provided it is an established grade, because the merchant or agent has had time to sort out the problems and establish sufficient rapport with the Mill should complaints arise.

As the stockist Merchant we buy paper and board from British Mills and from overseas. Certain lines such as Ivory Boards and Strawboards are of course imported, but for the rest we buy on quality and price. It is not only the cheapest such as Kent Art, but also the best double coated Art Parilux which we obtain from the E.E.C. Our aim obviously is the best at the cheapest price irrespective of where it comes from, always provided that it is from a reliable source.

Irrespective of the weakness of the market, prices are again on the rise. Pulp is already up and all Mills are feeling additional costs, particularly energy, of which they are huge consumers, be it coal, oil, gas or electricity. Most Mills are holding prices till the end of March, but then there will be a general increase of 7 to 10% across the board.

Will this kill the existing demand or not and how much printed matter is going abroad already? There is no doubt that print will be facing a diminishing market, yet will companies in other trades hard up for orders start to advertise on an increased level?

The way ahead does not look very bright. We feel that whilst we all are prepared for this, the real problem is whether it is likely to be of short or long duration.

Our guess is that firstly the recession may not be as bad as expected, but may last throughout 1980.

page two



**Make
someone
happy!**

STOP USING THE BLOODY 'PHONE AND SEND A LETTER INSTEAD!!!

Envelopes

At long last we have reached very near our total productive capacity. It has taken several months longer than originally envisaged, but with quality products such as ours it was necessary to hasten slowly. Recruit the right staff, train it and at the same time build the market. It would have been simple to take orders and contracts which were offered to us, but we set out to support our regular customers, only taking on some of Berry Ede and White's customers as and when we were in a position to undertake their work out of the increased production.

We consider that we have played to the rules very correctly, and hope that our customers will continue to support us as we supported them, when the market changes.

There are signs that this may be happening. At present we have a healthy order book, and demand for stock supplies does not seem to be falling. However every time there has been a substantial increase in postal charges, demand has fallen considerably for up to a year. The previous increase of 1p in the Autumn made no impact, but 2p more on top must have an adverse effect. We find it difficult to judge. With our very much increased output we are as we predicted making inroads on our waiting lists, yet these are at present still showing healthy signs of replenishment.

We are at least able to offer a much more reasonable delivery date for specials and a more realistic delivery of stock envelopes and pockets should we not have stock.

It has not been easy for our staff to tell you that we could not give you a definite delivery date for a standard stock line. We trust that those days are behind us, and that we can now offer realistic dates for any lines for which there is still a waiting list.

Of one thing we are certain. Following a higher than usual price increase in the M.G. Manillas and a substantial increase in wages now being negotiated, the prices of envelopes and pockets are shortly due for a considerable rise. These are likely to come into force in early May, and new price lists will be issued as soon as possible.



Sabre papers **For Plain Paper Copying**

We make no excuse for publicising once again Sabre papers. The sales of these papers have outstripped our wildest expectations, and continue to increase each month. This is really not surprising, as surely this must be one of the only range of papers which is made especially for all the different types of copying machines in use.

Wherever we have introduced Sabre papers we have obtained nothing but praise and repeat orders are constantly being received.

We have heard the comment that following the increase in price in January, Sabre papers are no longer the cheapest on the market. There will always be a cheaper paper in whatever grade you use, but by how much is what matters. We know that it is by only a few p and this is more than made up by easier and quicker running and the lack of wastage alone makes up the difference in price.

Do not be misled. Ask for a sample pack for your particular type of machine, and then try it out in your premises. We are confident that you will in future turn to Sabre papers, and that these will remain competitively priced.

SABRE COPYING PAPERS

Reliable Quality—White & Distinctive Tints
Manageable 5 Ream Cases & Waterproof Ream Wrapped

			<i>Small</i>	200 Kgs	1,000 Kgs	£ per 1,000\$
Sabre Print—White						
For Offset Printing	A.4 210 × 297mm.	70gm ²	3.36	2.94	2.69	"
	F/Cap 203 × 330mm.	70gm ²	3.76	3.19	2.95	"
	A.4 210 × 297mm.	80gm ²	3.68	3.22	2.89	"
	F/Cap 203 × 330mm.	80gm ²	4.00	3.50	3.15	"
Sabre Duplicator—White						
For Stencil Duplicating	A.4 210 × 297mm.	70gm ²	3.23	2.84	2.55	"
	A.4 210 × 297mm.	70gm ²	3.60	3.18	2.85	"
	F/Cap 203 × 330mm.	80gm ²	3.53	3.10	2.78	"
	F/Cap 203 × 330mm.	80gm ²	3.95	3.45	3.10	"
<i>Tints</i>						
Blue, Green, Pink, Yellow & Gold	A.4 210 × 297mm.	80gm ²	3.95	3.47	3.12	"
Sabre X—White						
For Rank Xerox Copiers	A.4 210 × 297mm.	80gm ²	3.80	3.34	2.88	"
	F/Cap 203 × 330mm.	80gm ²	4.13	3.63	3.13	"
	American F/Cap 216 × 330mm.	80gm ²	4.50	3.96	3.41	"
Sabre Copier—White						
For all other Copier Machines other than Rank Xerox	A.4 210 × 297mm.	80gm ²	3.80	3.34	2.88	"
	F/Cap 203 × 330mm.	80gm ²	4.13	3.63	3.13	"
Sabre Copier—Tinted						
Blue, Green, Pink & Yellow	A.4 210 × 297mm.	80gm ²	4.34	3.72	3.22	"
Sabre Unicorn—White						
For all liquid toner Copiers	A.4 210 × 297mm.	80gm ²	4.04	3.55	3.06	"
	210 × 330mm.	80gm ²	4.75	4.18	3.60	"
Nashua & Kalle Infotec—Also suitable for SPIRIT DUPLICATING						

