

*J. E. Hamilton*



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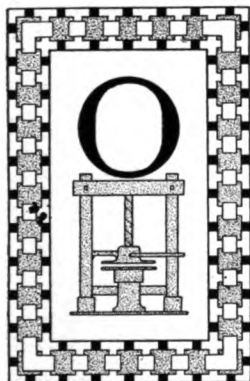
AUGUST, 1907.

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DISCURSIONS OF A RETIRED PRINTER.

NO. XIII.—BY QUADRAT.

AN IDEAL AMERICAN CITIZEN — THE INVENTOR OF WOOD TYPES AND THE ROUTING MACHINE, AND HIS SUCCESSORS AND COMPETITORS.



ON a day five years ago I was dining in New York with a man well known to American printers, who had been proprietor of a wood-working factory. Noticing that one of his fingers was missing, I said: "I see that you and your saw were once too well acquainted." "Oh, that finger was not taken off by a saw." "How, then?" "By a bullet." "How — where?" "At Chancellorsville." I had for a dozen years had business relations with this man, and never once guessed that he had been one of the great volunteer army of the Civil War. The man's retiring and modest nature had hidden his civic worthiness from me and most of his business associates. Even when he had thus raised the curtain, he was averse to talking about himself; but my curiosity was stirred: I began to question his neighbors; I found that I had been "entertaining an angel unawares." This man is Heber Wells, of Paterson, New Jersey, sometime a partner in the late widely known firm of Vanderburgh, Wells & Co., New York manufacturers of wood type and printing materials. He is now a factory inspector, holding the esteem of both the manufacturers and their employees. No one is better known or more highly respected in Paterson, where he held the office of school commissioner for a time. He is a scholarly man, and seems better adapted for university life than the career of a manufacturer.

He was a successful manufacturer, if we estimate success correctly to mean that all his work was thorough outside and inside, honest in those parts unseen as well as those exposed to the eye, and the best offered in his day to printers in printers' furniture in this or any other country; but he was not a successful money-maker. He "failed in business," as the phrase goes; but it was largely because he was ignorant of the art of making varnish take the place of good material and good joinery. He could not lower his standard to meet the competition of inferior merchandise. I know, because once I persuaded him to accept a large order to be made on cheaper lines — but only once. I saw that Heber Wells was a failure at making shoddy printers' cases; and since I have known the *man* Wells better I have learned the reason. It is better to go down in the business fight carrying a high standard than to prevail under an ignoble standard. If he had made money instead of losing it he would not be a bit more worthy of honor, nor could he be more sincerely honored than he is by all who know him. It is good to be a successful business man, but how much nobler and more essential it is to be, like Heber Wells, a successful citizen: public-spirited, a patriot tried and found faithful, a model husband and father, "a man indeed in whom there is no guile." How glorious would be this republic if all its business men and "captains of industry" subordinated their ambitions to their citizenship. Yes, Heber Wells is a successful man — one of the American aristocracy of worth, of whom, thank heaven, we have so many — sound, moderate, democratic, plain livers and high thinkers,

the very salt which alone preserves the ultimate dignity and purity of our country. He has proved his right to say:

I do love  
My country's good with a respect more tender,  
More holy and profound than mine own life.

In 1861 the impulsive, adventurous men of the North responded to the call for volunteers with the light-heartedness of those going to a picnic. But in the latter part of 1862 the country had learned what war was; Washington was in danger, and everywhere in the East the Union



HEBER WELLS, 1835.

armies had been defeated. It was at this time that Captain Irish, one of the proprietors of the *Paterson Guardian*, enlisted Company K, Thirteenth Regiment New Jersey Volunteers.

Heber Wells, a young man, married and the father of two children, in well-to-do circumstances, after very serious thought, decided that it was his duty to go to the front, and he enlisted and assisted in raising a company for the local regiment. With his father's influence and by waiting, he could easily have secured a commission, but he went as a private, abandoning an ideal home and hopeful prospects to give his life, if need be, for his country. The Thirteenth regiment, such the urgency of the crisis, although composed entirely of green men, was on the way to the front in twelve days, and in exactly seventeen days more received its baptism of fire at Antietam, September 17, 1862. The story is well told in *The Young Volunteer*, written by an eye-

witness, Joseph E. Crowell, now editor of the *Paterson Call*:

