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TORONTO, JANUARY, 1899.

\$2.00 PER YEAR.

The MacLean Publishing Co., Limited

President,
JOHN BAYNE MACLEAN,
Montreal.

Treasurer,
HUGH C. MACLEAN,
Toronto.

PUBLISHERS OF TRADE NEWSPAPERS THAT CIRCULATE IN THE PROVINCES OF BRITISH COLUMBIA, NORTH-WEST TERRITORIES, MANITOBA, ONTARIO, QUEBEC, NOVA SCOTIA, NEW BRUNSWICK, P. E. ISLAND AND NEWFOUNDLAND

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THE WEEKLY PRESS.

UNITY IS STRENGTH.

Much comment has been caused by an announcement that two Truro, N.S., papers had come to an understanding with one another as to rates of subscription, etc. In fact, so much was said, the two papers being on opposite sides in politics, that some people thought a hard and fast combination was being arranged. What has really been done is this: The Sun and Times-Guardian intend to turn their weeklies into tri-weeklies, but, by arrangement, will choose different days of the week for publication, The Sun appearing on Mondays, Wednesdays and Fridays, while The Times-Guardian will print on Tuesdays, Thursdays and Saturdays. Each paper will maintain its subscription rate at \$1, and those who subscribe for both papers will get a daily at \$2 a year. The publishers say that this is the extent of the understanding between them. They need not be explanatory or apologetic about it. It is a good arrangement, reflects credit upon the business sense of the two publishers and might be carried further without any loss of dignity or interest. In any town with two papers, one Liberal and the other Conservative, the closer and firmer the mutual understanding between them the better. To maintain advertising and subscription rates, to keep in touch regarding proposals

from agencies, and, in general, to maintain a friendly attitude in public ought to be the first duty of local publishers. They gain nothing by quarrels or ruinous competition.

WORKING UP CIRCULATION.

There was never a time when greater efforts were made to get circulation than now. Whether all the efforts made are worth the time and trouble, is an open question. Some of the plans followed are certainly good, and, in a general way, increase of circulation is a thing to be aimed at. But, if a publisher puts some of his surplus energy into making the paper better, it is probable the circulation will increase of itself. However, efforts are always in order, and Mr. Gardner, an Indiana publisher, has been giving to Newspaperdom his experience. He pushed his circulation on to 2,200 a week by cooperating with his advertisers. They paid him 50c. each for a year's subscription, and in their own names sent a circular to their customers announcing that they were subscribing at their own expense for the paper for a year. The merchants paid for the printing of the circulars and the envelopes, so that these new subscribers were acquired without cost to the publisher. It was found that 85 per cent. of the readers thus acquired remained on the list and became permanent subscribers after the period, during which they had been presented free with the paper, expired. If any publisher in Canada has tried this idea we wish he would report results, because it does not seem to be a very popular move in Canada, although it may have worked well in the United States. Does it not seem that the average Canadian would rather resent being presented with a free paper?

THE EDITORIAL PAGE.

It is wise for editors, while never neglecting editorial articles, not to have a fixed space each week for them which must be filled. Some weeks there may be three or four subjects which demand attention. Other weeks, perhaps only one or two subjects suggest themselves. Unless the editor has a bright and humorous style, which, in itself is an attraction to readers, he should only say something when he has something to say. Mr. Burke, one of the editors of The Philadelphia Public Ledger read a paper not long ago on this question to the Denver convention, and he protested strongly against editors encouraging the mistake of thinking that editorials are entitled to precedence over other matter. It is a mistake not often found in the Canadian weekly press. Still, sometimes, there is a wooden character about the editorials, which suggests that the editor did not care to go to press without some opinions and had

reserved a column or two to be filled up with editorial matter. This is certainly an error. Unless the editorial articles are as interesting to the readers of the paper as the news items, they are not worth printing. The weekly editor should, therefore, keep in mind that his local editorials are a very valuable feature of the paper if he does them well. If they are scissored out of the chief party organ on his own side, and chopped down to the required space, they are likely to be a flat failure. Local people want the local paper's own opinion. They will buy the city paper if they think you are simply condensing its opinions.

