

started in 1886 under Mr. Hans Fuchs as Western manager. Mr. Lang left a wife, two sons and three daughters. One daughter is the wife of Edward J. Muller, secretary of the company; another is married to T. Ellet Hodgskin, the law partner of General Wingate.

TYPEFOUNDERS AND TYPEFOUNDING IN AMERICA.

BY WILLIAM E. LOY.

NO. XVIII.—GEORGE F. SMITH AND HIS SONS.

MR. SMITH came from England to Philadelphia when a young man, and early secured employment in the typefoundry of Binny & Ronaldson. His life was spent in this establishment, of which he afterward became a part owner, and where he left a record of long and faithful service in building up one of the most famous typefoundries of the world.



GEORGE F. SMITH.

The exact date of his arrival has not been preserved, but it was about 1810. At that time James Ronaldson was the active man in the business, but later he was superseded by his brother Richard, with whom Mr. Smith was employed until 1833. After learning his trade, and after the retirement of Mr. Binny from the foundry, he became its superintendent, and until his retirement had charge of the manufacturing department. He married a ward of Richard Ronaldson.

George F. Smith was a mechanic of exceptional ability, and during his long service as foreman and superintendent he gave to the details of typefoundry the closest attention, although his own particular work was that of moldmaker. It was undoubtedly his successful management which pointed him out as a suitable person for partner when Lawrence Johnson purchased the business from Richard Ronaldson in 1833. Mr. Smith continued in active partnership with the foundry until 1843, when he retired.

John F. Smith, the eldest son of George F. Smith, was born in Philadelphia, January 20, 1815, and in early life he entered a prominent mercantile establishment in his native city, where he thoroughly learned correct business methods. After remaining there a few years he entered the typefoundry with which his father was connected, and in 1845 he married Elizabeth Monroe. The issue of this marriage was two children, a son and a daughter. When his father retired from the business in 1843 he was given an interest by Lawrence Johnson, and on the death of Mr. Johnson, in 1860, when the company was reorganized, he took the entire financial management of the business. In addition to this trust, for a number of years prior to that date, he had charge of the wareroom of the business, and was the practical business head of the concern. In 1885 the business was incorporated under the name of The MacKellar, Smiths & Jordan Company, and he was elected its treasurer, a position he held until his death in 1889, which occurred at his home in his native city. He was a man of domestic habits, fond of his home, and was universally esteemed. Besides his investments in the typefoundry business, he was connected with many other financial institutions, and for a number of years was a director of the National Bank of the Republic.

Richard Smith, another son of George F., long identified with the Philadelphia foundry, was born in 1821. As a young man he had a liking for machinery, and at an early age was placed in the mechanical department by his father. After serving his time in his native city, he went to New York, where he was placed in charge of the then new typefoundry of James Conner. Afterward he occupied a responsible position in the Figgins foundry, London. After the retirement of his father in 1843, he was also given an interest by Lawrence Johnson.

Before that time, however, and afterward at convenient intervals, he spent much time in Europe, where he devoted his time to studying the methods and system of type manufacture in all the leading typefoundries, both in Great Britain and on the continent. Thus he became an expert in nearly every branch of the business, and the results of his observation and experience were devoted to the development of the Johnson typefoundry. For many years he had entire charge of the manufacturing department, and he lived at the time of the greatest advancement of typefoundry in America. How well his efforts were applied finds tangible evidence in the position occupied by his firm for many years, and a comparison of the premises occupied by the Johnson typefoundry in 1843 with those in which he left it at his death. Mr. Smith died in Paris, September 8, 1894, and his remains were brought to Philadelphia for interment. He bequeathed most of his large fortune for the erection of a colossal arch to perpetuate his memory.

NOTE.—We are indebted to Mr. W. Ross Wilson, manager of the Philadelphia branch of the American Type Founders Company, for the cut of Mr. Smith which appears with this article. It was used in the historical book issued by that branch some years ago.

LABOR AND CAPITAL CONFER.