We were ordered forward . . . We climbed over a rail fence and marched into a meadow . . . We could not see the enemy, although their bullets were whistling past us. (Enemy were in a natural depression four feet deep at other side of the meadow.) Suddenly . . . a vast number of the enemy seemed to rise straight out of the solid earth, and they poured into us a deadly volley of leaden hail. . . . Surprised, demoralized, we wavered and fell back, and made for the first fence. . . . There in the meadow lay nine dead and sixty wounded. . . . There was one man there who was not wounded. It was Heber Wells, one of the bravest men in battle that ever lived. . . . He had remained beside the body of our captain — Captain Irish had been killed. Sergeant Wells . . . tore open his captain's coat and vest . . . put his ear to the captain's breast, and heard the last fluttering of his heart. . . . He secured the captain's watch and papers and unfastened the sword. . . . The bullets were whistling about his head in a dangerous fashion, but he seemed oblivious to his peril. He carried the captain's effects to the road, and called for volunteers. . . . Three were selected and returned with Heber Wells and brought back the captain's body. . . . The first lieutenant was *hors du combat* too. . . . Sergeant Wells ordered two men to take the lieutenant to the rear and assumed command himself. . . . In the afternoon fighting Company K was commanded by Sergeant Wells. . . . and so well did he acquit himself on that day . . . that he was promoted to be lieutenant then and there, and the day soon came when the regiment was known as the "Fighting Thirteenth."

There were very many brave Americans in those days of peril, and we can not too often recall the fact, and hope that their sons and grandsons may prove worthy of their sires in every national emergency.

Enough, I think, has been told to demonstrate that our Heber Wells has attained to the ideal as a patriot and soldier and citizen, and when the printers of a century hence turn to the pages of *THE INLAND PRINTER* for the history of these times, they will reckon among our greater virtues that we could turn aside from business and technical affairs to do honor to such a man.

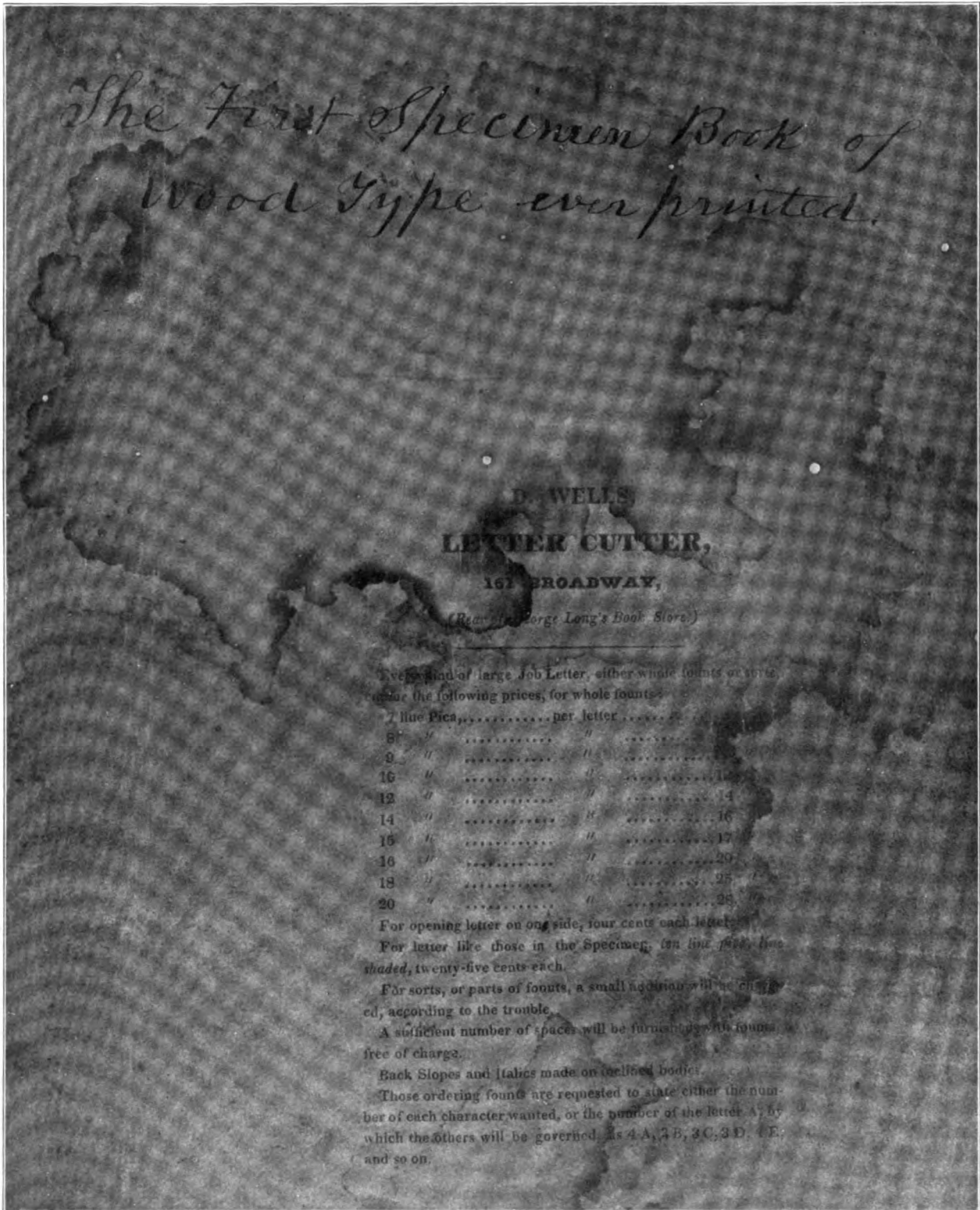
Heber Wells' great-grandfather was a Connecticut man, who emigrated to the valley of the Susquehanna before the Revolutionary War, and was killed in the celebrated massacre of Wyoming, so well sung by the poet Campbell:

