

A TECHNICAL JOURNAL, DEVOTED TO THE ART OF PRINTING.

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Written for THE INLAND PRINTER.

PROFIT SHARING IN PRINTING.

BY NICHOLAS PAINE GILMAN.

N summarizing and analyzing the whole body of experience in profit sharing some four years ago, I used these words: "The importance of intelligence among the employés of a profit-sharing establishment is very obvious. The scheme is a new one, and, like every new idea which bears directly on practice, it must win its way, if it is to do so at all, from the more intelligent to the less intelligent workmen; the same assertion may be made concerning the masters as well." ("Profit Sharing between Employer and Employé." Houghton, Mifflin & Co., 1889.) The high standing which employers and employés in the various typographical industries have, in comparison with the great majority of trades, does not need, in these columns at least, to be argued. Any plan like profit sharing which appeals at the outset to the most intelligent masters and men alike could not ask a more favorable field for its application than the printing business. I may say that I make this statement from practical acquaintance with the craft, having learned the case long ago, and having had much to do with printers, as an editor and maker of books, in the last dozen years.

The special adaptation to printing of the profit-sharing plan is, however, shown by general experience as well as by theory and one's own personal observation. Out of the 115 firms to be found on the latest list of industrial establishments in France which practice profit sharing, there are eleven printing houses. Included in this number are the Imprimerie Nationale : the famous house of Mame et Fils, of Tours; Paul Dupont and the great Chaix house, of Paris; several newspapers and one magazine. In England, out of seventy-one profit-sharing firms with 15,000 employés named in the last printed list (September, 1892), are eighteen printing and publishing houses, with 3,700 employés. Among these firms are the well-known firms of Cassell & Co. and Sampson Low, Marston & Co., among the publishers, and Hazell, Watson & Viney, of London; J. W. Arrowsmith, of Bristol, and

Thomas Bushill & Sons, printers and manufacturing stationers, of Coventry. In this country, the Riverside Press, of Cambridge, Massachusetts; the De Vinne Press, of New York; the Century Magazine Company and the *Staats-Zeitung*, of New York, are instances to the point, while the *Public Ledger*, of Philadelphia, and Rand, McNally & Co., of Chicago, have profitsharing features in their business.

Not only is profit sharing peculiarly adaptable to the group of industries generally classified as typographical-including printing, lithography, book and newspaper publishing, the stationery manufacture and book-selling — on account of the high grade of intelligence demanded of employés, and the general alertness and open-mindedness of the masters; there is here, as in a number of other lines of business, a wide margin for economy. A friend, who is one of the leading printers of Boston, told me that he could certainly divide quite a bonus at the end of the year among his employés out of the savings which they could make in the twelve months on type, stock, etc. I am slow to recommend profit sharing in industries where there is not considerable room for saving open to workmen who will have a strong motive supplied them to be economical in the prospect of an addition to their wages.

Besides the intelligence which would smooth the way for profit-sharing systems in the printing business and the ample field for economy of time and material on the part of the employé, one may feel at least as much confidence in recommending profit sharing to the master printer as to other employers on account of other advantages which the system has generally realized in practice. I have put the case in one sentence, in this way : " Profit sharing advances the prosperity of an establishment by increasing the quantity of the product, by improving its quality, by promoting care of implements and economy of materials, and by diminishing labor difficulties and the cost of superintendence." Every master printer, of course, desires to turn out a large amount of work of good quality; he is desirous that his type, cases, forms and presses



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ADDRESS ALL CORRESPONDENCE TO THE INLAND PRINTER COMPANY.

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THE INLAND PRINTER is issued promptly on the fifth of each month, and will spare no endeavor to furnish valuable news and information to those interested professionally or incidentally in printing engraving, electrotyping, stereotyping, bookbinding, and in the paper and stationery trades. Persons connected with any of these lines of industry will confer a favor by sending news from their section of the country pertaining to the above trades, particularly individual theories and experiences of practical value. value.

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Two DOLLARS per annum in advance; one dollar for six months in advance; sample copies, twenty cents each.

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Furnished on application. The value of THE INLAND PRINTER as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole Circulation considered, it is the cheapest trade journal in the story. United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the twentieth of the month preceding.

THE INLAND PRINTER may be obtained at retail, and subscriptions will be received by all newsdealers throughout the United States and Canada.

