

engravers as a "flat" half-tone, and it can do this at a much lower rate than the reetched work costs. If a printer were to purchase a lot of type from a foundry, and should find the same with uneven faces and roughly made, he would condemn it as worthless, and the same rule should apply to half-tone engravings, as the flat etching is unfinished and poor at any price.—American Stationer.

#### PROVERBS FOR PRINTERS

The motto on the menu of the ninth annual dinner of the Master Printers' Association of Rhode Island was: "We are not in business for our health." Interspersed with the various dishes were proverbs for printers, which must have added zest to the appetites of the guests. Here are some of them:

The majority of employing printers are more enthusiastic workers than they are competent business men.

Printers worry more about an idle press than they do about the lack of profit in a job; and for this reason will take a profitless order for the sole purpose of keeping a press busy.

Do not aim to get every job in sight, but rather aim to get a fair profit on everything you handle.

Remember, the busiest printer is not always the most prosperous.

Suppose you, established printer, had rejected all the unprofitable work you have done in the last five years, and had charged 10 per cent. more on all the orders that would have stood the extra price, how much better off you would be to-day!

A great majority of printers do not know what their products cost them, and then cut prices are the direct result of this lack of information.

The habit of wanting every order in sight, even at the sacrifice of any possible profit, is the only obstacle to overcome.

Is the purpose of business glory? or a desire for a safe investment—an honest living?

If we are in business, why not sell our product at a profit?

But what is the use of worrying about past mistakes?

Let us resolve to do differently in the future.

#### A PRESS FOR "THE WAR CRY."

The Duplex Printing Press Co., of Battle Creek, Mich., have just completed a flat-bed perfecting press for the Salvation Army authorities, to be installed in their elegant new building on West Fourteenth street, New York City. This machine is for printing the large editions of The War Cry and other publications of the Salvation Army. The quality of work on these papers is claimed to be far above that of ordinary newspapers, as they are printed on finished stock and use numerous half-tone illustrations. There is a large demand in this field for such a press as the "Duplex," and its success therein will be hailed with great satisfaction.

#### THE ONTARIO PRINTING CONTRACT.

THE time for receiving the new printing tenders called for by the Ontario Government expired at noon on Monday, July 24th, up to which time four tenders had been received.

The firms which tendered were the Methodist Book Room, Hunter, Rose & Co., Murray Printing Co., and Warwick Bros. & Rutter.

When the previous tenders were closed, on December 29 last, six firms competed, and in the present instance the competition was confined to these six, but Warwick & Wilson and the Salvation Army have not taken advantage of it, hence the decrease in the firms tendering. Warwick & Wilson were, it will be remembered, the lowest tenderers on the last occasion.

The tenders which closed in December last called for tenders for each class of work. For instance, so much for the printing, so much for the presswork, so much for the binding, etc.

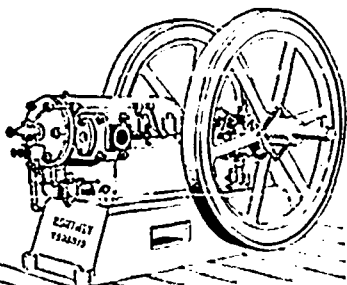
The fresh tenders are, however, called for on an entirely different basis: They call for a price on the complete book. In other words, the contractors must state in a lump sum the figures at which they are ready to print, fold, bind, etc., the books required by the Government of the Province. This is the basis upon which the Government of the State of New York calls for its printing tenders.

Another difference in the tender which the Government threw over and that which closed on Monday is that the life of the contract is three years instead of five, with the privilege of its being extended for a further term of three years by the vote of the Legislature.

#### A UNIQUE BROCHURE.

In the January number of PRINTER AND PUBLISHER there appeared an interesting article entitled "On the Making of Blank Books." This is now being issued in brochure form by Warwick Bros. & Rutter, and its value has been enhanced by numerous illustrations. The cover, which is in black and red, has on its front an illustration showing the interior of a bookbindery in mediæval times, while, as a contrast to this, on one of the inside pages, is given a view of the interior of a modern bookbindery—that of Warwick Bros. & Rutter. Other illustrations show exterior and interior views of this firm's premises and various descriptions and styles of blank books. The brochure, which is decidedly unique, can be obtained free on application.

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