

PAPER CUTTERS  
WIRE STITCHERS  
PERFORATORS  
PAGING MACHINES  
TABLE SHEARS  
CARD  
RULING MACHINES  
STANDING PRESSES  
PUNCHING MACHINES  
CORNER CUTTERS  
WIRE, RULING PENS, etc.

## The J. L. MORRISON CO.

MAKERS AND IMPORTERS

BOOKBINDERS' AND  
PRINTERS' . . .

# Machinery

PRICES ON  
APPLICATION

28 Front Street West TORONTO

pealed as the standard. They had been loaded up with all these additional duties since.

As to strawboard, the Minister was assured that the makers would not resent the demand for reduction.

Mr. Fielding rather objected to wire for bookbinders' purposes being free while dutiable to others, as he was opposed to the whole system of differential rates, owing to the difficulty the Customs officials would have in preventing fraud. "But," said Mr. Rose, "what are the officials for, if not for this?"

The reductions asked for on type, etc., occasioned a talk regarding Canadian made type. The deputation said there was type made in Montreal, but not enough to supply the trade. Even if you ordered for a small office, you would find that it came from a dozen different United States' concerns. The old rate of duty was 5 per cent. Mr. Fielding enquired if the manufacture of type here were on a large scale. Mr. Murray said the impression was that perhaps 20 men or more were employed in the work. Mr. Fielding: "Could it be made a success?" The reply was that a second concern had started but had afterwards sold out to the present company.

On the last item Mr. Fielding said, with a smile: "You were free-traders up to now, but I see you are protectionists in this item." Mr. Murray said that this class of printing covered a very large range of matter, and Mr. Rutter described how a great quantity would be printed in the States, at a price for a million copies, and then flooded into this market, so that the local printer had no chance to compete.

The deputation then withdrew. Mr. Fielding's manner was most courteous. He conversed with the members of the deputation in a friendly way, which indicated that he had not forgotten his old connection with the printing craft.

### A STORY WITH A MORAL.

ANOTHER instance of the stupendous folly of cutting prices came under the notice of PRINTER AND PUBLISHER a few days ago. A certain firm which dealt regularly with one company was approached by the representative of another concern, who offered him a cut of  $\frac{1}{2}$ c. a pound upon the paper he was using. The offer was accepted for a small consignment, and the head of the firm at once wrote to the manufacturer with whom he had been dealing for years relating the circumstances and expressing his readiness to continue dealing with him in preference to the other company if he would accept the reduced price. It cost the manufacturer a struggle to come down below living prices, but with the alternative of losing a customer of many years' standing before him, he preferred retaining the business even though there was no money in it for him. The result was that the firm that tried to capture the business secured one small order at a price that did not enable it to make any profit, and then lost the business which it hoped to capture. The other firm lost the fair margin of profit which

it previously enjoyed, and the cutting made it harder for both to live, while the company that made the cut in the first place has lost all hope of ever extending its connection in that direction unless it is prepared to make still another cut, which would be met in a similar manner. Dealers and salesmen should take this lesson to heart and profit by it.

### THE QUALITY OF EMPLOYEES.

The best of all investments are people, says The Missouri Editor. In the printing business, faithful, capable employees are the keys to success. A blundering, unreliable workman is expensive if he works for nothing. A competent, loyal workman is cheap at any reasonable price. The first requisite of a workman is fitness; the next is fidelity. Unless he possesses both qualities, bounce him. An employee who is untrue to his employer is as objectionable as one who is unqualified, and vice versa. When you find a man who has both these qualities in a high degree, cling to him; bear with his foibles and faults; have faith in him, and make him feel that he is a fixture. It will stimulate his interest in your business, and make him feel, as he should, that the business is partially his as well as yours, although he may not be a partner. A point of honor is involved in an employer remaining true to an employee who is true to him. It is business sense, also.

### THE CHATHAM LIBEL SUIT.

The libel suit of Henry Smyth, against the Chatham Planet, advanced another stage November 25, when the publisher, through his solicitor, made application to Judge Bell for security for costs. The judge declined to consider an affidavit of the late editor of The Planet, Mr. Torrance, because it divulged a communication between solicitor and client which was privileged. On November 28 the judge granted an order staying the action until \$200 as security for costs be deposited.

### CREDITABLE SPECIMENS.

Four specimens come to us from The Peterborough Review office: three menu cards for occasions of public banquets, and a pamphlet giving a special church service. As examples of tasty design, two-color printings and bronzed work, they are exceptionally good. They are turned out with such materials as may usually be found in the printing office of the average town, and without the aid of embossed cards or other ready-made materials. No country office will lose a job to the city if the same taste is displayed. But the ingenuity, as well as knowledge of artistic printing, displayed in the menus is over the average.

### AN IDEA.

Something novel is being tried at the Aylesbury Printing and Publishing Works. A Shakespeare Reading Society has been formed. Quite a number have been enrolled as members. Meetings are held weekly.