

## Appendix 3A

### STATISTICS ON TANNERS CUSTOMER BASE

Currently Tanners have approximately 1,300 live trading accounts.

Those spending more than £50,000 per annum	26
less than £50,000 per annum	41
less than £25,000 per annum	105
less than £10,000 per annum	360
less than £2,500 per annum	750

#### Types of Accounts

Direct Consumers (Banks, Insurance Companies, Public Companies)	50%
Paper Merchants/ Stationers (Distributors)	15%
Printers (inc Instant Printers)	10%
Government Types (Local Authorities, H.M.S.O., Unversities etc.)	13%
Direct Mail (inc agencies)	12%
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	100%

Schedule of major customer by types.

#### Direct Consumers

TSB Bank - contract to supply wide range of envelopes to eight locations throughout U.K. - inc. Channel Islands.

British Gas North Eastern - supply of full range of printed Business Envelopes.

Nat. Union of Public Employees - envelopes and paper to twenty locations throughout U.K

Municipal Mutual Insurance - envelope and paper to ten locations throughout U.K.

Barclays Registrars Ltd - manufacturerers of specialised envelopes for machine inserting applications.

#### Paper Merchants/Stationers

Bunzl Fine Papers Group (Donald Murray, Glasgow, Rothera & Brereton Leeds, Dixon & Roe London, plus ten others) (Supply G B Papers and Tullis Russell branded envelopes).

Crosport Ltd. Stoke on Trent - envelopes and paper sold on behalf of Tanners in the potteries area.

Mossblatt Envelopes - branded envelopes for resale

Svenskt Papper, Stockholm Sweden - (Supply G B Papers and Tullis Russell branded envelopes).

New contract secured from 1st January 1991 which is currently producing £280,000 per annum of business).

#### Printers

Williams Lea, London EC1 - City and Financial printers who stock and supply printed envelopes for report and accounts takeover communications and the like.

Abbey Press, Abingdon - Printed Envelopes for direct mail/correspondence. Clients - Citroen Cars, Design Council.

Selwyn Press (Part of W.R. Royle)- Speciality envelopes to match watermarked papers, recent work has been supply of new logo envelopes for Forte Hotel chain.

#### Government Types

Local Authorities supplied with envelopes and paper.

L.B. of Bexley  
L.B. of Sutton  
Sevenoaks District Council  
Kent County Council

Universities - Contract for supply of envelopes to Southern  
University Consortium

H.M.S.O. - Speciality envelope need