

address, because that could hardly be expected, but with the great importance of some of the suggestions which it contains I agree entirely. For example, I think the president put it almost too strongly in regard to the matter of newspaper postage. I think, if I understood him rightly, that the feeling was unanimously against any imposition of newspaper postage; I am inclined to think that opinion, pretty unanimous last year, has been somewhat modified in a great many quarters, and I believe many who were then absolutely opposed to the imposition of postage believe that some modified form would not only be a matter of right in itself, but would do a good deal to keep down and prevent the fake publications. However, that is merely in passing, and in moving a cordial vote of thanks, I wish it to be understood we all have the right of dissent from any portion of it. My suggestion is that the address be passed on to the executive committee, because there are many points that may very well form the subject of resolutions before we adjourn."

Mr. R. Holmes seconded the resolution, and enquired what the cost of adopting the suggestion to appoint a permanent secretary would be?

The president replied that he had not gone into the financial question, but thought they could well afford to pay \$1,000 or \$1,500 if the right man were appointed. Personally, he would be willing to contribute a considerable share of the amount. His attention had been called by Mr. Anderson, the Canadian commissioner to Japan, to the fact that a large sum of money had been appropriated by the Japanese to advertise their teas, in order to keep their trade against the fierce competition of Indian and Ceylon teas, and not one dollar of that amount had come to the Canadian papers, although Canada was a large importer of tea. A general permanent secretary might earn his salary many times over by looking after the interests of Canadian publishers and securing a fair share of such advertising for them. With respect to the latter portion of Mr. Cameron's motion, he pointed out that it was a rule not to pass such votes with respect to members of the association, and he therefore requested that Mr. Cameron would withdraw that portion.

Mr. Andrew Pattullo, M.P.P., said: "I think we might have a time set for the consideration of the address. Considering the matter it contains, it is perhaps the most important we have ever had in the history of the association, and it suggests to us the dignity, the importance of the association, and the great possibilities that lie before us."

Mr. J. S. Willison: "Would it not be far better for the resolution committee to report on the address, thus putting it before us in concise form through the medium of two or three resolutions?"

Mr. Cameron accepted the suggestion of the president and withdrew that part of the motion thanking the president, and the motion, amended in accordance with the suggestion of Mr. Willison, was adopted.

Ottawa Correspondence.

In introducing Mr. John A. Phillips, Ottawa correspondent of The Montreal Gazette, the president said. "We are very much indebted to Mr. Phillips for the local arrangements made for our convenience. He has been indefatigable in his efforts to arrange for our comfort while here."

Mr. Phillips was received with a hearty round of applause.

"I have," he said, "a few notes which I have jotted down, and I propose to make a few remarks with regard to the value of

correspondence from Ottawa in its commercial aspect to a news paper. I will not deal so much with the Ottawa correspondent, or what is popularly known as the 'Ottawa liar' from his ability to send out very startling statements, so much as from the standpoint of the value that his correspondence is to the paper, especially in building up the paper. The Ottawa correspondent has to fill three positions, as it were. He is required to possess the qualities of a newsgatherer or reporter, but he is not an efficient man if he confines himself simply to that. He has to dress up his report a little bit in a different way to that which the ordinary reporter needs to do. He has to take the place to a limited extent of his editor, because in the way he tells his news he has not only to tell the news, but to define or take a certain line of policy on news which he either gets from the Government he supports, or things that he finds out the wicked government he opposes is going to do. (Laughter).

It is in the manner of telling this that his special value comes in, as it depends almost entirely on the way a thing is told whether it is received as a good thing or a bad one, and, as I look at it, the commercial value is in this. Very frequently, on the cars, and I think I have had some experience, you notice that the newsboy comes in to sell the leading papers. If you watch, as I have done, you will notice that the public who buy the papers, and the travelling public are very fair representatives of the reading public, look first for the news, they do not always look to the editorials, though they are very valuable, but they look first to the news page, and at least four, or perhaps five, out of six, or six or seven out of ten, will look first for the local news of the city they come from. If it is a Toronto or Montreal man, and he gets the Hamilton or lower province paper, he will just casually look over it to see if there is anything from the place he comes from. The next thing is the Ottawa news, the political news. Politics are so twisted up in everything we do that it is the political news we look for first, and the daily paper that pays the most attention to the Ottawa correspondence, that is, the political portion of the paper, are those papers that are easily the most successful, from a business point of view. (Applause.) And it is not only the daily, I think, that can be improved by paying some attention to its news from Ottawa. I think the country weekly finds great benefit from it also (and I am glad to be able to notice this, that there is a much larger amount of correspondence taken now by the country weekly papers from Ottawa than there has formerly been, to my knowledge, and I have been in Ottawa for 20 years). I think at the present moment I am quite within the mark in saying that there are 75, and more than that, weekly papers that receive letters regularly from Ottawa, and they publish these letters quite as much as a matter of course as they publish their editorials. I believe that the improvement Mr. MacLean has spoken of in the small daily papers, the evening papers in most of the cities, the improved position they have attained in the last few years is very largely due to the fact that almost every one of these papers has some connection with the correspondent at Ottawa, either directly or indirectly, through the Associated Press. But the Associated Press does not fill the position now that it did 20 years ago, when I came here. There were only two papers had regular correspondents at Ottawa—The Globe and The Mail. Since then, every morning newspaper has a correspondent here, and nearly every evening paper also. Evening papers usually have local men who are connected with the local papers, and also do one, or two, or three, indeed, one gentleman does as many as