

BRAINS AND LABOR WORTH MONEY.

THE London Press News asks the question—Ought sketches and proofs of printed work to be charged for? Its answer is that “printers must not spoil the public. It has been asserted that the custom of the printing trade is that if a sketch—say of a poster—be made and not approved it should not be paid for. In what office does such a custom exist? A person once ordered a four-page prospectus to be set up by no less than five different printers, and when four of them wondered why they heard no more about the job, and inquired, they were told that the work of the fifth, to whom the order was given, was preferred. The four printers brought four separate actions for the cost of setting the type and pulling proofs, and were paid just before the case came on for trial. We have heard of a printer who agreed to set up a job on the chance of pleasing a client, with the understanding that unless he succeeded in doing so, and his price was also the lowest, he would get nothing for his pains. Again: The secretary of an insurance company brought a heavy prospectus to a printer and asked that it should be set up on a similar understanding, a request which, to his evident astonishment, was refused. He said that, from past experience, he knew he would have no difficulty in getting other printers to do the work on these terms. It was evident, however, that he wanted the job done in the particular office in question, for he eventually agreed that the composition and proofs should be paid for under any circumstances. A heavy order followed. A sketch of a poster completely finished in colors was to our knowledge got up by a printer without any stipulation whatever. A second sketch, which was preferred, was made at another house, and the order was given elsewhere. The cost of the first sketch was within a shilling or two of four pounds, and when the bill for that amount was sent in, surprise was expressed, accompanied by an intimation that if the charge was persisted in, no further business would follow. The reply was that the sketches and proofs were always charged for, and notwithstanding the threat of loss of business, the charge must be met. A check followed.”

ENCOURAGEMENT OF HONEST ENDEAVOR IN NEWSPAPER WORK.

AN experience of fifteen years in newspaper work, writes a country editor in *The Inland Printer*, during ten of which I have been a newspaper owner, has taught me that communities, like republics, are ungrateful. Rewards for honest effort to benefit the community by showing up the thieving proclivities of a corporation or individual which is taking advantage of the people, are very slow in putting in an appearance. Farmers, who with one breath will applaud you for self-denying efforts that you are putting forth to aid them, and to show up abuses under which they suffer, will, with the other breath, say that you are doing it all for political effect. Experience seems to teach that the dear public likes to be humbugged, and I am getting to believe that the thing to do is to try to make the people believe that you are working for their interests, but at the same time look out for yourself. People come to me and tell me that the two great beneficent influences of this age are the press and the pulpit, and that the two should work hand in hand to promote morality, to show up evil wherever it occurs, and denounce the corporations and other institutions that are getting more than their share of the public wealth. But I have got now-a-days to learn that the best way for me to

secure enough of the good things of this life to support my family in comfort, and to pay my employees, typefounders and paper dealers, is to advise the people who want me to rake chestnuts out of the fire, to themselves go and hire a hall. I tell them that they are able to reach the public with their tongue as I am able to reach them with my newspaper. Or I suggest to them that they should write a letter to the newspaper and sign their names. But no—that would hurt their business. They think little and care less about the way my business will be hurt.

THE PAPER TRADE.

THE August Paper World speaks as following concerning the United States paper trade.—“Idle mills in every direction; those which are running, generally speaking, doing so without heart or energy—that is the situation of to-day. What is it to be a month, two months, hence? No one can safely predict. The fine-paper mills of Holyoke and vicinity, which have borne up bravely thus far, bend before the financial stress. Some of them—a few only, as yet—are idle, with no other excuse than the business situation; a good many of the others are running on reduced time, or with production curtailed in some manner. Large mills are shut down for several days in order that repairs which otherwise would be made on Sunday may have attention. In other words, it may frankly be said that most of the mills are running in order that the employees may have labor and its compensation; that the best face possible may be put on the existing conditions, in the hope of tiding over to something better. Not a few of those whose wheels are turning now freely admit that if the conditions remain unchanged for very much longer, they shall be obliged to shut down. Outside of this immediate vicinity, and in other lines of manufacture, the prospect is still darker. Mills are stopping production because there is no demand for their goods, and they cannot go on making and storing away paper. In a few instances the wages of employees have been reduced; but to the credit of our manufacturers it should be said that this is avoided as far as possible, and where it becomes an alternative is accepted as preferable to entire idleness.”

NINE-HOUR DAY.

THE August Inland Printer gives some Chicago opinions of the nine-hour movement, of which a digest is here given.

Mr. Henneberry, of Donohue & Henneberry, says it is a bad time for such a movement. The granting of it to printers would lead bookbinders, engravers, electrotypers, pressmen, etc., to demand it.

Andrew McNally, of Rand, McNally & Co., says the adoption of the nine-hour day would mean a loss of \$50,000 a year to his firm.

Leon Hornstein, of Hornstein Bros., said if nine hours were adopted it must be with a reduction in wages. Otherwise it would be revolution instead of evolution.

J. C. Winship said it would put the printers in a position where some competitors could knife them.

W. B. Conkey believed in shorter hours, but it must be general and accompanied by a reduction in wages.

R. R. Donnelley said that the small non-union offices would get the advantage if such a change were made.