

# Dexter Folder Company

Main Office and Factory  
Pearl River, N.Y.  
(One hour from New York City.)

Highest Grade . . .

Paper Folding and Feeding Machinery

NEW YORK

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CHICAGO

315 Dearborn St.

BOSTON

149 Congress St.

## VANCOUVER WANTS ITS OWN PRINTING.

TYPOGRAPHICAL UNION NO. 226, of Vancouver, has long been cognizant of the fact that business men have been in the practice of sending east for printing work which could be done in Vancouver, so an effort is being made to bring about a better state of affairs. A circular has been issued signed by the president, J. H. Browne, and the secretary, W. J. MacKay, which says:

"As a business community, we rely upon one another for mutual patronage, and money sent out of the city for work which could well be done here is a loss to the community, for it does not return again.

"In the cost of printing, by far the largest item is for labor, and this, with rent, light, fuel, etc., is expended in the city and returns directly in the circulation among our merchants.

"The printing trade in this city employs over 150 persons—no insignificant number—especially when it is remembered that they are not cheap laborers, but highly skilled workmen, receiving wages far above the average workingman. This number would be increased if all the printing was done at home.

"It is quite possible that the prices paid for printing done in the east may be a little less than is asked here, but our business friends should remember that they themselves do not sell goods as cheaply as eastern houses, and we should think that local patriotism might induce them to give the difference in favor of local industry.

"We have found numbers of business men ready to expend the city funds to secure the establishment of new industries for the sake of the return they would receive in supplying the persons employed therein. We hope the same generous spirit will be extended to an industry which has always been independent and self-sustaining, bearing its share of municipal expenditure.

"The following is a list of printing offices in the city in which fair living wages are paid to employes, and in which you will be accorded fair treatment by the management:

"The Province, The News-Advertiser and World, daily newspapers.

"News-Advertiser, Evans & Hastings, Thomson Bros., Mining Critic, and Clark & Stuart, job printing offices.

"It has been the practice of the typographical union to discourage its members for sending out of the city for goods which could be purchased here.

"We make this appeal, not on behalf of one firm, but for the printing trade as a whole, and trust that you will aid us by having your own printing, and inducing your business friends to have theirs, done in our own city."

## THE AD. MAN.

You may talk about your editors, who sit in easy chairs,  
And try to boss the whole machine, and put on lots of airs,  
And seek to make the people think it's what they have to say,  
That keeps the business on the move and makes the paper pay;  
But don't you ever think it, for the whole truth simply is,  
The editor's not in it with the huge conceit of his,  
For there's one essential in the whole newspaper plan—  
Success depends alone upon the advertising man.

The men who edit telegraph and write the local stuff,  
Within the little fields they fill may answer well enough,  
The sporting and dramatic men and small fry, such as those,  
Who gobble all the passes and who visit all the shows,  
And likewise, too, the poets, who insist they must rehearse  
The simple things they have to say in blind and halting verse.  
They, one and all, have understood since papers first began,  
That they are mere assistants to the advertising man.

'Tis true, the advertising man has naught to do but talk,  
Yet he's the one, who, after all, permits "the ghost to walk":  
For while the editors their pens in trashy stuff engage,  
He toils on something worth the while—the advertising page,  
And if you'll but investigate sufficiently, you'll find  
He works more men and hours than the others all combined.  
To him belongs the victor's crown, this brave catch-as-catch-can.  
Keen, money-getting, business-booming advertising man.

—The Ad. Writer.

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for office stationery, bank slips and similar work.

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Paper Makers and  
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Toronto and Montreal.