The right copier for your machine

SABRE X

All Rank Xerox machines

SABRE PRINT

for small Offset Printing

SABRE COPIER

Agfa Gevaert X10/11/20/21
Canon 5000 & 5500
Mitsubishi U-Bix
Oce Dry Copiers
Gestetner FB12/Byfleet 2010
Rex Rotary 5080
Sharpfax 710, 730, 810 & 830
Toshiba Dry Copiers
3M Secretary Mark II & III

SABRE UNICORN

Nashua 1220 Series
Kalle Infotec
and Spirit Duplicating

Tanners for SABRE papers



On the 22nd January the Mayor of the Borough of Bexley paid an official visit to the Company.

The mayoral party comprised the Mayor and Mayoress, the local Councillor, the Director of Engineering and Works, the Assistant Chief Planning Officer and the District Employment Manager, Manpower Services Commission. They were met by the Board of Directors and escorted round the offices, warehouse and factory. The Mayor spoke to every member of the staff who was present on that shift.

After a buffet lunch held in the office, a general discussion ensued with the Council Officers regarding the future plans of the Company before the party took their leave.

page eight

Subsequently the following letter was received by our Managing Director:—

“Dear Mr. Tanner,

May I thank you for arranging a most enjoyable and informative tour of your Works on the 22nd January, and I must apologise for this very belated letter due entirely to the pressure of engagements since that date. I would also like to thank you for the most delicious buffet lunch which was offered to us.

I found the various aspects of your business quite fascinating and I would like to send you my best wishes for Tanner's continued prosperity.

Yours sincerely,

J. PEARSON SELLARS,

Mayor

Obituary

It is with regret that we heard of the recent death of Richard Turner as a result of a coronary.

Dick joined the company in 1946 and represented us in S.E. London and Kent until his retirement last year.

With his dry sense of humour Dick was well known and respected throughout his area, and it is sad that he did not live long enough to enjoy his retirement to which he had so much looked forward to.

He leaves a widow to whom we extend our deepest sympathy.

page nine

To get the finest results it is necessary to use the best paper

PARILUX ART

HIGH GLOSS & MATT PAPER & BOARD

IS THE BEST

A 2 sided coated paper of the finest quality, long grain, guillotine trimmed 4 sides.

	<i>mm</i>	<i>Smalls</i>	<i>200 Kgs</i>	<i>1000 Kgs</i>	<i>Wrapped</i>
110 gm² SRA2	450 × 640	39.40	31.51	27.80	500's
	650 × 920	81.79	65.40	57.70	250's
135 gm² SRA2	450 × 640	48.35	38.67	34.11	500's
	650 × 920	100.31	80.21	70.77	250's
170 gm² SRA2	450 × 640	60.90	48.71	42.97	500's
	650 × 920	126.41	101.09	89.19	125's
250 gm² SRA2	450 × 640	104.47	83.59	73.73	250's
	650 × 920	216.92	173.57	153.08	125's
300 gm² SRA2	450 × 640	125.63	100.31	88.47	125's
	650 × 920	260.30	208.28	183.70	100's

per 1000's + V.A.T.

New prices as from 8th April 1980

The text of this journal is printed on PARILUX 110 gm² and the cover on PARILUX 250 gm².

page ten

Concerning Ourselves

The year ending 31st March, 1980 has seen the most phenomenal growth in the history of the Company.

Following the acquisition of Berry Ede and White the annual sales have increased 40% though much of this is attributable to increased prices for paper and envelopes.

Through careful husbandry over the last few years the whole of the purchase of plant and additional working capital has been provided almost entirely from our own resources.

This places us in a very strong position and we look forward to the future with great confidence.

New Members

We welcome to our office staff Dennis Barnes. Dennis has worked for many years for our old friends and competitors Chapmans the envelope makers at Bromley, and brings a wealth of knowledge of the trade with him.

Norman Hicks who has been in our Order office for some time is now joining our representative in Kent, Dennis Manning, as a trainee representative.

Mark Polczyk, a member of our sales staff at Crayford has successfully completed a junior management course organised by the National Association of Paper Merchants and the Paper and Paper Products Industry Training Board.

page eleven