Any printer who is a friend of this journal will confer a favor on us by sending the names of responsible newsdealers in his city in case he cannot find it on sale there.

FOREIGN AGENTS.

M. P. McCov, 54 Farringdon Road, London, England. ALEX. COWAN & SONS (LIMITED), General Agents, Melbourne, Sydney and Adelaide. Australia, and Dunedin, New Zealand. G. HEDELER, Grimmaischer Steinweg 3. Leipsic, Germany. In ben-felben find auch alle Unfragen und Mufträge Anjertion betreffend zu richten.

TYPOGRAPHICAL UNION CONVENTION.

OR the first time in thirteen years, the International Typographical Union will hold its annual convention in Chicago during the coming summer, June 12 being the date set. In the interval since 1880, when the convention last met in Chicago, this printers' congress has enlivened many of the important cities of the country, the occasion always attracting the keenest interest in typographical circles. For some unexplained reason printers always attach more importance to these annual gatherings than to any other event pertaining to their craft, far more than the uninitiated layman can see any reason for. In a majority of the local unions the heat of the election day contest centers on the selection of delegates, the average printer's highest ambition

being apparently gratified when he secures the enrollment of his name upon the list of permanent members of the International Union.

Circumstances have so shaped themselves during the past twelve months, that the coming convention will be invested with more than an ordinary share of interest, if such a thing is possible. Questions now confront the craft which seriously threaten the printer's material welfare, as they promise to affect his standing and importance as a conspicuous figure in the labor world. Among these, the typesetting machine easily forces itself into first place.

A few years ago the printer viewed the typesetting machine as a vague something that could be left to the men of the next generation for serious consideration. Now the possibilities of these inventions, as time savers and as money savers, confront him in so unmistakable and so practical a manner that he is forced to consider how large a proportion, if any, of his fellows will be deprived of the opportunity of plying their craft during the coming decade through the agency of these devices, and possibly he may be asked what disposition is to be made of any already so deprived. One thing is certain, the typesetting machine is no longer to be looked upon as a contingency of the future. The convention will be looked to for some legislation on the machine question, but the typesetting machine can no more be legislated out of existence than could the sewing machine or the reaping machine.

Of the many propositions put forward having for their object the introduction of a shorter workday the convention will be expected to take some heed and make another effort to satisfactorily and permanently solve the vexatious problem. Of the propositions referred to there are but two that seem practical and that hold out promises of success. One is the suggestion recently made by a writer in the official journal of the craft to the effect that the eight-hour day may be accomplished by a gradual reduction of time, and the other that a nine-hour day be established with a proportionate reduction in wages. All things considered, we believe that after due reflection, the first plan will be decided upon as the safest for all concerned. The introduction of the typesetting machine will clothe this question with an importance for all the members of the convention which has been lacking heretofore.

As was anticipated would be the case, affairs at the Printers' Home are not running as entirely free from friction as the friends of that institution would wish. Ugly rumors of mismanagement, cruelty and neglect regularly find their way from the inmates to their friends throughout the country. How much of exaggeration and how much of truth these stories contain are among the things the members of the coming convention will be expected to ascertain. Unless the affairs of the Home can be put in such shape as will give general satisfaction to all concerned, it will be a great disappointment to its friends, among whom THE INLAND PRINTER is not by any means the most indifferent. It

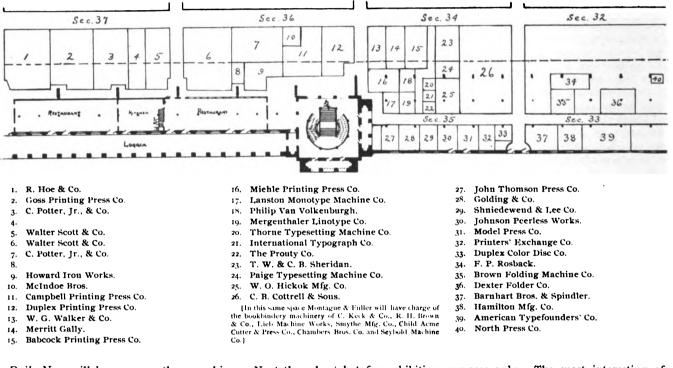


PRINTING EXHIBITS AT THE WORLD'S FAIR.