On Susquehanna's side, fair Wyoming!  
Although the wild flowers on thy ruined wall  
And roofless homes, a sad remembrance bring  
Of what thy gentle people did befall,  
Yet thou wert once the loveliest land of all  
That see the Atlantic wave their morn restore.

His name was James, and he had a son named James, who served as an officer in the Revolutionary War until he was severely wounded and taken prisoner at the battle of Monmouth (N. J.). This officer had a son, Darius, father of Heber, who lived to do great things for printerdom. He

was the first manufacturer of wood type in the world, and the inventor of the present process of making it and of the routing machine and the

meant "to drive, drag, or chase out forcibly," and was mostly used in military parlance: Darius Wells gave it a new meaning.



Reproduction of cover and price-list from first specimen book of wood type ever printed, 1828. Only one copy known to be in existence, and that much water-stained. The writing is that of Darius Wells.

process of routing now used wherever relief engraving is done. Indeed, he was the first to use the words "rout" and "routing" as applied to a mechanical process. The original word rout

Darius was born in 1800, at Kingsborough, New York. Owing to the death of his father, James, the officer severely wounded under the eye of Gen. George Washington, Darius was appren-

ticed at the age of eleven to the *Montgomery Republican*, Johnstown, New York. Ten years later, in 1822, he established the *Mohawk Herald*, at Amsterdam, New York, selling that business in 1826, and removing to New York city, where, in partnership with Asa Child, he started a job-printing business at 161 Broadway. In 1827 he began to sell wood type, and in 1828 he issued a specimen book, in which he says it is "the first specimen book of wood type ever printed." Only one copy of this interesting book is known to exist, and from it the title cover-page is reproduced. The book is an oblong quarto, 8 by 13 inches, with



DARIUS WELLS, 1800-1875.

a brown paper cover, and contains twenty specimens of modern roman, italic, antique, backslope and shaded letters, all well designed and sharply cut, the sizes running from seven to twenty line, and the prices from 8 cents to 28 cents per character, and we may be sure the prices were net. Number 161 Broadway was on the land upon which the new forty-six-story Singer building is now being erected.

Up to that time the largest letters used were twelve-line, of metal, cast in sand and molds by the typefounders. I believe one might still find the patterns for those big metal letters hidden away in the vaults of the old Johnson and Bruce typefoundries. What a waste of lead! especially when lead was needed so badly to shoot bears in Harlem and red Indians on the banks of a small river flowing northward into the southern

