

## TRADE NOTES.

THE Dexter Folder Co. have recently put one of their late improved double sixteen point feed book folding machines into the establishment of Houghton, Mifflin & Co., Cambridgeport, Mass. It is well known that this firm, when supplying their needs in the way of folding machinery, invariably place their order for the very best, and this fact should do much to establish the claim made by the Dexter Co. of the superiority of their folding machines. This order was the result of the favorable impression made by a personal investigation of the Dexter Folding Machines while on exhibition at the Massachusetts Charitable Mechanical Association, held at Boston recently. The Dexter Folder was awarded a silver medal, that being the highest award for folding machinery. We are informed that this company report that in spite of the dull times they have been able to keep the shop running to almost full capacity. In fact, that in the way of special book folding machinery, there has never been a time when they could keep up with their orders, and on Sept. 1st they had over \$12,000 worth of machinery under way that was ordered. This is largely owing to the fact that on account of recent valuable improvements, this company are supplying a line of machines that cannot be obtained from any other house. The Dexter Co. will be glad to send their new catalogue to any one wishing it. This catalogue is generally admitted to be the finest piece of work, from an artistic standpoint, ever issued by any manufacturer of printing machinery.

Buntin, Gillies & Co., Hamilton, have issued a price list of wedding stationery, announcement folders and cards, programmes, menus, etc. The line is a fine one, and samples should be in the hands of every printer. A complete sample book costs fifty cents, which the firm agrees to refund when orders reach the sum of five dollars.

Mr. James Brown, Canadian manager of the J. L. Morrison Co., reports business picking up, and some good sales this month in wire and wire stitching machines.

## CONCERNING THE FUTURE.

FOR years and years many inventive geniuses have planned and their minds have been kept busy endeavoring to formulate some idea in machinery that would supercede the old method of typesetting by hand, and many times new inventions have been set forth promising great results, but which ultimately were found to be impracticable and useless. Those most concerned, says the American Art Printer, have watched these spasmodic efforts with no small degree of interest, the more incredulous ones believing that no idea would ever come to the mind of man sufficient to rob the printer of his time-honored occupation. But as persistency finally receives its reward in nearly all undertakings, so in regard to composition by machinery. The fears entertained for years by some printers that eventually an invention would come to light that would revolutionize the printing business, have assumed realization in some of the perfected typesetting machines of the present day.

That typesetting machines is a reality is observed in the large number of printers who have suddenly been cast adrift, and who are to-day wandering aimlessly about seeking work, their seedy and dejected appearances indicating a hard tussle with fate. In view of this condition of affairs the question naturally arises, what is to become of this surplus of printers. What is to be the

future of those who have been forced out of situations by the advent of typesetting machines? Presumably speaking, some will enter new fields of usefulness, while the majority will learn to run machines if they are given the opportunity.

In this connection it is painfully observed that in many offices where machines have been put into use, an impenetrable wall of selfish protection seems to have been erected about them, excluding the possibility of any who might feel so disposed from gaining an insight into the workings of said machines. Asked for a reasonable explanation in regard to this condition of things, those interested selfishly answer that such precaution is necessary for self-protection. They argue that a surplus of operators would jeopardize the chances of those now holding machine situations!

Statements of this character are unwarrantable and inconsistent with union principles. With the introduction of additional machines will come an increase in the demand for operators, and it is believed that after awhile employment will be had by all who have mastered the intricacies of these wonderful inventions. Thus, when certain members of the union, who have succeeded in securing comfortable berths for themselves, endeavor to exclude other members of the same organization from a chance of earning a livelihood in the future, union principles become mere mockeries.

In contemplating the future and the possibilities of typesetting machines, there is much food for reflection on the part of the International Typographical Union. Its membership is the foundation upon which it now rests and has rested ever since its inception, and any weakening of the same is a menace to its existence. To keep that membership intact should be the constant ambition of this strong and flourishing body. So, if through selfishness or any other reason, some of its members should strive to prevent others from acquiring knowledge that will be the means of keeping them in the union, the organization should exercise some kind of authority to defeat the calculations of those who by their actions demonstrate their disloyalty to the union's best interests.

The International Typographical Union should, by advice and authority, encourage its members as much as possible in diffusing the light of typesetting machines, even though it should become necessary to go to the extent of establishing training schools to accomplish such purpose. Now that the practicability of machines has been demonstrated by experience, and it is believed has come to stay, it is our duty to assist each other in sharing a portion of their benefits. Teach as many of our members as possible the mysteries of the machine, because, as time progresses, it is a reasonable supposition there will be work enough for all.

It is not expected that a machine operator will kill himself from constant toil any more than would a hand compositor. And though at the present time, owing to a scarcity of operators and the novelty that comes with the practice of a new idea, those running machines are applying themselves to their work with unusual studiousness, it is believed that after a time there will be the usual demand for substitutes, and to meet the necessity a large number of competent operators will be kept busy in this capacity.

The Endeavor Standard, printed at Vancouver, has just made its appearance. It is printed in the interests of the Christian Endeavor societies.