THE interest manifested in the diagram of the portion of Machinery Hall at the World's Columbian Exposition devoted to the display of printing and bookbinding machinery, and tools, implements and processes relating to the art, run in our pages a few months since, has impelled us to again print the diagram in revised form, showing the general arrangement of the displays of the different firms as they will appear when the first visitors to the grandest exhibition of the kind the world has ever seen have laid before them the triumphs of the typographic art as exemplified in the sections included in the sketch shown herewith. Never before has such a feast for eye and mind been presented, and fortunate, indeed, will be the persons who are privileged to witness it.

In passing west along the northern aisle of Machinery Hall the visitor first beholds, on reaching section 37, the mammoth perfecting presses made by R. Hoe & Co., running at lightning speed, transforming the immense rolls of white paper into completed newspapers faster almost than one can count. The Machinery Hall, where the process of stereotyping will be fully shown. Walter Scott & Co. will also exhibit some of their well-known stereotype machinery, as well as the patent electro plate-bending machine.

Further on, in space 7, C. Potter, Jr., & Co. show a number of other machines made by them, of different pattern from those in section 37, two being lithographic presses, to be operated by the Orcutt Company. Going around to space 9, a display of paper cutters made by the Howard Iron Works will be seen, the "Gem," "Victor" and "Diamond" machines of various sizes, besides other bookbinders' machinery, being included. Space 11 is occupied by the Campbell Printing Press & Manufacturing Company, whose machines will be in operation, although doing no actual work. This exhibit consists of their new two-revolution press - the "Economic" - the "new movement" pony press, the "Commercial" lithographic press, the hand cylinder country press, and a number of Campbell folding machines, embodying new, novel and practical ideas. Adjoining this display can be seen the machines of the Duplex Printing Press Company, all in operation doing practical work,



Daily News will be run upon these machines. Next these he sees the presses of the Goss Printing Press Company, similar in some respects to those just examined, turning out with the same rapidity the evening Mail and Journal. In space marked 3, C. Potter, Jr., & Co., show two of their web perfecting presses, the paper printed here being the evening Post. Passing on he witnesses, in space 5, the presses of Walter Scott & Co. Here he will find one of their large lithographic printing machines, a flat bed two-revolution perfecting machine with roll and table feed, a two-revolution four-roller book press with front delivery, a two-revolution two-roller with back delivery, a single large cylinder with table, rack and screw distribution, a pony two-revolution job press, and a small newspaper rotary web press to work four and eight pages of six or seven columns to the page, delivering the papers cut and folded. In space 6 the tourist will notice a large newspaper rotary web printing, insetting, pasting and folding machine made by the same firm. It will be used to run the morning paper composed of one page from each of the five morning dailies, and three pages of the Fair programme, being employed during the morning on this work, and in the afternoon printing the evening Dispatch. The plates will be made in an adjacent building outside of but for exhibition purposes only. The most interesting of these will be the Cox "Duplex" newspaper press, printing from the roll, with flat bed, from type forms, at a speed of from 4,000 to 6,000 per hour. The other presses of this firm are a Cox "Pony" Duplex press and & Cox "Art" stop cylinder press. Country printers will be interested in the presses in space 13. Here W. G. Walker & Co. exhibit an improved country Prouty and a combination news and job Prouty press, arranged to show the way they operate, but doing no printing. In space 14 Merritt Gally shows several Universal presses. In space 15 the Babcock Printing Press Company have a number of their cylinder presses of various patterns and sizes. There will be a two-revolution of the style known as the "Optimus," having numbers of patented features and being a very fast machine. It delivers the sheets in front with the printed side up and without touching in any manner the printed surface. It has a patented backing arrangement, inking apparatus, gripper motion, cylinder lifting apparatus, slider controlling apparatus, and has all the latest things embodied in the line of two-revolution presses now in the market. There will also be a small size two-revolution of the "Optimus" style. This will be the size known to the trade as the "Pony." It will print a



sheet 23 by 29 at the rate of 3,000 an hour. They will also exhibit one of the new fast presses known as the "Dispatch," of the size to print a seven-column quarto newspaper or do rapid book or pamphlet work. It is capable of running at a speed as fast as can be fed by two feeders, and delivers to one folder. It can be run with equal facility by either one or two feeders, has a large number of patented improvements, and is capable of 3,000 impressions an hour. The other style of press will be of the well-known "Standard" series—the same size as the little "Optimus"—printing a sheet 23 by 29 at the rate of 2,000 per hour, and having the regular gripper and fly delivery.

