



HIGHLIGHT

Envelope Prices

Following the increase in paper prices envelopes are also being raised in price as from 2nd January, 1980. This is unfortunate, but our last change was September 1979, and we have contained the many increases which have occurred since that date. However with raw materials showing substantial increases over the last three months, we have no other option but to follow our competitors and put prices up.

We have however kept these down to a minimum as it is obvious that a further substantial increase will follow in April.

The good news for our customers is that we are now obtaining the benefit of the increased production following the additional plant we purchased. At long last we are able to make some impression on the waiting lists for nearly all pockets and many banker envelopes.

However for the time being all manufacturers are finding demand buoyant, and envelopes and pockets in short supply. Whether the proposed increase in postage rates will have much effect is uncertain. The additional 1p on postage last Autumn had no noticeable effect, but the additional 2p may well be the straw that breaks the camel's back. We expect a fall back in demand as usually happens, and it may well last throughout 1980.

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!

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

CRAYSEAL

*A high quality white opaque
printed self seal wallet*

Stocked in:—

$3\frac{1}{2} \times 6$ (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
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NEW SERIES No. 112

January 1980

Tanner's Quarterly Trade Journal

*The Directors and Staff
of
R. T. Tanner & Co Ltd
wish you a happy and prosperous
New Year.*

The life history of this Company has been written and published many times though this finishes rather abruptly in the early '60s following our move from London to Crayford.

However, behind all this is a more interesting story as to how a small firm with a capital issued in 1905 has grown to its present not inconsiderable size with only the aid of its Bankers and a small and rapidly diminishing debenture on its freehold property.

In the '20s this Company was mainly selling paper to publishers, who were using three or four merchants on whom to place their orders in turn. This enabled them to finance their industry by keeping each merchant waiting in his turn for payment, and any pressure frequently resulted in bankruptcy. In those days this was a far from lucrative trade, and as a company we gradually removed ourselves from it, and went into general stock holding for jobbing printers.

In the '20s and '30s we were building up our manufacturing trade, though this was mainly in envelopes, few pockets being made, and nearly all the output went to the football pools. Our sales total struggled to reach £100,000 though with paper selling mainly between £20/£30 per ton and envelopes from a few pence over two shillings a thousand, even this was not easy to attain.

Came the war with paper rationing and most of the staff went into the forces. The offices and warehouse were burnt out, but miraculously the factory survived. This enabled us to restart immediately though paper was severely rationed until the early '50s. Growth was considerable both in merchandising and manufacturing especially when we ceased making for the pools market.

In 1959 we were warned by adverse results that our future in the centre of London was hopeless and that costs were escalating faster than profits. Unless we modernised and went into mechanical handling we would be finished.

We were lucky to dispose of our factory lease for a reasonable figure and this together with our accumulated profits and a debenture, enabled us to purchase the freehold site and build the factory at Crayford. Moving away from our traditional site which we had occupied for nearly 100 years, together with the huge costs of removal, training new staffs, and obtaining new equipment resulted in a period of considerable strain, the Company over eight years losing a total of £100,000.

From 1968 onwards the story is one of success and this culminated in 1978 with the purchase for cash of all the plant and equipment of Berry, Ede and White Ltd., virtually doubling the envelopes and pocket output of the company.

At the same time the merchandising business has been extended and rationalised, and our Leeds branch has twice expanded to larger and better premises.

All this has been achieved virtually from our own resources. Since 1960 no ordinary dividends have been declared, all profits being ploughed back straight into the business. As nearly all the ordinary shares are now held in a family holding Company, this has been possible and the Company has reaped the benefit of expanding from its own retained profits.

(Continued on page four)

page two

UNLINED STRAWBOARDS

Do you have problems in obtaining strawboards decently packed?

All our finest Dutch Strawboards are in nylon tied bundles of 25 Kgs.

Stocked in 635 × 760 mm.

	Approximate Count per bdl.
500 gm ² 8 oz.	100
900 gm ² 14 oz.	60
1400 gm ² 24 oz.	35

We also stock

M. G. Pure Ribbed Kraft.

Acid Free Tissue.

TANNERS
for Paper & Board

We have the greatest faith in the future. There is an ever widening market for the smaller independent merchant and manufacturer, who somewhat naturally is able to offer personal service. This is dependent on the Company remaining virile and aggressive. It will always be necessary to plough back all its available profits to ensure that it has sufficient reserves to re-equip with modern plant. This is the area in which so many private companies go wrong and die prematurely. The large groups find little difficulty in raising money for re-equipment, though plenty fail to recoup the necessary profit in order to pay it back. The small independent has to find most of the money from his own resources and with Company taxation at its present level this is not easy, but at least we try and have some measure of success to show.

Our next target is sales of £5 million, and need we say it with profits to match. We will require several new replacement machines before many years have passed, so we must continue to put what we can aside now in order to face the future with confidence.

To all publishers

Since the early days of this century R. T. Tanner & Co. Ltd. have been making postal wrappers for publishers.

Orders continue to increase every year, yet we know that the one essential vital to all publishers is delivery on time, and this we ensure.

Made on fast purpose built plant using only the best materials we can offer a highly competitive product for your requirements. Try us.

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Sabre papers For Plain Paper Copying

Whatever the type of copying machine there is a SABRE paper made specially for it, and that paper is stocked by us at Crayford and Leeds.

