

and true of its inventor. This exhibition had a telling result: within a few months several hundred orders were received. All doubt and hesitation on the part of printers was now at an end. Firms of limited capital, or who wished to avoid risks of supersedure, could lease machines instead of buying them. The Company established a school for linotypers, in which expertness rapidly passed from seniors to juniors. The machine of 1888 was an acknowledged money-maker. Its successor of 1890 was quicker, easier to handle, and much less liable to get out of order.

While the linotype had been quietly passing from practicability to excellence, it had won over the publishers at first by scores, and then by hundreds. But what of the working printers, especially those enlisted in the Typographical Unions? It was a memorable day for the manufacturing company when its machines were adopted by the *Standard-Union* office in Brooklyn, a few blocks away. This large office was under the jurisdiction of Typographical Union No. 6, the largest and most powerful in America. This acceptance of the linotype by organized labor came about mainly through the diplomacy of Mr. Hine, a tact, sympathy, and candor. In December, 1891, Mr. Hine resigned from the presidency of the Company, and was succeeded by Mr. Philip T. Dodge, who, as patent attorney and legal adviser, had rendered inestimable services to the concern.

While financiers were at last reaping golden harvests from the linotype, there was tragedy not far away. Mergenthaler's invention came to its victory at a time of profound depression in business. This, on one hand, stimulated sales of the machine, the while that many a compositor past his prime was thrown out of work. Operators at the new keyboard were for the most part dexterous young fellows, who soon outpaced hand typesetters four to five times. Then, more than now, a good deal of work had to be done at