

therefore it is impossible to base the value of the work upon the number of hours of his time which were consumed. Every department of the business must be treated in the same way.

Carelessness with regard to the details of the business may result in bankruptcy, and the people who have supplied goods on credit will lose the money owing to them.

This is the dishonesty of carelessness, for which no right thinking man can excuse himself. In allowing things to come to such a pass, moreover, a man is not honest to himself or his family, and many years of suffering and hardship may be the penalty which the guilty and innocent alike may have to endure.

The moral of all this is that printers should be slow to start in for themselves, and if they do start that they should honestly and industriously endeavor to master all the details, so as to make it a success. The large majority of the failures are due to the smallness of the capital with which the business is started. The official returns recently made of failures in the United States and Canada for the past year show that out of a total of 12,000 failures about 11,000 of them were of concerns which had been started with less than \$5,000 capital. There are hundreds of so-called printing offices started every year in which the original investment is nearer \$500 than \$5,000. The result is that those who start them have to work all the hours they live, resort to every kind of policy to get work, and cut prices so low that they get little more than journeyman's wages for all their trouble. How can a man be strictly honest under such circumstances? Better would it be for him to earn a weekly salary and put his few hundred dollars in some investment where it would be safe and increase, no matter how slowly. — H. G. Bishop in American Bookmaker.

FOREIGN NEWS.

KARL KRAUSE of Leipzig is exhibiting at Chicago his new "Universal" paper cutter. In this machine motion is communicated from the driving shaft to the knife by a spur gear running in slotted bearings and connected with the knife beam, which is also furnished with slots, by an eccentric rod of adjustable length. The machine, when driven by belting, is also furnished with an automatic clamp appliance which at the same time throws the machine out of gear. Another novelty on this machine is the patent cut marker, an appliance which greatly facilitates the accurate cutting of blanks and similar printed matter. A further effective feature of the machine is the patent friction coupling, which, in addition to other advantages, possess this that it indicates by a grinding noise when the machine is being overstrained and so contributes essentially to the avoidance of harsh treatment of the cutter at the hands of the attendant. He has just brought out a two-feed steam gilding and embossing press, which is of solid construction and with a rapid mechanism for instantaneously throwing the machine out of gear. The press will deliver 12-14 impressions per minute, double the work of an ordinary press, and is at the same time cheaper and more practical than two such presses. The printing surface of the machine on view at the factory is 40 x 50 cent., and the force exerted is stated as 120,000 Kilo. A number of members of the trade have already expressed their approval of the machine. — Export Journal.

Messrs. Brehmer, of Leipzig, are exhibiting a considerable number of their wire and thread sewing machines at the World's Fair at Chicago. A great novelty is their thread stitching ma-

chine for account books. This machine will sew with a double thread account books of any thickness and up to 55 cm. height and 30 cm. breadth. The sewing is so done that the sewed book can be cut in pieces, which enables the machine to be used with advantage for note books and similar articles. The table makes 30 oscillations per minute, each oscillation sewing six note books simultaneously. Messrs. Brehmer also exhibit their machine for book stitching for publishers' work. This is the only machine which sews books with a single thread. Brehmers' machines are recognized, even in America itself, to be superior to the American machines of similar pretensions, and the result is that in spite of the high duty the demand for for "genuine" Brehmers is very considerable in the States, American purchasers preferring to import direct from Germany rather than put up with the inferior home product. — Export Journal.

In type-setting machinery, says the *Engineering Magazine*, the application of mechanics to the art of printing is reaching a culmination. It is stated that during the last twenty years upwards of \$9,000,000 have been expended in bringing the art of setting types by machinery up to its present state. Now, for all plain work, type setting machines are available. In the London Times office a curious arrangement has been adopted for the composition of the stenographic notes of the parliamentary reporters in the House of Commons, in which the type-setting machines play an important part. Men at telephones in the House of Commons read the notes to men stationed at receivers in the Times composing rooms, who in turn read them to the type-setters. In this way these notes can be set up in type almost as readily as they could be transcribed by an expert typewriter; and it is said that the number of errors that creep in are not so numerous as to make the work of correcting proof much greater than by the old system, while a considerable saving in time and expense is effected.

IF NOT, WHY NOT?

HAS it occurred to you that the Dexter Folder Co. is the only Company that has been proclaiming ever since the opening of the World's Fair, not only the fact of their having an exhibit of seven machines in operation, but also the fact that every other "leading" machine is represented, endeavoring by every means to get parties interested in the subject, to embrace this opportunity to make an actual comparison of the various makes of folding machines, and to establish their preference in this most fair of all ways, by actual facts rather than by the indefinite claims made by some of being "always ahead" and having "something new."

"If you are a bookbinder or publisher," it might be suggested to you that it would be well to fully satisfy yourself that you are getting the best you can for your money, or the machine best suited to your work.

The Dexter Folder Co. make every style of machine that long experience has taught them is practicable or needed. Their catalogue bears full evidence of this fact, and they will be glad to send you one. See their advertisement elsewhere in this journal.

The first of the departmental reports, that of the Post Office Department, has reached the Ottawa printing bureau, and as a result fifteen of the printers who were laid off six weeks ago have resumed work.