The conference begun in New York December 16 between representative capitalists and labor leaders must be considered of notable importance as a sign of the times, says the *Chicago Daily News*, even if no direct good results from it. The mere fact that men like Samuel Gompers, John Mitchell and Theodore Shaffer and such capitalists as Charles M. Schwab and Senator Hanna consider it advantageous to come together for a joint study of the labor question is suggestive. While not all the capitalists can be expected to subscribe to Senator Hanna's out-poken advocacy of the labor union, it is significant that all the speakers thus far have expressed one view in common. They maintain that as the interests of capital and labor, of employers and employed, are fundamentally the same, some way should be found of settling their differences in peace. If it be true that labor and capital are really partners, is it not time for them to follow in fact as well as in theory the policy of partners, recognizing that what is profitable for both is profitable for either partner singly? Is it not time to arrange so that they may settle any points of difference without interruption of the business in which they have a common interest? This has long been accepted as sound theory. The New York conference denotes a growing belief that if the theory is worth speculating upon as such it should be worth consideration as a matter of practical policy.

NOT CHEWED DEEP ENOUGH.

The humorous side of the subscription book business is frequently in evidence, but it is only now and again that it presents a fresh side. The following letter was received by the publishers the other day from a prominent New England physician, after examining a subscription set of Mark Twain's Best Books, issued by Messrs. Harper & Brothers. It must be noted, by the way, that these books have uncut edges—the uncut edges being a feature which it is difficult to get the average man to appreciate, and the explanation of which is a severe tax on the resources of the salesman. Thereby hangs this correspondent's tale of woe:

"GENTLEMEN,—You do not find enclosed the payment you are expecting, but you are no more disappointed than were we when we opened our package of books, for instead of finding what we bought, namely, a set of nice-finished books, we find books with edges (all except the top edge) which looked as though they had been chewed off by rats, instead of being cut smooth, only they were not chewed deep enough. There were left innumerable sheets still unchewed, which the reader must disconnect ere he could pursue his narrative.

"Very truly yours, ————."



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SWIFT AND SLOW LINOTYPE OPERATORS.

BY WILL J. ROHR.

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MUCH has been written pertaining to the Linotype. And more can be said. In all that has come to the notice of the writer, he has failed to discover any attempt to cover the ground from the beginner to the acknowledged swift. What is it that is one of the most essential things to an operator that causes his fellows to apply to him the title of "Swift"? To answer this question it will be necessary to go into the matter from where the beginner takes his first lesson or instructions from the machinist.

Mr. Beginner remarked that he wished some one would inform him why it was that ten men working side by side, hung up strings that varied from one thousand ems to twenty thousand. And how it was that the man who did not always have a line "hung," measured up the longest string.

In the first place it is to be assumed that the beginner is a competent printer, and in the second, that he has a fair amount of confidence as to his ability to master the intricate piece of mechanism placed before him. This being the case, he is informed that to become one of the swifts, it will be necessary for him to use all the digits which nature has given him, regardless of how awkward some of them may act. Usually, this part of the lesson ends with the beginner using such fingers as he can readily control without going to the trouble of taking the other hand and placing the finger wanted on the "right" key. As he becomes acquainted with the workings of the machine, he, as a usual thing, is left to find his way along the best he can. And what is the result? He falls into habits that in the end will prove costly and unprofitable. Should he be of a somewhat observing nature, he will naturally be governed, to a greater or lesser degree, by the way his fellows do their work.

Mr. Swift thought for a moment, and then replied: "To answer you it will be necessary for me to do it in a way that may seem roundabout, but, on the other hand, I believe you will be able to better comprehend. Beginning at machine one, the operator whom we will call Mr. Slow, is slow in several ways, the first of which is that he is slow by nature; second, that he is slow from lack of confidence in himself as to keys touched; third, he is slow to collect his forces when something goes wrong.

"Operator No. 2, whom we will call Mr. Methodical, fails to bring out his full capacity by reason of 'everything just so.' Always satisfying himself by looking at each and every line before sending it up; stopping to run down one particular letter to see if there is a full number just because the matrix did not drop. He can not work unless he goes through this performance each and every time he sits down to a different machine and every time he goes to work.

"Operator No. 3, whom we will call Mr. Pounder, makes his work so hard that when the night is half consumed his dabs come with less and less precision, and finally he ends up with cussing the machine and everything else. He starts in like a pile-driver and ends like a tick-tack.

"Mr. Nervous, on No. 4, accumulates a pile of matrices on his sort case; misses and runs short of letters; condemns the working of his machine and the machinist, and when that worthy informs him that he must not expect the matrices laid away (brought down

To better illustrate the subject under consideration, it may not be amiss to give the following:

Two operators, one of eight months' standing, the other from the advent of the machines, were slowly wending their way homeward after putting in a stren-