extremity of Lake Michigan — known as the Chicago river, first seen by Monsieur La Salle on his way from Canada to discover the upper Mississippi, and then a clear-water haunt of countless wild fowl congregating there to eat the wild rice which almost choked its flow. The early American typefounders cast and sold bullets as well as type. In Binny & Ronaldson's specimen book of 1812 the price of casting bullets is given as "two shillings a pound" and buckshot "four shillings a pound," and a memorandum book of that year shows that they had on hand five hundred and thirty-four thousand pounds of lead. That was the year we went to war with the British. In the preface of Darius Wells' first specimen book he says that "being enabled to speak from experience that wood types, when carefully prepared in the manner of those in this specimen, are in no respect objectionable; that they are more convenient in many respects, and more durable, and cost only from one-quarter to one-half as much as those of metal. Knowing, as the subscriber does, that printers will consult their own interest in patronizing his novel undertaking; and taking confidence from the perfect satisfaction his type has given to those to whom he is already known, he feels assured of their support." Thus was launched an important industry, broadening the field of the printer, giving an incentive to the enlargement of printing-presses and of paper sizes, and increasing the consumption of printing-ink. This first wood type was made right, in no wise inferior to that used to-day, and the business was immediately successful. It was made on end wood, with properly prepared printing surface, and accurate in height and body. His first method was, after preparing the wood, to lay a pattern, mark the outlines of the character on the wood, and clear the white spaces by hand gouges. He then invented his routing cutters and the machine to operate and control them.

The routing machine of to-day is, of course, a very superior machine to the original of 1828. The first variation was to make the cutting tool stationary and move the work under the tool, and this machine, although slow and unhandy, is still used for very heavy metal die work. Prior to 1868 John Royle & Sons, of Paterson, had gained some experience in routing machines through repairing the Wells machines. Vernon Royle, the present head of the firm, found his first employment in the boxwood department of the Wells business in New York, and as his principal work was to rout wood engravings for the engravers, he became an expert operator. Routers were scarce in those days, and wood engravers in Cincinnati and Chicago and other distant points sent their engravings to Wells & Webb, in New York, to be routed. In 1868 this experience resulted in

the Royle straight-line router, and, in 1875, the Royle radial arm router, and all other routing machines are modeled more or less on these inventions. The Royles, father, sons and grandsons, have from that day never ceased to put their honest work and capable brains into the routing machine, and the machines which the introduction of process engraving made it necessary to complement, until it now stands a model of ingenuity, thorough construction and effectiveness. Messieurs Wood Engraver, Process Engraver, Brass Plate Engraver, do not forget: Darius Wells gave you that indispensable implement. How many of you ever heard of Darius? Turn to Lockwood's "Dictionary of Printing," 1899, the latest book of reference published, and you will

ciated, but in his native land he has been comparatively unhonored and practically forgotten. The engravers and printers should recognize his great services to them particularly by a national testimonial or memorial to comfort and sustain him in his declining years. He has placed in the hands of thousands the means of gaining wealth, while getting no more than a skilled artisan's return for himself.

The wood-type business prospered. Darius Wells added to it the preparation of boxwood for engravers, and in the golden age of American wood engraving the Wells factory had almost a monopoly in that line. This work and wood-type cutting were done in New York, and when case-making and printing-office furniture were added



Comica.



Antique, Rose Ornamental.



Gothic Condensed, Acorn.



Ornamented, Shaded.



Roman Grotesque.

Copied from catalogue of George F. Nesbitt, 1838, showing specimens of first wood type cut by machinery. The prices ranged from 12 cents for 4-line to 24 cents for 10-line and to 38 cents for 20-line.

find the services of our Darius unappreciated, while two and a half lines are given to "Routing," and none to the routing machine. He did not patent his invention, although urged to do so, believing, like Benjamin Franklin, when he refused a patent for his invention of the stove, that he could best repay the debt he owed to earlier inventors of useful appliances by giving the public of his own time the unrestricted use of his own ingenuity. How little thought mankind gives to the pioneer thinkers and inventors who have done so much for our profit and convenience. The process engravers and printers are the chief beneficiaries of the invention of the routing machine. There is now living in comparative seclusion one to whom they owe a still greater debt of gratitude. I refer to Frederick Ives, the father of the half-tone and three-color processes. He has been honored by numerous learned societies of Europe, where his discoveries are appre-

