

# STARTLING COST OF PRINTING TOLD

### Composition Expense Triple Amount Paid Workman for Hour's Labor.

## TYPENEN'S CONGRESS ON

### Two Hundred Jobbers of Pacific Coast Convene at Commercial Club to Discuss Better System of Shop Values.

The cost of job composition to printers is \$2.50 an hour—three times the cost paid the workman—was the statement made by F. I. Ellick, of the Omaha Printing Company of Omaha, Neb., in his address yesterday afternoon before the first session of the Pacific Coast Typemen's Congress in the convention hall of the Commercial Club.

Two hundred job printers of the Pacific Coast attended, and no larger or more representative assembly of typemen was ever held on the Coast before. Representatives were there from Salt Lake City, Utah; San Francisco, Los Angeles, Oakland, Tacoma, Seattle, Spokane, Vancouver, B. C., and smaller towns.

Organization of the association, which took place at the morning session, was prompted by the desire of Portland job printers to have a more thorough discussion of the cost plan as devised by the National society a year ago.

### Chicago Lead Followed.

For years it has been the theory of employing job printers that the business was suffering from lack of cost principles. A year ago a convention was held in Chicago to consider the question. As a result the first American Printers' Cost Congress was established. This led to a desire to organize a similar congress on the Pacific Coast. The distance to Chicago was regarded as too far for the average job printer to attend a congress there.

F. I. Ellick devoted the entire afternoon to explanation of the cost system as adopted by the American Congress.

"When it comes the first of your fiscal year," said Mr. Ellick, "I will venture that nine out of 10 pretty nearly 99 out of 100, who take the inventory of unfinished work do the greatest gambling and guessing in the business. They look over the composing stones, and they look at the racks, and they wonder how much is in the cases that was set up and is part printed. They can get a little better line on the press-room, but not much, but on the composition two men guessing on the same thing are absolutely thousands of dollars apart."

### Cost System Demanded.

"I hope to see a day shortly, and as we have started the activity I have no doubt you will, when every paper house and every ink house and every type house will insist that before a line of credit is extended to a printer he must have a cost system that shows something. Some of the leading bankers have promised us their co-operation in the extent that if we will formulate the plan in such shape they will insist before they discount a man's note that he have a cost system. When the necessity of getting your supplies requires a cost system, and when the necessity of getting your pay-roll requires a cost system, the man who is wavering will come over."

It was Mr. Ellick's opinion that the average employing printer engaged in commercial work loses money simply because he does not know what his plant is costing him to operate. He suggested that the best way for the printer to be on the safe side is to take the cost an hour for workmen—an average gained from the number of hours worked divided into the sum paid on the pay-roll, and he will have the wage cost an hour of his plant.

### Problem Worked Out.

"Multiply this by three," said Mr. Ellick, "and you will have the original cost of production. Multiply the number



ROSE PLANTING AT PENINSULA PARK.



MAYOR SIMON SPEAKING AT ROSE PLANTING.

of hours by the cost an hour obtained on the one-hour job and you have the cost charge."

Organization was perfected by the selection of James A. Borden, of Spokane, for permanent chairman; and of James D. Roantree, of San Francisco, as secretary. Committees were appointed on resolutions and permanent organization to perfect the plans and purposes of the society.

At the morning session an informal discussion was had as to the next place of meeting. Seattle put in a claim, only to be followed by Los Angeles, Oakland, Sacramento and Vancouver, B. C. San Francisco announced that it was in favor of Los Angeles. The selection was put off until Friday afternoon.

### Two Here From Afar.

Among those attending the convention from the other side of the mountains are Franklin W. Heath, secretary of the United Typothetae, of Philadelphia, and J. A. Morgan, chairman of the American Printers' Cost Congress, Chicago, Ill.

Arrangements for and entertainment of the visiting printers have been in the hands of C. A. Whitmore, president; William Davis, treasurer; and Robert E. Merrill, secretary. The entertainment committee consists of C. A. Whitmore, Joseph Beveridge, J. L. Wright, F. W. Bailey, W. E. Prudhomme and A. E. Kern.

The congress will be in session today and tomorrow. Friday night a banquet will be served in the Commercial Club dining hall. Then the speakers will be P. H. McEwen, representing Vancouver, B. C.; S. V. Bell, representing Tacoma, C. H. Pigot, representing Seattle; Joseph Anderson, Sacramento; D. P. Adanson, Oakland; L. H. Rice, Los Angeles; C. A. Murdoch, San Francisco, and Tom Richardson, Portland.

