

other printer and the small ones were only brought to him to see if his prices were any lower, or if he could get "cut" rates on his other work. If employing printers would follow this plan and not cut under a fellow printer, it would be better for all concerned. Mr. Fleming suggested having fixed rates for certain jobs up to a named amount, and having all the printers abide by it.

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This plan is the same as followed by the printers of Omaha, which has turned out a splendid success. A price list was adopted and all agreed to be bound by it. A central office, in charge of a young girl, was established to whom each office, on being asked by a customer to quote prices, reported. In quoting prices on \$10 jobs and over, whether covered by the price list or not, each office calls up central before quoting and asks if a price has been made by any other office. If not, and the job is not covered by the price list, the telephone number of the office is given and a time set to make the estimate. Then the offices who have been asked for quotations meet together and decide on a price. When the job is not covered by the price list and no other office has quoted on it, the price is given to the customer and immediately reported to central. The girl at the central has special charge of a record book, which is not open for inspection, containing the number of the job, the name of the person for whom it is done, when reported, the telephone numbers of the offices inquiring, the description and price of the job, and finally by whom it is taken. A weekly report is sent in to the central giving all the work done, work sent out of town, customers who do not pay, etc., etc. All information going to the central is kept secret by the girl there, until she is assured that inquiring offices have been asked to figure on jobs. This system has been found to be just what was needed, and may be the solution of the "cutting" curse in Canadian centres.

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The rumor that the printers at the Government Printing Bureau at Ottawa are demanding higher wages is not confirmed. The head of the International Typographical Union has decided the present wages satisfactory, and it is not likely the Government printers will press for an increase unless backed by the International.

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The Mail Job Printing Co., Toronto, have outgrown their old place of business and have removed to a new building on York street. The building, which is not yet completed, has been specially prepared for the business, with concrete floors for the presses and all other accessories of an up-to-date printing establishment. The front part of the building will be fitted-up for the office, and the printing apparatus will be placed in the rear. The ground floor will be used for the pressroom; above this will be the composing-room, and the third storey will contain the bindery and stores. There is a motor for each large press. Two new presses have been added to the plant, a Miehle and a Cottrell, and several extra hands will be employed, making the Mail Job Printing Co. one of the largest and most thoroughly equipped printing offices in Canada.

The market for news print will probably take on a new phase when the Hull mills start again. The E. B. Eddy Co., Limited, have received part of their new machinery for the paper mills, and they expect that early in November they will have two large machines going, which will turn out about 40 tons of paper every 24 hours. They will start making news print, leaving the manufacture of other papers till later. In addition to these two machines, they will install others from time to time during the coming six or eight months, so that in the Spring there will likely be some seven or nine machines in full swing, turning out all their regular lines of different papers, and, perhaps, two additional lines. The mills, when complete, will be nearly one-half larger than the old mills. The match factory, will be in full operation next month, having been enlarged one-third over the old one.

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Among the subjects to be taken up at the meeting of the Women's Art Association next month is one which will be interesting to every printer who aspires to do high-class bookwork. Mr. E. J. Hathaway, of Warwick Bros. & Rutter, will deliver a lecture on "Art in Book-making," dealing with the typography, paper, binding, etc., of books. Special attention will be paid to the tool work on the binding of the best bound books. Mr. Hathaway has paid a good deal of attention to the subject, and the practical experience which he has acquired at the business will, without doubt, make a valuable and interesting discourse.

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An envelope printing machine has been installed in R. G. McLean's pressroom, making the third of these machines in the city of Toronto, The W. J. Gage Co. and The Barber & Ellis Co. owning the others. Mr. McLean has found his machine, which is the newest and most modern of them all, to be a huge success. There is a difficulty, however, in getting a man to operate it when first placed in the office. Mr. McLean states that even a first-class pressman has to "begin all over again" before he can competently run one of these machines, their mechanism is so complicated.

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Mr. William Friese-Greene, the inventor of electrical inkless printing claims to have discovered a way to make paper suitable for this kind of printing by treating it with an extract of marine algæ, or of seaweed. He also claims a process of manufacturing paper for this purpose. This will overcome the only real difficulty in printing by electricity.

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A book in the French language produced in the English-speaking city of Toronto is rather a novelty in Canada. Yet this is what is now under way. The Murray Printing Company have in press for the Geo. N. Morang & Co. an edition of Louis Frechette's book, "Christmas in French Canada," which is being printed in the French language for circulation in Quebec and among French scholars in other parts of Canada.