a factory was started in Paterson, New Jersey. In 1839 the firm became Wells & Webb. In 1842 they moved to the southeast corner of Fulton and Dutch streets, in the building still standing there. Here they opened the first general printers' warehouse in America, dealing also in new and second-hand printing machinery — a near approach to "everything for the printer," even to the extent of having special type-faces cast for them by Bruce and Conner. Mr. Wells removed to Paterson and managed the factory. In 1856 he withdrew from active business on account of ill health, and in 1861 was appointed postmaster by President Lincoln, holding the office for fourteen years, when failing strength caused his retirement. He died May 27, 1875, having and deserving the highest esteem of all who knew him. Soon after Heber Wells returned from the war, E. R. Webb, who had been his father's partner, died, and Heber Wells formed a partnership with Alex-

ander Vanderburgh in 1864, thus originating the firm of Vanderburgh, Wells & Co. In 1890 Mr. Vanderburgh retired. Heber Wells conducted the business alone for several years, and finally sold it to the Hamilton Manufacturing Company. He was born on Beekman street, New York, in 1835, and is now seventy-two years of age.

Soon after Darius Wells commenced making wood type he had imitators. The first worthy of mention was William Leavenworth of Allentown, New Jersey. He cut the type on side wood, which did not prove satisfactory, and his business was short-lived. Wells & Webb bought Leavenworth's machinery and added it to their Paterson factory. Leavenworth improved the mechanical process by adapting the pantagraphic principle to the routing machine and using master patterns. Little change has been made in the method of cutting wood types from that day to this. The pantagraph principle makes one pattern serve for a large range of sizes, where previously patterns were required for each size. The pantagraph was invented by a Jesuit priest, Christopher Schreiner, in 1603, and was first described in a book published at Rome in 1631. One large-size pattern is made of each character, from which, by regulating the pantagraph, letters from three-line to larger sizes can be cut. The operator secures the prepared wood on the machine, within the cutting area, and secures the pattern on a table or shelf at one side of the machine; he then guides a pointer around the edges of the pattern, and the swift-revolving cutters reproduce the pattern exactly in the size desired. A little hand-finishing with gravers completes the letter.

J. G. Cooley was the next conspicuous personage in wood-type making. I have a large folio specimen book of his, which has the legend, "Established in 1832" on the title-page. Perhaps this does not refer to wood-type making, or it may refer to some predecessor, for 1832 is seventy-five years ago, and I am told that Mr. Cooley is still living. His factory was at South Windham, Connecticut, and his office at No. 1 Spruce street, New York, in Horace Greeley's old Tribune building. He afterward became a partner with Robert Lindsay, and they made metal types and sold wood type at the northeast corner of Gold and Fulton streets, New York, in a building still standing. They were price-cutters and copied the successful designs of other type-foundries, and Mr. Cooley was a thorn in the sides of his competitors, albeit a humorous one. He left Lindsay and the metal-type business in 1864, and disposed of his wood-type business to William H. Page in 1856. He established a successful paper in Norwich, Connecticut, still running and known as *Cooley's Weekly*, the property now of the *Evening Record* of that city. But

Cooley has the unenviable distinction of originating the plan of paying for advertising space with type—at first wood type and afterward with metal type. He thus became an advertising agent, taking in a partner named Dauchy. It was Cooley & Dauchy, then Dauchy & Co., still doing business in New York city. All the concerns which dealt with the publishers by paying for space with types, etc., made money. It was a good plan for them, but a bad one for the printer. Printers are generally wiser to-day, and the business is not active though not dead. If it were worth while uncovering it, an interesting tale of this unethical business could be told.

The next competitor of Darius Wells was George F. Nesbitt, a printer, in New York, who issued a fine octavo specimen book in 1838, which tells us that he commenced cutting wood letters in 1837. "The hair-lines, instead of being cut straight down, are given a gentle increase of thickness, so as to add strength to that part of the letter, an improvement never before applied to the manufacture of wood types." Also, "He is prepared to cut types of any sizes to either of the within patterns; that this is not intended so much as a specimen of his assortment of sizes, as it is his assortment of different patterns; and should any of his patrons wish a fount of type, a specimen of which is not herein exhibited, no matter if it should be of an entirely new drawing and never before cut, they have only to draw one letter correctly and the rest of the alphabet shall be designed and a fount cut and delivered without any additional charge for getting out the patterns; and should they not give good satisfaction on delivery, they can be returned."

