

CANADIAN PRESS ASSOCIATION.

The Canadian Press Association held a winter session, February 22nd, at the rooms of the Toronto Press Association.

Those in attendance during the day were: President Dr. Dewar, Christian Guardian, Toronto; Wm. Watts, jr., Expositor, Brantford; Secretary W. R. Climie, Sun, Bowmanville; J. B. Traves, Times, Port Hope; A. R. Fawcett, Review, Streetsville; R. L. Mortimer, Free Press, Shelburne; P. E. Moyer, News, Berlin; L. W. Shannon, News, Kingston; J. C. Jamieson, Intelligencer, Belleville; M. A. James, Statesman, Bowmanville; W. E. Smallfield, Mercury, Renfrew; H. P. Moore, Free Press, Acton; J. J. Crabbe, Toronto; A. J. Matheson, Expositor, Perth; L. G. Jackson, Era, Newmarket; C. H. Mortimer, Canadian Architect; J. B. McLean, BOOKS & NOTIONS, Toronto; C. D. Barr, Post, Lindsay; J. J. Bell, Recorder, Brockville; J. J. Cave, Express, Beaverton; J. H. Thompson, Post, Thorold; Rev. W. M. Smith, Canadian Independent; W. J. Watson, Standard, Dundas; W. F. Maclean, World, Toronto; J. S. Brierley, Journal, St. Thomas; H. J. Snelgrove, World, Cobourg; John Motz, Journal, Berlin; J. W. Bengough, Grip, Toronto; John Cameron, Globe, Toronto; H. Hough, Grip, Toronto; F. J. Jewell, Enterprise, Colborne; A. F. Campbell, Conservator, Brampton; C. W. Lawton, World, Beeton; George Young, Courier, Trenton; C. Blackett Robinson, Presbyterian, Toronto.

The first paper read was on "Subscriptions and Clubbing," by Mr. Roy Somerville, of Dundas. His paper was well prepared and comprehensive. Mr. Somerville urged that proprietors should make their subscription lists more of an asset instead of merely depending on it as a means of gaining advertisements. A publisher should regard his circulation with the business ideas, and govern it with the same principles as any other business man does his stock in trade. He thought the publisher's field should be the immediate vicinity of the office of publication. The proper manner to fill it was to recognize the importance of home news; giving special prominence to every local event; by not despising small items; keeping solid with ladies by publishing a woman's department and a good serial story.

Messrs. C. D. Barr, J. B. Traves and J. C. Jamieson were appointed a committee to take charge of the question drawer.

Mr. L. G. Jackson read a paper on "Apprenticeship." Mr. Jackson deplored the practice of youths who, unindentured, can leave an office after a couple of years and sally forth, call themselves journeymen, and do botched work. His remedy was to indenture all apprentices for five years. At the conclusion of his paper he made the following motion:—

Resolved—That this association recognizes the apprenticeship term of five years as requi-

site to qualify for a journeyman, and calls upon all its members to duly observe the same; also that no member of this association shall engage an "improver" or "two-thirder" without a certificate from his former employer to the effect that he has left his employ with consent.

Messrs. H. J. Snelgrove, W. R. Climie, P. E. Moyer, Roy V. Somerville, J. J. Bell, J. S. Brierley, C. D. Barr and W. J. Watson spoke on the subject. The predominance of opinion was, that while a term of five years was desirable, indentures were hardly practicable. On motion the paper and resolution were referred to a committee composed of Messrs. W. R. Climie, J. B. Traves, Roy V. Somerville, J. S. Brierley, C. D. Barr and L. G. Jackson.

Mr. C. D. Barr read a paper on "Advertising Rates, Local and Foreign." He urged his confreres to fix rates or contract figures and stick to them.

Mr. J. B. Traves introduced the advertising agent side of the question, and asked what the press should do with him, giving many reasons why this bete noir should be abolished or regulated. This phase of the question being brought before the meeting, Messrs. Jamieson, Watson, Somerville, John Cameron and Brierley attacked it, and Mr. Dyas, of The Mail advertising agency, who sat an interested listener to the discussion, asked permission to say a word for the middle man. He argued that the advertising agent is the victim of calumny and a much-wronged man.

A desire being expressed for a suggestion of a basis for a rate per thousand of circulation for patent medicine advertisements, Messrs. Somerville, Jackson, Traves, Campbell, Jamieson, Shannon, Hough and C. Blackett Robinson were appointed a committee to formulate such a list of rates.