The Lanston Monotype Machine Company intend to operate their automatic machines daily in space No. 17, making a practical demonstration of their speed and quality of their output. They will print from the types so made in their exhibit, and will distribute the samples to all callers. They will also do work for current issues of the local journals, and expect to show samples in the pages of THE INLAND PRINTER during the Exposition season.

In space 19 can be seen several linotype machines, the exhibit of the Mergenthaler Linotype Company, all of the latest pattern, capable of setting ready for use from $4,\infty\infty$ to $7,\infty\infty$ ems per hour for each operator, the same style of machines used by nearly a hundred dailies. The company will also have another large special plant in operation on the grounds, in a separate building, to set a daily paper to be called the "Daily Columbian," which will be issued on the Fair grounds as the joint production of the Chicago papers.

T. W. & C. B. Sheridan show, in space 23, a fine collection of bookbinders' machinery: embossers, both rod and arch; paper cutters, book trimmers, roller backers, shears, circular shears, round corner cutters, foot and power, all in complete running order to show their operation. In addition to this display, a feature of their exhibit will be the stamping, on the immense embossing machines, of unique souvenirs of wood showing all the prominent buildings and the leading officials of the Fair. These handsome souvenirs are three and one-half inches in diameter and perfect in detail, and as one watches the operation it is hard to believe that a block of wood can be transformed so quickly and accurately into wooden medals.

The W. O. Hickok Manufacturing Company show in space 25 various machines for paper ruling and bookbinding, a number of them being in operation. This firm makes a special point of the fact that the machines are taken right from the stock they are shipping each day, and are not special ones gotten up for exhibition purposes. The many new devices in this particular branch of the printing trade shown by the Hickok Company will enlist the attention of many visitors to this section of Machinery Hall.

Adjoining the exhibit just mentioned, we find, in space 26, one of the most interesting and instructive displays in the whole section, for here the official catalogue will be printed and bound-at least an example of how the work is gotten out will be given. The presses in this space are those of C. B. Cottrell & Sons and will be run by the W. B. Conkey Company, the number being six. The first and most important is the flat-bed perfecting press, printing both sides without offset, this being the machine on which the catalogue form will be run. The others are a two-revolution press, a stop-cylinder press, a fourroller two-revolution pony, a two-roller two-revolution pony, and a country press. Running in connection with these presses, in the same space, will be a complete bindery plant, the machinery of the different firms being in charge of Montague & Fuller, but all operated by the Conkey Company. It is the intention to show the various processes from the time the white paper enters the press until the bound book is ready to be delivered to visitors to the Fair. Among the machines in this exhibit are five made by the Seybold Machine Company-a signature press, a standing press, an embossing press, with inker; a double-geared smasher, and an

automatic trimmer. Chambers Brothers' Company will show four paper-folding machines, on which sheets from the Cottrell presses will be folded. One of these is a new improved, droproller, side-registering, double sixteen-page folder, which will receive a sheet containing two signatures of sixteen pages each. It cuts it in two and will either deliver the signatures separately or insert one within the other. The machine has a capacity of forty to fifty sheets per minute and will be equipped with an automatic feeding machine. They will also exhibit a point-fed book-folding machine of the same plan, but one in which the sheets are fed to register pins, and having a capacity of about twenty to twenty-five sheets per minute. They will also have in operation a rapid drop-roller, side-registering, folding and pasting machine for sixteen-page periodical work, as well as a single sixteen and thirty-two-page book and pamphlet machine, working either to register pins or to side guides. Paper cutters of the Child Acme Cutter & Press Company will be in operation in this space, and various kinds of bookbinders' machinery, made by C. Keck & Co., R. H. Brown & Co., Lieb Machine Works and Smythe Manufacturing Company, will also be included.