This certainly is better than present-day letter-cutters will agree to do. In the Nesbitt catalogue there is the first price-list extant showing classifications, nine of them. The prices range from 5 cents to 48 cents, and the sizes from two to twenty-eight line. It shows 255 separate specimens and three borders—three sizes of the old Grecian border. The plain faces are well designed and there are more than one hundred designs of very curious ornamental letters, reduced examples of which are shown herewith. After careful examination it seems probable to the writer that these queer letters were ornamented by a hand engraver, and yet the prices are very small for handwork. Many years after, Page took out a patent for stamping wood types and borders by a method which permitted the sinking of intricate designs in the wood, but a separate die was required for each size. It does not appear that Nesbitt continued long in the wood-letter business. He became a prominent printer, and his business still continues as George F. Nesbitt & Co., at 169 Pearl street. The present

head of the firm "had heard" that the founder of the firm had made wood types, but had never seen the specimen book until the writer exhibited it to him a few months ago.

In 1856 William H. Page succeeded to Cooley's wood-type business, and in 1857 removed it to Norwich, Connecticut, where it remained until it was sold to the Hamilton Manufacturing Company, of Two Rivers, Wisconsin, in 1891. Mr. Page was a practical printer, an artist in black-and-white and oil painting, and a mechanical genius. His factory produced the most and the best wood type in its day. He quickly became the leader in the wood-type business, stimulating the poster printers with his beautiful chromatic borders and type, so that in the sixties and seventies American colored posters had world-wide celebrity, and the Page productions a world-wide sale. The Page specimen books printed in colors are veritable works of art. It is not likely we will ever see their equals in merit again. He introduced the stamped-wood borders, in which the white spaces are created by pressure and not by cutting; and he patented stamped-wood type, which was expected to supersede cut-wood type, but did not, because a metal die was required for each size of each character, and the wood expanded after stamping more at the top, where compression took effect, than at the foot of the type. William H. Page was born in Tilton, New Hampshire, March 14, 1829. He learned the printing trade in Bradford, Vermont, and worked at it in Newbury, Concord, Haverhill, New York and Norwich. He died in Mystic, Connecticut, May, 1906, leaving three children. He was a charming man, generous to the last degree, and made many friends. Many homes in Connecticut are adorned by his paintings. He cultivated fruits and flowers and was an ideal citizen, but others profited financially more than he did from his skill and talent. After selling his wood-type business he manufactured a steam heater of his own invention.

William H. Page had an employee named Tubbs, who copied Page's designs and started a small business in South Windham under the style of American Wood Type Company. His type was of good quality. His factory was operated by a water-wheel, and when the water ran low, as it often did, Mr. Tubbs waited for the rain with more patience than his customers. In 1903 he sold his business to the Tubbs Manufacturing Company, which removed it to Ludington, Michigan.

The next firm in this field was the Morgans & Wilcox Company, of Middletown, New York, who in 1889 were the third in rank. The Celluloid Wood Type Company, of New York, threatened in the late eighties to supplant other wood type. Its type was made in the same manner as cut-wood type, but a soft porous wood was used, and the sur-

face was filled and faced with celluloid, leaving a beautiful hard, smooth, white face, superior, when well made, to large metal type. Just why this company abandoned the field I do not know. Its type was not uniform in quality, and probably the right men were not behind the process; and that the "right man" is the principal factor in a new enterprise will be seen by the next episode in wood-type history. In the mid-eighties hollywood type came vigorously into the market. This was a face of hollywood, varying in thickness according to the size of the letter, cut out with a fret



WILLIAM H. PAGE, 1829-1906.

saw, and glued to a base of other wood. It was sold at about half the price of solid cut-wood type. In the larger sizes the face was of rock maple, the wood used for making all cut-wood type in America. In Europe African boxwood, applewood and mahogany are used. Hollywood type was introduced by a young carpenter, J. E. Hamilton, of Two Rivers, Wisconsin, a small place noted, before Hamilton made it famous to printerdom, as having the biggest wooden-bucket factory extant. Hamilton was persuaded by the only printer in the town to make some wood letters. These were praised so highly that orders were solicited and secured in neighboring towns, and as Hamilton knew nothing of printing or how real wood type was made and consequently did not know how inadequate his hollywood type was to resist the rough usage of printing, he thought he had found a bonanza, and straightway committed three