The first question you should ask when copying paper is requested is for what machine. Then you can supply the right paper for the right machine and make a friend for life.

The variation in price of different grades is nominal, yet what a difference to the recipient. Ensure that the paper you supply as a copier is the one that you know will work on his machine, and be competitive.

SABRE papers are ream wrapped in moistureproof wrappers and in cartons of 5 reams, light enough to be handled by secretaries and office staff, yet are strong and sturdy.

Not only are these papers made specially for the different types of copiers, they are constantly checked in actual use of the various machines, all of which are installed at the Mill for this very purpose.

The prices shown overleaf are those coming into force with effect from 21st January 1980.

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SABRE COPYING PAPERS

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

			<i>Smalls</i>	200 <i>Kgs</i>	1,000 <i>Kgs</i>	
Sabre Print—White						
For Offset Printing	A.4 210 × 297mm.	70Gm ²	3.36	2.94	2.69	£ per 1,000\$
	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.	80Gm ²	3.60	3.18	2.85	"
	F/Cap 203 × 330mm.	70Gm ²	3.53	3.10	2.78	"
	F/Cap 203 × 330 mm.	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
Gestetner FB12/Byfleet 2010
Oce Dry Copiers
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

“In our opinion”

Once again we are on the treadmill of increased prices, but this time the picture is far from clear. Some Mills are putting up prices from the beginning of the year, others are holding off to review the situation with the intention of going up in March/April.

It is all governed by two things: the price of pulp and demand. All pulp Mills want to increase prices to recoup the higher energy costs with which they are faced, and at present with demand on the Continent fairly stable there is not exactly a shortage of pulp, but certainly not a glut. Prices therefore will tend to harden, unless the unpredictable happens and demand falls. Britain is the Country where this is possible, because with the high inflation rate and a strong financial squeeze anything could happen. At present there is scant signs of any recession though all the pundits tell us that it is about to happen. Many of the heavy industries and large factories have shut down, but the unemployment figures are not at all alarming, which shows that many are being absorbed into other jobs. Whilst there are pockets of unemployed, it is quite difficult in many parts of the Country to obtain labour.

Whatever one orders today, be it a cupboard, motor car or a humble pocket envelope there is a waiting list of some considerable length. This does not therefore give the impression of a Country about to go into deep recession.

It seems largely to depend on the length of time it is necessary to maintain the high interest of the minimum lending rate. The squeeze will sort out the men from the boys, but it is essential that it is not maintained at this somewhat punitive level for too long.

It seems that we are all punch drunk with prices and the value of money. It matters not whether it is industry, commerce, Nations or people. We no longer ask ourselves whether we have earned an increase or not, but automatically we look for and expect both in what we receive and what we pay out. It doesn't seem to get us very far, but wonder whether one day it will have to end, and then there may be rather a mess to clear up.



On 4th July, a reception was held in London to mark the retirement of A. J. Deane Drummond, C.B., D.S.O., M.C., as director of the Paper and Paper Products Industry Training Board.

To our Chairman and Managing Director A. Derek Tanner as the oldest serving member of the Board fell the pleasant task of presenting bouquets to Mrs. Deane Drummond, and Mrs. Powell.

The photograph shows Derek Tanner making the presentations to Mrs. Powell, wife of Albert Powell the Chairman of the P.P.I.T.B. and president of SOGAT.

Paper Making Statistics

A comparison of a few statistics of paper and board Mills in Europe, Scandinavia and United States is interesting. France has 188 Mills average output 26,400 tons, Germany 241 Mills averaging 28,500 tons, the United Kingdom 142 Mills averaging 29,200 tons, Sweden 65 Mills averaging 87,000 tons and the average in the U.S.A. is 70,600 tons. These figures are based on 1978.

Output per employee is even more absorbing. In France the output of paper and board was about 127 tons, 114 tons in Sweden, 132 tons in Germany and 195 tons in the U.S.A. The output in the United Kingdom was only about 65 tons. Is this the result of the "itty-bitty" market in this Country, ancient equipment or the proverbial over manning? No doubt that it is probably a combination of all three. In this Country we have only a few machines, mainly on newsprint, making for the mass market. Sweden and the U.S.A. are certainly making more for the mass market, hence this explains some of the higher output per person employed.

From these figures it is apparent that the British Mills are hopelessly placed financially when it comes to large tonnage orders of standard papers.

Croxley Transcript

As a result of demand we have added to our stock range of Croxley Transcript the A4 size in white and all colours in A, B and C sheets.

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

PARILUX ART

HIGH GLOSS & MATT PAPER & BOARD

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>
100 gm² SRA2	450 × 640	37.34	29.86	26.34	500's
	650 × 920	77.51	61.98	54.68	250's
135 gm² SRA2	450 × 640	45.82	36.64	32.32	500's
	650 × 920	95.06	76.02	67.06	250's
170 gm² SRA2	450 × 640	57.72	46.16	40.72	500's
	650 × 920	119.80	95.80	84.51	125's
250 gm² SRA2	450 × 640	99.79	79.85	70.42	250's
	650 × 920	207.20	165.80	146.21	125's
300 gm² SRA2	450 × 640	119.75	95.82	84.50	125's
	650 × 920	248.65	198.95	175.45	100's

per 1000's + V.A.T.

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