

UNITED TYPOTHETAE MEETING.

PLAN FOR RAISING PRICES.

THE Canadian delegates to the annual meeting of the United Typothetae of America, held at New Haven, Conn., September 12 to 15 were: From Toronto—Messrs. J. T. Johnston (of The Toronto Type Foundry Co., Limited), Major Horn, Atwell Fleming, Fred Diver, E. E. Sheppard, E. J. Hathaway, John Murray and R. L. Patterson; from London—Alfred Talbot and George M. Reid.

The meeting unanimously adopted the following resolution on the question of employing only union men: "Resolved, that the members of the United Typothetae of America, in convention assembled, reserve to themselves the right to employ whomsoever they see fit in the management of their respective offices."

Kansas City, Mo., was chosen as the place of the next convention, the date being left to the executive committee and the Kansas City Typothetae. The following officers were elected: President, Franklin Hudson, Kansas City; secretary, J. S. Cushing, Boston; treasurer, Thomas E. Donnelly, Chicago, and an executive committee.

A. Talbot, of London, Ont., was elected fourth vice-president, representing the Canadian trade.

The following motion, introduced by George H. Ellis, of Boston, and seconded by George E. Cole, of Chicago, was passed without debate:

"Resolved: That in view of the increase in the cost of printing the United Typothetae of America recommends to all local Typothetae the immediate consideration of an increase to the consumer."

TO AVOID RATE CUTTING.

Plans for the prevention of rate cutting were presented by C. W. Hornick, of St. Paul, and Nathan Billstein, of Baltimore. They were referred to a committee.

In St. Paul, Mr. Hornick said that they had a plan which was working well. Most of the printers in the city had organized a small parent company with a capital stock of \$10,000, which is taken by the members in greater or less quantities according as their plants are more or less valuable. When figures are asked for on a large job, the members who bid report to the manager, and he tells them what the price shall be for the work. The same price is asked by all, and the work falls as it will. There is no competition among the members, and the one who gets the contract pays 2 per cent. of the amount into the treasury of the company. When the expenses are paid, if there is any money in the treasury a dividend is declared.

This plan of organization brought out considerable discussion, and many questions were asked Mr. Hornick by the members present. He said that the effect of the plan had been to raise prices, but that it was intended to raise them still further this Fall.

He said that the members of the typographical union in St. Paul were very friendly, and that they have offered their cooperation to the employers in their endeavor to get higher

prices. Mr. Hornack thought that the two bodies should work together.

Mr. Billstein's paper was as follows:

"Considered from an economic standpoint the printing business seems to have passed through the stages of evolution common to many manufacturing industries, and it is now at a point where some new development is about to take place. The lowering of prices can no longer be compensated by the employment of improved methods and faster machinery, their advantages have all been expended in the contest for trade and have gone to the consumer. At many places the printer is confronted by increased cost of many of the things he is constantly buying, by combinations of labor, type founders, paper-makers and others. Prices must be raised, and the problem is how to bring about this increase. You cannot successfully raise prices on those customers who continue their work at rates long established and who do not ask for estimates. The attempt to do so will very likely result in the loss of the customer. Even if the entire trade agreed on a general advance to all their customers it would result in more or less shifting of work and a detrimental disturbance of the business.

"There seems to be no hope of accomplishing anything in this direction through individual action. A concerted movement depending upon individual execution would be a practical failure because of the lack of confidence we see manifested so often and so certainly. United action which can be controlled and regulated seems to be the most feasible, if not the only way in which the trade as a whole can be benefited.

"In the early part of this year two members of the Baltimore Typothetae, Mr. John H. Williams and Mr. W. Ross Wilson, issued a pamphlet describing a plan based upon that of the fire insurance board of underwriters for an associated interest in the trade. It attracted much attention and brought the authors considerable correspondence from different parts of the country. Two things have resulted.

"1. A more or less widespread belief that a plan of combination was in successful operation in Baltimore.

"2. A consideration of the subject which has resulted in the discussion of objections and the formulation of a new plan which is now being prepared for practical operation and submission to the Baltimore Typothetae at its October meeting.

"Almost all of the trade has been sounded on the plan, and it has so far met with favor by every eligible concern but one.

"The fundamental principles of the new plan are:

"1. The organization to be confidential.

"2. All estimates amounting to \$50 or over must first be submitted to the general-manager of the association, who will fix the price which various bidders shall submit to the customer, keeping the relative positions of each as they were originally, so that the lowest bidder will remain the lowest and the highest bidder the highest. The printer receiving the order must pay to the association the difference between his own estimate and the figures fixed by the general-manager. The fund thus accumulated, after paying from it the salary of the general-manager and the expenses of the association, is to be divided annually (or at any other convenient period) among the members, in proportion to the total sales of each for the same period.

"The general-manager will be governed in revising estimates by tables of rates to be fixed by the executive committee,