imprudences: gave up his job in the bucket factory, got married, and started as wood-type maker in his garret, all without capital. "Fearless minds climb soonest unto crowns." The sales were surprisingly large, for the stuff looked well, printed well, and was low-priced. Soon a moneyed partner was found — the firm was Hamilton & Katz and after that Hamilton & Baker, and finally the Hamilton Manufacturing Company, which is now the largest wood type and printers' wood goods factory in the world, fitted with specially designed labor-saving machinery, and employing nearly seven hundred people. In 1887 they began making cases and other wooden appliances for printers. In 1889 Hamilton saw that hollywood would not do, and he started making cut-wood type. In 1891 he bought the Page plant and moved it to Two Rivers. Business was growing fast, and having proved that he could equal his competitors in price and surpass them in minimum cost of production, he from time to time bought them out, first the Simons Manufacturing Company of Chicago (which did not make wood type), then Morgans & Wilcox Manufacturing Company, of Middletown, New York, and finally Heber Wells, of Paterson, New Jersey, and New York city. The Hamilton product has a market in all countries, and the output is very large. Two Rivers is one of the last places one would deliberately select for a business catering to printers. It is in the woods on the west shore of Lake Michigan, 125 miles north of Milwaukee, 250 miles from Chicago, at the end of a spur line of railroad, and had, when Hamilton started, very few mechanics of any kind. Its one advantage is its location at the confluence of two rivers which flow through an extensive timber region. Had Hamilton known more about a printer's requirements, he probably would never have ventured into the business in Two Rivers; but once in, he surmounted every obstacle, mastered the business, improved manufacturing methods, and compelled and deserved success. Very hospitable to new ideas, he attracted suggestions from the ingenious and inventive like a magnet, selected those which were useful, and put them in the hands of the printers, so that the conveniences and economies in printing-office equipments have been very greatly increased.

I think the most radical and beneficial reform in composing-room equipment was the introduction of the Polhemus cabinets by J. E. Hamilton in 1888. Up to that time the conservation of space in cabinets and stands had not received attention. The Polhemus cabinets have entirely displaced the older favorites, such as the Eagle, and the economies in time and space are very appreciable. Hamilton ideas have made present-day printing-offices luxurious as compared with those of twenty

years ago, and have been followed by all firms here and abroad that manufacture printers' wood goods. This is simple justice, and in no sense of the word a puff, as all printers whose experience reaches back to the eighties will concede.

J. E. Hamilton was born May 19, 1852, in Two Rivers, Wisconsin, a village on Lake Michigan, founded in 1847 by his grandfather, Hezekiah Huntington Smith, a descendant of the Huntingtons who founded Norwich, Connecticut, in the seventeenth century. He was attracted to the locality by its advantages for conducting a lumber business. His father, H. C. Hamilton, was of Scotch-Irish descent, and came from Lockport, New York, in 1848. He was the first president of the village and represented his district in the State legislature for several terms. In 1861 he entered the army as major of the Twenty-first Wisconsin regiment, and died in the service at Nashville, Tennessee, in 1864. After attending the public schools in Two Rivers, Waucausta (Wis.) and Lockport (N. Y.), J. E. Hamilton went to work as a paper carrier for the Lockport *Daily Journal* at the age of fourteen. In 1869 his family returned to Two Rivers, and he worked as a woodturner and chairmaker until 1872, and for two years after that at mechanical engineering. In 1874 he worked at various wood-working occupations, and in 1877 went to the gold-fields rush in the Black Hills. In 1880 he began making hollywood type, his stock in trade being a scroll saw and about two feet of hollywood. In 1881 a factory was put up and the force increased to twenty. In 1889 he commenced making cut-wood type. Before that time all wood type was made in the East. In 1891 he bought the complete plant of W. H. Page & Co., the leading wood-type firm of the world. In 1889 he sought a market abroad, which has since grown to large proportions. J. E. Hamilton is a man of inventive and original ideas, combined with great executive capacity and enterprise. He has succeeded because of his good ideas, in completely changing and improving the character of nearly every piece of woodware that is used by printers. He has invented numerous labor-saving machines which have reduced cost and increased accuracy and quality, and the success he has gained for his company has been fairly earned by exceptionally good service to the printers of the world. Mr. Hamilton has made several trips abroad to extend his business and help swell that balance of export trade which Americans have secured through the efforts of men like himself in all branches of manufactures. Like all men of original ideas and methods, he has been flattered by imitation. The printers can congratulate themselves on the fact that the imitators are following a high and progressive standard of merit. J. E. Hamilton is a public-spirited citizen, and has