Women attending the convention were given an automobile ride about the city yesterday. Thursday night the fair guests will be given a theater party, and on Friday they will be entertained at dinner.

The programs for tomorrow provides a talk on "Standardization and Uniformity," by J. A. Morgan, of Chicago; "Cost and Control," by A. L. Scoville, of Ogdun, Utah; "Benefits of Our Vancouver Printers' Board of Trade," by B. A. Borden, of Vancouver, B. C.; "Distribution of Overhead Expense," by J. A. Borden, of Spokane; "History of Price-Making Organizations in Seattle," by C. W. White, of Seattle; and "Benefits of a Cost System in Sacramento," by Joseph M. Anderson.

### Many in Attendance.

The following delegates were in attendance:

George F. Stoney, Wallace Idaho; Donald B. Billman, Tacoma; J. M. Anderson, Sacramento, Cal.; Laurence Reddick, Seattle; Harvey E. Blair, Seattle; George N. Tinsley, North Yakima, Wash.; Fred W. Kennedy, Seattle; W. A. Shevman, Oregon City, Or.; B. M. Carlisle, San Francisco; A. H. Moore, Seattle; C. W. White, Portland; T. F. Donahue, Portland; C. Hanford, Seattle; Frank H. Abbott, Jr., San Francisco; Montgomery Hennigan, Spokane; John Y. Ogden, Seattle; W. P. Bushell, Seattle; H. Pigot, Seattle; D. F. Becker, Los Angeles; William Beard, Vancouver, B. C.; O. D. Pink, Seattle; James D. Roantree, San Francisco; E. E. Brodie, Oregon City; Fletcher Floyd, Los Angeles; Gratlin D. Phillips, Portland; H. B. Ryder, Baker, Or.; Thomas Moore, Vancouver, B. C.; J. H. Sorensdale, Everett, Wash.; B. W. Shattuck, San Francisco; B. White, San Francisco; W. W. Lyle, San Francisco; F. H. Boynton, Seattle, Wash.; Robert J. Sheridan, San Francisco; F. E. Watson, Portland; E. C. Hildner, San Francisco; H. M. Flag, Chicago; Franklin W. Heath, Philadelphia, Pa.; R. H. Heffer, Los Angeles; Herman T. Glass, Los Angeles; G. School, San Francisco; A. W. Archer, Seattle; Irvin H. Rice, Los Angeles; Ehal M. Davis, Seattle; A. E. Kern, Portland; F. W. Bailey, Portland; S. C. Beach, Portland; N. K. Kuhl, Portland; F. F. Golsheuer, Portland; H. W. Adams, Portland; Thomas P. Robinson, San Francisco; L. J. Halloway, Portland; A. J. Equest, San Francisco; William J. Clarke, Portland; J. C. Zellarsch, San Francisco; F. A. Lincoln, Portland; Stanley V. Bell, Tacoma, Wash.; Robert Montgomery, Puyallup; O. R. Beall, Portland; J. A. Morgan, Chicago; J. F. Beatty, Portland; H. G. Childs, Mountain View, Cal.; J. V. Ormer, Portland; M. Goughier, Portland; Lincoln McCord, Portland; W. S. McHugh, San Francisco; A. B. Bagley, Vancouver, B. C.; Joseph W. Bursdale, Portland; J. Foster Deaham, San Francisco; Joseph A. Borden, Spokane; Ulrich Knuch, Los Angeles; H. M. Glen, Portland; T. J. Conley, Vancouver, B. C.; Phil Hummel, Seattle; G. Orton, Portland; Charles A. Murdoch, Portland; M. W. Rindorf, Portland; F. A. Hildner, Portland; F. J. Ellick, Omaha, Neb.; George M. Fleming, Vancouver, B. C.; Daniel F. Adams, Oakland, Cal.; C. E. Walrath, Los Angeles; L. Osborne, San Francisco; L. D. Drake, Pendleton; John Bedford, Vancouver, B. C.; E. C. Willson, Vancouver, B. C.; Elmer F. Conner, Seattle; William K. Johnson, Seattle; W. M. Burns, Spokane; A. L. Scoville, Ogdun, Utah; L. E. Collins, Los Angeles, Cal.; Herman M. Alpen, Vancouver, B. C.; Robert Deean, Seattle; P. H. Murphy, Vancouver, B. C.; W. R. Connor, Everett; P. H. McEwen, Vancouver; J. W. Sisson, Portland; F. W. Wagner, Ashland; James G. Tedhunter, Vancouver, B. C.; F. W. Chauson, Portland; F. W. Gindler, Salt Lake City, Utah; J. Jackie, Portland; L. A. Phillip, Los Angeles; N. D. Elliott, Salem, Or.; John C. Foulton, New York; George Russell Reed, San Francisco; F. C. Van Bohalek, San Francisco; M. J. McCann, Seattle; B. L. Swazak, Portland; H. W. Moulton, Seattle; A. B. Howe, Tacoma; M. A. Howe, Tacoma; R. M. Bates, Portland; G. A. Roedder, Vancouver, B. C.; Milton Markewitz, Portland; George J. Smith, Portland; G. A. Parker, Portland; J. S. Ball, Portland; A. C. Hula, Chicago; E. H. James, Portland; George L. Alexander, San Francisco; Joseph E. Prudhomme, Portland; E. H. Brown, Portland; J. H. Temple, Portland; John A. Phinney, Seattle; William E. Prudhomme, Portland; R. E. Merrill, Portland.