Passing to section 35, if the visitor is not by this time tired out, he stops at space 27 to see the "Colt's Armory" platen presses of the John Thomson Press Company. Here will be found seven machines — one quarto-medium and one halfsuper-royal for general printing, one half-medium combination press intended for printing and light embossing; one halfmedium, the same as just mentioned, but specially finished as an exhibit of fine art manufacture; one eccentric action (12^{14} by 18) embossing press, one eccentric action (26 by 38) cutting and creasing press, and one crank action (20 by 30) cutting and creasing press. The space occupied by this firm is 407square feet, and their exhibit will be specially interesting to those wishing to see embossing presses.

Next this, in space 28, Golding & Company's exhibit will be found. It consists of nine presses of different sizes and styles, ranged on each side and convenient of access to visitors. Power will be supplied to eight of these machines, and on two or more of them they will have forms for printing their advertising matter, both for distribution there and to mail to printers all over the world. On their embossing press — a new machine — they will have forms for embossing, in charge of a practical embosser, who will take pleasure in showing printers how this class of work is done. They will show an assortment of tools of their manufacture, lead and rule cutters, sticks, galleys, miterers, etc., and a display of "Owl Brand" inks in connection with binders' liquid cement, tableting composition, and edging fluid.

In space 30, adjoining Golding & Co., we find a fine exhibit of printing presses of the Johnson Peerless make. There are six machines, one 14½ by 22 extra heavy Peerless, one 11 by 17 regular, one 9 by 13 regular, one 14 by 20, one 10 by 15 and one 8 by 12 Ben Franklin Gordon, besides a 30-inch Peerless paper cutter and a 23-inch Jewel paper cutter. They also show the Johnson cylinder disk-distributor ink fountain, regular Peerless hinged-well and Ben Franklin fountains, Peerless card cutters, quoins and keys.

In space 33 the Duplex Color Disc Company will exhibit its device for printing two colors at one impression. They will have three presses running and will show in a practical way the workings of the disc.

F. P. Rosback will exhibit in space 34 a large line of perforators, all run by power. The largest machine is for the production of toilet paper in rolls, and will perforate, slit and rewind from 4,000 to 5,000 rolls per day of ten hours. Its weight is 7,000pounds. Besides this he will show a number of foot and handpower machines, the lightest of which weighs but seventy-five pounds and perforates ten inches. In addition to these the display will include automatic wire-stitching machines, with a capacity of from one sheet to one inch in thickness.

The Brown Folding Machine Company will display, in space 35, the following machines : One three and four fold



hand-feed newspaper folder, with paster and trimmer for eight pages. This machine will be of their latest pattern and include all improvements to date. One five-fold railroad time table folder. This machine is something entirely new, and the first of its class ever constructed that will perform successfully single and double page work. The number of folds are five, although the machine is so arranged as to give a less number of folds on work not requiring five folds. One double sixteen automatic feed book folder. This machine is original with them, and is said to be the only successful one ever put into operation. It delivers the two sixteens into separate packers, and will also inset one sixteen within the other, making a thirty-two page section. One three-fold point book folder. This is of an entirely new pattern, has never been put upon the market, and will create considerable comment, especially on account of its superior construction and simplicity.

The Dexter Folder Company will have several folding machines in operation in space 36, which will be an interesting and profitable study, not only on account of their fine finish and the perfection of their mechanism, but also for the ingenious application of the latest scientific principles for the improvement of folding machines. One of them is a double sixteen marginal feed book folder, with absolute automatic register. A fountain paster will also be shown, presenting a novel design and perfect operation.

