JOSEPH ZAEHNSDORF, founder of the well-known binding house in York-street, Covent Garden, was born at Pesth, a city of Austria-Hungary, in 1816. He was educated at the Gymnasium of that city, and there evinced a taste for the study of drawing and languages, in both of which accomplishments he afterwards excelled. At the age of 15 he was sent to Herr Kupp, of Stuttgart, where, after concluding an apprenticeship of four years, at the end of this period, at his master's desire, he remained another year, a most unusual course in Germany, where apprentices usually, on the expiration of their term, seek a new employer.

From Stuttgart, Mr. Zaeohndorf proceeded to Vienna, where he worked in the shop of Stephan, who was in a large way of business in that city. Here he was marked out as a clever hand-worker and might have long remained with his employer, whose confidence and respect he held, but the desire to travel was strong in him and he visited Zurich, Freiburg, Baden Baden, ultimately reaching Paris, where, hearing of an opening for a binder at Athens, he determined to settle down in that ancient capital. Before doing so, Mr. Zaeohndorf paid a visit to his brother, who was established as a jeweller in London, and acting upon his advice he decided to remain in this city. His first employment was with Messrs. Wesley & Co., who were then well-known "extra" binders, and here he remained for three years, during this time he had to contend with many difficulties which the prejudice of the men had raised against him, but steady application to his work, and his straightforward, honourable manner, ever characteristic of the man, carried him through. From Wesley's Mr. Zaeohndorf went to Mackenzie, then the best binder in London.

Here he remained until 1842, when he commenced business on his own account. For 12 or 15 years progress was slow, but hard work and dogged perseverance enabled him to build up the extensive business which, in the hands of his son, is steadily growing and increasing. Mr. Zaeohndorf died in 1886, and no better idea of the man or truer estimate of his character can be gained, than that given in the words of one of his old employés who, speaking at his grave-side, said: "To us, his employés, he certainly was very strict, and particularly so with regard to our work, but this strictness was ever tempered by good humour, gentleness and kind-heartedness. Having risen from the ranks, he knew well, and never forgot, the troubles, anxieties and cares which befell so many of us in our humble station of life. His advice, his experience, and what is often more, his purse, were always ready and open to assist any one of us who was deserving of it."
For some years preceding his death the entire management of the business was in the hands of his only son, Joseph Zaechnsdorf, who was born in London in 1853. He spent three years at school at St. Omar, in the North of France, and was apprenticed to the book-binding trade in Cologne, but his term of apprenticeship was cut short by the outbreak of the Franco-German war. On his return to London he completed his time under his father's direction, working in the various shops at the benches with his father's employees. The practical knowledge thus gained was used in the work written by Mr. Zaechnsdorf and published in 1880, "The Art of Bookbinding," a treatise designed to help those who are in the trade but who have not had the opportunity of learning all its branches or methods. A second edition of this useful work, which has been entirely re-written, is now passing through the press. Mr. Zaechnsdorf is a member of the Society of Arts, and of the Library Association, and at the Annual Meeting of the last-named body in 1886 read a valuable paper on "Bookbinding," which has been included in the Association Reports and reprinted in other papers. He has also contributed to many trade and technical journals (English and Foreign) on the subject of his trade. Mr. Zaechnsdorf is a skilful photographer, and visitors to his showrooms will see there many specimens of his work in that art, for in all special bindings a photograph is taken for future reference and use. This month Mr. Zaechnsdorf enters into possession of his new premises in Cambridge-circus, Shaftesbury-avenue, which have been specially built for his business from designs by Messrs. Rowe & Jullian. In closing this memoir we heartily wish him success in his new undertaking and we trust the house of Zaechnsdorf will long remain and always be associated with the reputation it has ever possessed of executing good and artistic workmanship.

We have confined this record to the facts immediately concerning the personality of the subjects of our portraits. Later we hope to give an illustrated descriptive account of Mr. Zaechnsdorf's binding works, and also an article upon the specialities in binding to be found in the firm's show cases.

Cost of Manufacturing a Book.

An illustration of the cost of manufacturing a book in the United States is given in a recent issue of The American Bookmaker: "Now if we wish to make a handsome 12mo. volume, say of 400 pages, well printed, well bound, and on good paper, and to sell, 'retail price,' at $1.50, what figures do we have? First, here is the cost of the plates, say $350. If 5,000 copies of the book are sold, the cost of the plates for each volume is 7 cents. The cost of manufacturing, paper, binding, etc., will be about 40 cents. To this cost of manufacturing there ought to be added a commission for the publisher's experience, his plant, advertising, etc., of 20 per cent on the selling price; then comes the author's royalty, 10 per cent. on the 'retail price.' The retail price being $1.50, the price to the trade is 90 cents, a discount of 40 per cent on the very least. We have here three figures per copy on an edition of 5,000: Plates, 7 cents; manufacturing, etc., 40 cents; commission, 20 per cent. on trade price at 90 cents, 18 cents; author's royalty, 15 cents; total, 80 cents—leaving the publishers 10 cents profit. If, however, the book sells only to the extent of 1,000 copies, the cost of the plates is 35 cents per copy instead of 7, and the result is a loss of 18 cents a copy to the publisher, who has nothing to show but a pile of metal, good only for the foundry. This estimate is for a first-class, well-made book, not fiction. If we take a $1.50 novel we may pay down: Plates, 7 cents; paper, 3 cents; presswork, 6 cents; binding, 15 cents; advertising, 45 cents; royalties, 15 cents; total, 61 cents; but the trade generally obtain on fiction at least 40 per cent. and 10 per cent—that is, they pay for the book 81 cents. The publisher in this case gets 20 cents profit if his sales reach 5,000 copies, or make a loss of 2 cents a copy if only 1,000 copies are sold. The difference in the publisher's profits between this and the preceding case arises from the greater risk in the latter. We do not think that we are very wide of the mark if we say that for one $1.50 novel that passes 5,000 copies, ten fail to reach 1,000."