# Dr. Lyon's PERFECT Tooth Powder

is used by people of refinement and endorsed by the Dental Profession

## ROSES BLESS PARK

Peninsula Grounds Dedicated, Juveniles Planting Slips.

## MAYOR GIVES ADDRESS

Seattle Association Sends Representative to Extend Greetings to Portland in Washington's Birthday Ceremonies.

## INDIAN AGENT ATTACKED

Siletz Official Complains That Red Kicked Him in Back.

## SELLWOOD TO PAVE ALL

Property Owners Favor Project to Make Work Complete.

## SPECIAL TRAIN SATURDAY

To Gearhart, Clatsop Beach.

## Ice Boating

calls for a cool head, steady nerves and a willingness to endure the sting of the winter wind.

There is one thing worth remembering, however, and that is to avoid and guard against reaction or exhaustion following outdoor winter exercise.

# Pabst Blue Ribbon

The Beer of Quality

is the ideal beverage for this purpose. It stimulates and refreshes the tired muscles, and acts as a tonic for the whole body.

Because of its rich, smooth taste and mellow flavor Pabst Blue Ribbon is as delightful to drink as it is stimulating and refreshing as a tonic.

Made and Bottled Only by Pabst in Milwaukee

Phone for a case today.

## S. A. Arata & Co.

104 Third Street Tel. Main 480 Home A 1481

## What Cures Eczema?

We have had so many inquiries lately regarding Eczema and other skin diseases, that we are glad to make our answer public. After careful investigation we have found that a simple wash of Oil of Wintergreen, as compounded in D. D. D., can be relied upon. We would not make this statement to our patrons, friends and neighbors unless we were sure of it—and although there are many so-called Eczema remedies sold, we ourselves unhesitatingly recommend D. D. D. Prescription.

Because—We know that it gives instant relief to that torturing itch. . .

Because—D. D. D. starts the cure at the foundation of the trouble.

Because—it cleanses, soothes and heals the skin, clearing away pimples and blotches over night.

Because—it enables Nature to repair the ravages of disease.

Because—The records of ten years of complete cures of thousands of the most serious cases show that D. D. D. is today recognized as the absolutely reliable Eczema Cure.

Drop into our store today, just to talk over the merits of this wonderful Prescription. We will also explain the value of D. D. D. as a household remedy.

Woodard, Clarke & Co., Skidmore Drug Co.

Eastmoreland will be begun as soon as the season opens.

### DELEGATES TO PACIFIC COAST COST CONGRESS OF EMPLOYING PRINTERS NOW IN SESSION HERE.



PRESIDENT BORDEN, OF SPOKANE, STANDS TO THE RIGHT OF THE PICTURE. HATLESS, HOLDING A PAPER IN BOTH HANDS. TO THE RIGHT OF THE PRESIDENT IS JAMES D. ROANTREE, OF SAN FRANCISCO, SECRETARY. C. A. WHITMORE, CHAIRMAN OF THE ENTERTAINMENT COMMITTEE, IS SEEN IN THE LEFT FOREGROUND OF THE CUT HOLDING A PAPER AND SMOKING A CIGAR.