advanced the interests of Two Rivers as a municipality in a marked degree. He has a son, George S., born at Two Rivers, April 30, 1885, who is assistant superintendent of the factory. In 1885 a brother, Henry P. Hamilton, entered the factory, became a stockholder in 1888, and in 1902 vice-president and treasurer. A great deal of the success of the company is attributable to his advanced ideas, based on a practical knowledge of printing. He is now general sales manager, and has charge of the advertising and catalogue work. H. P. Hamilton was born in Waucausta, Wisconsin, April 21, 1862. He learned the printing trade in the office of his brother, George D. Hamilton, Detroit, Minnesota. The rapid, solid success of the Hamilton Manufacturing Company is without a parallel in the history of the trade. The wood-type and printers' wood-goods manufacturing in America is now exclusively centered in Wisconsin and Michigan, which did not exist as States when the manufacture of wood type was first added to the world's industries. The day will come when the products of these and contiguous States will be shipped direct across the great lakes through all the oceans of the world, and those towns which a few years ago we deemed remote and inaccessible will become central to the commerce of the world. In the meantime, accessibility to the great forests of the Northwest, superior labor-saving machinery and brains, have made a small town in Wisconsin known in almost every printing-office in both hemispheres.

(To be continued.)

#### WHAT CONSTITUTES "STYLE."

It is a recognized principle that every medium of art expression should be treated with due regard to its nature and properties. The sculptor varies his technic according as he works in wood, granite, or marble; the painter handles his water-color in quite another manner than that he would employ on an oil-painting of the same subject; and the architect, with the subtle sense of the craftsman, carries this principle to such a fine issue as to impart an individual expression even to particular woods. He knows that what may be an admirable design when executed in brass may be a very bad one in wrought-iron and is sure to be an absurdity in wood. An artistic motive for a silver flagon, too, is likely to prove ugly for pottery or cut glass, and so on. There is a genius, born of its particular properties, in every medium, which demands individual expression. Observe, therefore, that Art is not satisfied with mere unrelated beauty of form or color. It requires that the result confess some sensible relation to the means by which it has been obtained; and in proportion as it does this it may claim to possess that individual and distinctive charm which we call "style."—*Charles D. Maginnis.*

THE latest wrinkle in fool legislation concerning newspapers hails from Michigan. A primary election bill just passed by the lower house of the legislature of that State forbids candidates to advertise in newspapers. Apparently the use of billboards, sandwich men, canvas signs, megaphones and cart-tail oratory to attract voters is permitted.

Written for THE INLAND PRINTER.

#### THE SCOPE OF THE PROOFREADER'S WORK.

BY F. HORACE TEALL.



HE almost illimitable range of work to be done on proofs makes it impossible to state limits for the scope of the worker's duty and helpfulness. Range and scope are words closely allied in meaning, and may be exactly synonymous in some circumstances; but they are not synonymous as here used, for range is applied to the field of work, and scope to the action of doing the work, especially with reference to the details. Proofreading has to be done that does not even allow the reader to do anything but compare and mimic a copy, without the slightest thought of whether that copy is right or not, with the exception of the plainest accidental error, such as a wrong letter that can not possibly be supposed to be wanted. Such work is almost purely mechanical, and it is quite commonly thought that almost anybody can do it; but we are to have very plain evidence in this writing that it is not always done successfully. As a matter of fact, it is so often poorly done that we may safely say that when an employer has a proofreader who surely does such work well he is not wise if he allows that reader to go elsewhere, even if he can be kept only by paying higher wages.

Even work on which the proofreader is not expected to do anything more than to secure a faithful transcript of copy may be of a kind that demands intelligent handling, and affords opportunities for helpfulness beyond mere accurate reproduction. But accurate reproduction is the main feature of even the most intelligent and helpful work that can be done on proofs, especially if we extend our understanding of reproduction to include the securing of what is intended by a writer even when he has blundered in writing it.

That last remark opens the way so plainly to include more than it is meant for, except for persons who are really able to apply it to the full extent in working, that an example may serve to bring it down to general practicability. What was thought of is well shown in the occurrence noted. The present writer had a proof of an article sent to him in which he saw the word "provision" where the context showed very plainly that it should be "revision." It meant revision of proofs. He did not return the proof with correction, because he wanted to see whether the final reader would be intelligent enough to correct it. The error was not corrected, and probably because of strict orders to follow copy, for it is altogether likely the wrong word was written. It is not too much to expect of an intelligent and careful worker that he should make such a cor-