THE PLACING OF ADS

Some discussion has lately taken place about the wisdom of being stiff about letting advertisers have special positions. Some of them insist on having it. Others are not so particular. But the publisher will find in the long run that if he allows the advertiser to choose his position as he pleases the paper will soon look like a chess board. In this respect the weekly is in greater danger than the daily. The daily paper can afford to take one insertion at a good price and mar the appearance of the paper for one or two days, as the case may be. But the weekly publisher, in signing a contract for a special position which cuts the reading matter up into ugly shapes, has to wait a long time before he can rectify it. A country publisher writing to a contemporary thinks that the weekly cannot afford to be autocratic in this matter. He says: "I think it matters very little where the reading matter is put. I make up editorials leaded almost anywhere, and as for local matters that have single or double heads they go anywhere, preferably on the first page. Leaded editorials when classified are put on any page, generally on the first column of the last page. I take the ground that if news matter is scattered all over the paper the people will find it, even if they are mixed with ads." Now, surely this is a very dangerous practice? The weekly, in these days of competition, must preserve its appearance. Otherwise it loses standing. The tendency everywhere is toward better arrangement of matter, better printing, cleaner press work, and, generally speaking, the weekly publisher will find that the stiffer he is in holding out for the appearance of his paper the stronger is his hold upon his advertising customers. This does not mean that you must not be accommodating to good friends. But it means that no successful publisher will put himself completely at the mercy of his advertisers.

ACTING AS CORRESPONDENT.

It sometimes happens that the editor of the weekly gets a good offer from a large city paper to act as its local correspondent. If he piles up a good long "string" each month, the cash is acceptable, and the practice of sending the best news to outside points, even before he prints it in his own paper, does not seem to do his journal any harm. Much depends on circumstances. The best plan, probably, is to offer to report big events for the daily when such occur—a large fire, a political meeting, etc.—but not to acquire the habit of working up regular correspondence for the outside daily, giving it your best efforts and your best news, because, insensibly, that will take the cream off your paper. The big dailies come into all large towns. That may only touch a corner of your circulation. But the town people get to feel that the big daily covers town events almost as well as their local paper, which suffers a little in consequence. There ought to be, in every issue of a local

paper, some good items of news which cannot be read elsewhere. That gives the paper a distinct hold upon its own constituency, which can be acquired in no other way. The competition of the city daily with the town weekly has become, in recent years, a very real thing, and there is no use in helping on the movement. Of course, the city press are bound to cover a big event in your town, and, if they cannot get a local correspondent to act for them, they would assign a staff reporter to cover it, or order through the telegraph company. In such cases, the local editor would be foolish to refuse the work. But for ordinary good news that would not travel by wire keep it for your own paper.

EUROPEAN EVENTS.

One Canadian publisher reports that he has done well by always maintaining a column or so of paragraphs about British and foreign affairs, not a condensation from the cables in the daily press, but original matter clipped from a variety of sources, principally one or two British exchanges. This publisher found, to his great surprise, that in giving space to this matter he had touched a source for circulation which was not satisfied by either the daily or weekly press in his locality. In Canada we are apt to forget that the vast majority of the English-speaking people, either by birth or descent, are distinctly Old Country in origin. You can hardly mention a Province which has not this direct interest in the events of the Old World. The want is not adequately met. The cables in the daily press necessarily pass over a great many things which are of much interest to Canadian readers. The cable service cannot be improved to the extent of covering the whole ground. To get British exchanges is not easy, but an effort is worth the making. All the British weeklies are full of good summaries of Old Country news, such as *The Glasgow Weekly Herald*, *The Edinburgh Weekly Scotsman*, *The Newcastle Weekly Chronicle*, *The Liverpool Weekly Mercury*, and the weekly edition of almost any large provincial daily, such as *Birmingham*, *Manchester*, *Leeds*, etc. It might pay in some cases to subscribe to one of them if they will not exchange. To get Old World news which does not appear in the dailies is a distinct gain to the weekly, provided the publisher sees there is a market for it in his locality. In our Northwest, for instance, where so many people are comparatively recent arrivals from across the ocean this class of matter might take.

