

time to come. It is, perhaps, not without interest in this connection that Mr. Preston enjoys the distinction of having been the first president of the first press association formed west of Lake Superior, that honor having been conferred upon him in Winnipeg some ten years ago.

Toronto Employing Printers.

LAST month, after THE IMPRINT had been made up, the above association had a meeting, which was duly reported in the daily papers. The severe depression in the printing trade was discussed and a "remedy" was proposed in the form of a resolution of the dog-in-the-manger variety. The resolution protested against type foundry selling presses, type, etc., to "irresponsible" parties under lien, and against paper makers securing themselves by taking chattel mortgages. To tell the truth there were not half-a-dozen printers present who would have been in business had it not been for the lien principle, and having had the benefit of it they would like to deprive others of the possibility of obtaining the like benefit. There are two ways of buying a printing plant: one is to pay cash for it and the other is to buy it on credit. If credit is required security must be given, and what security could be better or more reasonable than that the goods purchased upon credit should remain the property of the seller until they are paid for? How many printers were present at that meeting who are in a position to pay cash for a \$3,000 addition to plant if needed in their offices? Abolish the lien principle and some other kind of security must take its place or credit cannot be obtained. Again, if paper makers decline to give credit to printers whose plants or portions thereof are covered by liens how many of those present would be in a position to ask for credit?

Considerable difference exists as to paper and plant. Paper is an article of consumption and when the printer buys it he sells it again and gets (or should get) his money for it as well as a profit for handling it. That being the case why should he not pay the paper maker for it when the payment falls due? Yet we are informed by one of our largest dealers that it is a common occurrence for printers to ask for the renewal of notes given for paper purchases. Indeed printers have been so generous in terms to their own customers that catalogues, etc., have been supplied on contract to be paid for by renewal notes extending over a couple of years. Terms of this sort are simply ridiculous, considering the fact that such goods are for immediate consumption. Imagine a grocer

selling sugar on such terms or any other tradesman goods that are for immediate consumption.

Plant is an entirely different affair and the type founder is obliged to give longer terms. He can afford to do so as his goods are not for consumption and he can secure himself by a lien upon them. The enterprising printer by this means is enabled to increase his plant and make the new material pay for itself in a year or so and is entitled to credit to that extent by paying a fair proportion of his purchase in cash. In any case such transactions are straight business on the part of both parties, and it would be a jealous or narrow minded proceeding on the part of more prosperous printers (if there are any in Toronto) to seek to boycott the type founder for adopting such business methods.

It must be clearly understood that THE IMPRINT is entirely with the Employing Printers' Association in their denunciation of the practice of type foundry or others giving credit to "irresponsible" parties. To supply complete equipments to irresponsible adventurers who have absolutely no capital and nothing to lose is a gross injustice to those established in the trade and we never have and never will countenance that sort of thing. Those who sell (?) to such people are simply laying up trouble and loss for themselves and injuring a trade that is already sufficiently overdone.

In our last issue a hint was given as to some methods that might be adopted for the improvement of the trade in Toronto. Another method would be to secure amalgamations of existing offices. If half-a-dozen medium sized concerns in Toronto were amalgamated into two or three good printing offices it might prove to be a step in the right direction.

THE letters from Paper Maker and F. J. Campbell which appeared in The Toronto World in relation to the printing business in Toronto caused considerable comment among those interested. Paper Maker places the case very fairly, and certainly no one could blame any firm for withholding credits from those whose plants and assets are encumbered by mortgages and liens. Paper and ink are articles of consumption with the printer, and should be paid for out of revenue.

Timid Young Author: Haven't you read my poem too hastily? I am sure, sir, it has some good features about it that you would see on a more careful reading.

Editor (with a sudden suspicion)—You are not trying to work off an acrostic on us, are you, miss?—Chicago Tribune.