

arriving in town, a delinquent subscriber had tapped him on the shoulder and paid up seven years' subscriptions. The toast to "the Ladies" drew a fitting response from the handsome bachelor of The Almonte Times. Before separating, the company joined hands and sang "Auld Lang Syne." The Messrs. Jeffery charmed the audience during the evening with their vocal accomplishments.

HIGHER RATES RESOLVED ON.

On Saturday Mr. Pittard moved that the rates for legal advertising, covering insolvency notices, judicial sales, etc., be raised to 10c. and 3c. per line. Mr. McKimm seconded this and it carried unanimously.

A short discussion on municipal printing ensued. It transpired that in Almonte the authorities pay \$6 per year for the publication of the proceedings of the Council; in Carleton Place, \$12; Pembroke, \$25. Renfrew has ceased to pay anything.

Mr. Bolihe, of The Mattawa News, was elected a member of the association, and Messrs. John A. Macdonald, late of The Arnprior Chronicle, and John Bayne MacLean, Montreal, honorary members.

ADVERTISING AGENCIES.

Mr. Jeffery made a protest against advertising agencies. He instanced the McKim Co., of Montreal. (N.B.—It was pointed out that this company was not to be confounded with Brother McKimm, of Smith's Falls, who, as Mr. McEwan said, "is an em wider.") This agency's rates were so low that The Chronicle was dispensing with their advertisements. He referred to the proposed formation in Ottawa of a \$50,000 company, the Canada Publishing Co., to handle advertising and patent insides for the Ottawa Valley papers. Mr. Nolan, representing the company, addressed the meeting. After some discussion, in which the general view seemed to be that whenever papers showed some backbone and stood out for the rate card they ultimately got the business, the whole question was relegated to a committee consisting of Messrs. McKimm, Jeffery and McEwan, who will report in a month, and if its recommendations are adopted by all the members of the association, with whom correspondence will be had, the reforms will go into force at once.

OFFICERS FOR 1896.

The following officers were elected: President, W. H. Bone; vice-president, A. Smallfield; sec.-treas., James McLeod; Executive Committee, Messrs. Pittard (chairman), Johnston, Stone, Millions and Miller. It was decided to meet next year in Pembroke. Mr. Jeffery was appointed delegate to attend the next meeting of the Canadian Press Association. Among the votes of thanks passed was one to Mr. Allen for his able discharge of presidential duties. The meeting was in all respects practical and most harmonious. Nothing could exceed the courtesy and kindness of the local brethren to all outside members.

THEIR AGENTS IN CANADA.

The American Type Founders Co., which includes the celebrated MacKellar, Smiths & Jordan, Dickinson, Central, Boston, Cleveland, Marder Luse and other type foundries, has branches all along the Canadian frontier, commencing at Boston to Buffalo, Cleveland, Chicago, Milwaukee, Minneapolis, Portland (Ore.) The Dominion Type Founding Co., of Montreal, and Toronto Type Foundry, Toronto and Winnipeg, are agents in Canada.

GROUND FOR COMPLAINT.

"THE fund that I have to put away for tips," said a well known printing-ink salesman in Montreal the other day, "is becoming an increasing drain on my exchequer." This rather enigmatical statement *PRINTER AND PUBLISHER* investigated, and found that there was a lot of truth in it. It appears that some time long ago, history does not relate when, a near-sighted drummer for a New York ink house conceived the idea that it would pay him to tip the foreman pressman in a leading office to boom up the ink that the salesman was trying to place on the market. This was done in a very moderate way, and, accordingly, the grateful foreman pressman told all sorts of angelic things about the ink to his employer. It would not have mattered much had the affair rested here. But the weeds grow apace, and, like a snowball, the practice has increased until if there is no "grease," to use the term adopted by one pressman, you may expect misrepresentation of your ink. Several salesmen spoken to admitted that there was foundation for the complaint; in fact, two of them said that the demands in some instances were simply outrageous. An instance had occurred the very morning that *PRINTER AND PUBLISHER* interviewed him, when his telephone rang up with an order for half a barrel of ink, and it was added "be sure and send along the 'grease' with it." Complaints had been made by some of the conscientious salesmen to employers, but there had been little result. One, the managing director of a leading French newspaper, told the agent, "give me facts that I can work on and I will discharge any employe of mine who tries this sort of blackmail." But, as the agent added, the trouble is to get the proofs. The employer may be well meaning enough, but he does not want to be bothered with the constant whining of his pressman about the ink; that it is too gritty, that it is too soft; that it is too liquid; that it sets off, and so on, ad libitum. The pressman, having been educated to believe that a perquisite of some sort is his just due, can make matters so unpleasant that in the long run the exasperated and worn-out employer, in desperation, tells him to get the ink he likes and go to a warmer place than Suez. The chief seat of the evil, in Montreal at least, is in the pressrooms of some of the large daily newspapers. Sales agents have no complaint to make about the job offices, where their goods are treated on their merits.

GENERAL NOTES.

The Laurel borders shown on page 13 have a flexibility seldom found in so simple a combination of characters. These attractive borders are low-priced, effective, and waste no time in setting.

W. Stewart, who represents the Canada Type Foundry, of Toronto, on the road, was in Montreal for a couple of days last week.

E. F. Slack, the night editor of The Gazette, last month joined the ranks of the Benedicts, wedding Miss Carrie Martin, a sister of J. Martin, Q.C., of Montreal. "Ted" is a popular member of the craft, and all who know him wish his wife and himself all the happiness possible.

Fred Williams, well-known to the press boys of Montreal and Toronto, who went to Australia two years ago on account of his health, has returned. He has accepted a position on The Montreal Herald, and will likely be in the press gallery at Ottawa for them during the coming session.