A paper on "Business Office Management," by Mr. J. B. Traves, was read. He deprecated the imperfect systems of book-keeping too often in vogue in newspaper offices, and suggested a system complete and efficient. His paper dealt with discipline in the office, and the necessity for well-observed rules in all departments, and for the calculation of the cost and profit of all work being done.

Mr. H. P. Moore read a paper on "Job Printing—What is a fair profit." The large printing corporations which "squeeze out small offices" were noticed, and after enunciating some sound principles he came to the question of profit. After the cost of material, composition and presswork there should be added 20 per cent. for rent and interest on capital invested, and 25 per cent. for profit.

The tramp printers, as canvassers from city houses in the smaller towns are called, were held up to obloquy. The best way of keeping up prices was discussed, and a dozen members found their tongues loosened and talked on this question.

The duty on plates was considered. The benefit to the country of the admission into

BUSINESS CHANCES.

Under the headings "Books Wanted," "Books for Sale," "Business Chances," "Situations Vacant," "Situations Wanted," one cent a word is charged for each insertion. Initials and figures are each counted as one word. If it is not desirable to give the advertiser's address, replies may be sent to Box —, care of BOOKS AND NOTIONS.

A GOOD CHANCE IS OFFERED IN LONDON, Ont., to commence business—large Church of England connection—stand, the most central; rent low; stock, say \$3,000; periodical list about \$3,000 per year. Address, E. A. Taylor, London, Ont.

AT BRAMPTON—STOCK OF FANCY GOODS and Stationery for Sale. Enquire of J. W. Main, Brampton.

BONUS—THE VILLAGE OF HAYFIELD OFFERS a bonus to responsible men who will put up a good roller mill; good locality; correspondence received until February 2. John Pollock, Clerk.

BOOKS, STATIONERY, FANCY GOODS.—Our increasing wholesale trade requiring our undivided attention we offer for sale on advantageous terms one of the best retail businesses west of Toronto. Rice & Chapple, London.

DRUMBO—A RAILWAY CENTRE—PRESENTS openings for manufactures—furniture, boot and shoe, marble and others. C. A. Muma, president.

FOR SALE DRUG STOCK AND FIXTURES—established twenty-three years. For full particulars address Family Drug Store, 723 West Fort Street, Detroit, Michigan.

FOR SALE—CHEAP—ONE OF THE OLDEST established photograph galleries in the thriving town of Berlin; centrally located. For further particulars address George H. Trussler, Berlin, Ont.

FOR SALE—BOOK, STATIONERY AND WALL paper business, in good western town; business well established and doing the leading trade; stock bought at lowest prices and well assorted; amount about \$5,000; store handsomely fitted for the business. Telephone business in connection worth \$200 yearly. This is a bona-fide chance to secure a good paying business. Apply to Stationer, Box 3, BOOKS AND NOTIONS, Toronto.

SPLENDID OPENING TO MANUFACTURE THE Koch adjustable reversible shelf brackets for shelving stores, libraries, pantries, etc. They have a very extensive sale in the United States and should take well in Canada. Address Box 10, BOOKS AND NOTIONS Office, Toronto.

Canada of the plate matter from the large houses of the United States was advanced against an increase, as threatened, of the duty. Only two members took ground against the use of plates. Mr. Barr made a humorous speech, and the matter was referred to the Executive Committee, with instructions to take any necessary measures to oppose the increase of the duty on newspaper plate matter.

The Secretary was instructed to write the C. P. R. to ascertain rates for the next annual excursion to cross the Continent to the Pacific.

The evening session was opened by the reading of a paper on "How best to deal with questionable business methods of wholesale houses," by Mr. A. F. Campbell.

The second paper was on "The libel law," by Mr. John King, M.A., of Berlin, who in a cleverly written paper discussed the legal aspect of the existing libel law, paying particular attention to the matter of security for costs, and a change in the law in this respect.

BROWNING BRASS AND BRONZE WORK.

For a dipping brown, use to 1 pint of water 5 drachms of perchloride of iron. The articles must be made perfectly clean and dipped in the hot solution until the required color is obtained; then dipped in clean hot water, dried and lacquered. If only a varnish is required, use clear shellac varnish colored with dragon's blood, gum and burnt umber.