The exhibit of the American Typefounders' Company is located in section 33, marked 39 on diagram. A handsome front railing, composed of wooden letters thirty inches high, connected by brass rods, contains the name "American Typefounders' Company," stretched along the forty-seven feet of space. Immediately in rear of the railing are five fancy tables, supporting a like number of elegant showcases, containing special designs and various styles of type and brass rule work. Behind these is a row of machines illustrating the growth of the art of typefounding. First is the old furnace and handmold process, which required the employment of breakers, rubbers and setters; then a hand typecasting machine; then a double steam typecasting machine-called double by reason of having two metal pots in one furnace - a valuable feature of this machine being the ability to adjust the speed for casting type from the smallest size to that of a three-line pica. Next in line is the "Philadelphia Complete Space and Quad Machine," which is claimed to be unequaled for the rapidity with which it turns out those necessary adjuncts to "fat" matter. Last in this line is the "Cincinnati Automatic Typecasting and Finishing Machine," which not only casts the type, but also removes the jet, finishes the four sides and end. planes the groove in the foot, and sets the type on long narrow sticks, the whole operation being performed with remarkable accuracy and speed. Standing near the automatic is one of the most ingenious machines yet invented in connection with typefounding, Benton's "Punch Engraving Machine." It produces a punch from a lead-pencil sketch, the operator guiding one point of a pantagraph over the pencil lines, when a revolving cutter produces the punch in a decreased size with mathematical accuracy. These are the most notable machines in this exhibit, but there are others which represent a great amount of intelligent skill. Among these are a job-letter casting machine ; a type-kerning machine for kerning overhanging letters, as in scripts, italics, etc.; a matrix punching machine, a brass-rule saw, and a brass-rule planing bench. All the various manipulations connected with typefounding, including matrix fitting, type dressing and picking, are here practically illustrated, making plain what has heretofore been a mystery even to many printers.

In section 35, space 29, Shniedewend & Lee Company make a fine display of machinery of their manufacture, comprising the celebrated Challenge and S. & L. Gordon job presses, Challenge and Advance power and lever paper cutters, electro and stereo machines, and the wonderful "Ideal" hand cylinder newspaper press. A visit to the exhibit of Messrs, Shniedewend & Lee Company will be found both interesting and profitable to all who wish to keep posted on the progress made in printing machines.

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The North Press Company will show in space 40 one of their new machines, a simple bed and platen web feed job press, which prints in one or more colors, and makes $5,\infty\infty$ impressions per hour. In addition to doing all kinds of printing that any ordinary bed and platen press will do, it has attachments for manufacturing shipping tags and for placing a string or wire in the tag. It will manufacture and print in two colors shipping tags at the rate of 10,000 per hour. The press will be in operation and will no doubt create considerable interest.

W. N. Durant has about fifty counting machines on the various presses in Machinery hall, and has also an exhibit of these machines in section E, gallery, Manufactures and Liberal Arts building. Besides this he has 500 six-dial counters on the turnstiles at the gates to the grounds.

We regret that information in regard to a number of exhibits in this part of Machinery hall failed to reach us in season for mention in this issue. We will refer to such in a future number.

BRITISH NOTES.

THE great machine works of Karl Krause, at Leipzig, were recently visited by the emperor of Germany. Several new inventions were pointed out to his majesty, among them being a new cutting machine and a both sides glazing machine, which have been manufactured for the Chicago exhibition.

THE depression in the bookbinding trade has been very great. A special meeting of the Society of Women Employed in Bookbinding was held recently, and the report draws attention to the fact that ever since the eight-hour day came into operation the work has fallen off. Instead of eight hours, in many places it has been six or four hours a day, while many have been out of work for weeks.

MR. AUGUST BREHMER has lately been showing a new thread-sewing machine for account-book work, which he is going to exhibit at Chicago. This invention will take sheets royal folio size, binding them with strong thread, in the same manner as is now done by hand, without the "nicking" in the ends. It is understood that Mr. Brehmer will have all his machines at work at the Chicago exhibition.

At the thirty-ninth annual meeting of the London Association of Correctors of the Press, held last month, the following motion was unanimously supported : "That a committee be appointed to inquire into the rates of pay and hours worked by readers, the sanitary and other conditions under which the work is done, and to consider the advisability of arranging a scale of unemployed benefits — the whole of the matter being adjourned for a future meeting, when the necessary particulars are obtained."

EARLY in May, Messrs. Routledge & Co. will publish the first number of the *Pall Mall Magazine*. It will be strictly non-political, in the sense that it will champion the views of no particular party; but under a special heading, entitled "Vexed Questions," its pages will be open to terse and vigorous discussion of topics from all sides of public and pressing importance. The magazine will be of a high-class character and will be published on the first of every month at one shilling, the first edition consisting of one hundred thousand copies.

RECENTLY the proprietor of the *Standard* was approached by the compositors of that journal with the object of having the probationary period of four years reduced as a minimum time of service entitling a workman to the week's holiday which those who covered the former period enjoyed. The men were agreeably surprised to learn that the management had decided to make some very handsome concessions. Compositors of two years' service will be entitled to a week's holiday; of ten years' service, ten days; of fifteen years' service,