NEW VENTURES.

The *Rock Lake Review* is the new weekly at Cartwright, Man.

The *Calgary Independent* is a six column folio issued from The *Calgary Tribune* office.

The *Aylmer, Que., Times* is a new paper to be issued from the old *Gazette* office by Jos. Devlin and Ed. Millions.

The *Western Progress* is about to be published at Melita, Man., under the editorial management of R. Simpson.

Kaslo, B.C., has a new weekly called *The Prospector*, eight page, five columns with patent insides. A. R. Burns is the publisher and editor.

George Lytle, of *The Lindsay Watchman*, has bought *The Warder* from Sam Hughes, and the two papers will be consolidated, under Mr. Lytle's management.

HALF-TONE WORK IN CANADA.

THE half-tone of Dr. Kingsford, which appears on this page, is a remarkably fine specimen of the engraver's work, and suggests the difference between good work and poor work in half-tone engravings. There seems to be no doubt that in Canada high-class work can be obtained. The regular rate for ordinary half-tone engraving in Montreal and Toronto is 15c. per square inch, but The Canadian Magazine, by the courtesy of whose editor the Kingsford cut is reproduced here, has made it a point of producing, both in their reading and in their advertising pages, the very finest kind of engraving that can be got in this country. For this purpose, it is said, that in order to get the best results, you must expect to pay 20c. per square inch, and, in addition, to pay from 5 to 15c. per square inch for tooling.

In New York the ordinary half-tone work can be got for 10c. per square inch, but the total cost of the fine magazine cuts amounts to 50c. per square inch. There can be no doubt that in Canada there is now a demand for fine half-tone work, both for catalogue and magazine purposes, and the publisher of any trade journal will tell you that he has now to make the best possible cuts in order to satisfy his advertisers. The Canadian advertiser has become very hard to please since he has seen the fine work turned out in New York.

It follows, of course, that those in Canada who want this fine class of engraving are willing to pay the price for it. Some of the work is sent out of the country. One advertising firm in Toronto sends to Chicago for its half-tones and pays \$50 for each original design, as well as a very fair price for the cut in addition to that.

This question of half-tones suggests the fact that the daily press may soon go in more largely for this class of illustration, even on news print turned out on a fast press. The Winnipeg

Telegram has recently tried some half-tones on ordinary news print and made a fair success of them. It is found that even on cheap paper the half-tone can be made to present a very good appearance, showing that the secret of success lies in the overlaying and presswork, as much as in the quality of the paper and the ink. Of course, the quality of these improves the appearance, but the other factors cannot be neglected.

DOWN ON SENSATIONAL PAPERS.

Archbishop Bruchesi, of Montreal, sent an open letter last month to the publishers of the various French Canadian papers in his diocese, calling attention to the necessity which exists for a reform in their methods of publication. His letter has been evoked by the splurge which these papers made over recent murder trials, publishing the most horrible pictures, as well as gruesome details of the crimes and the trials.



The Late WILLIAM KINGSFORD, LL. D., the Historian of Canada.

(By courtesy of The Canadian Magazine.)

Buntin, Gillies & Co., Hamilton, are showing samples of something new in the way of announcement circulars. These goods consist of fine colored paper, with envelopes to match. They come in three sizes, six colors in each size. The envelopes are put up 125 to the box, and the paper, which is shipped flat, corresponds in color and size. These goods are the latest novelty and are suitable for circulars, programmes, announcements, booklets, in fact, for every style of advertise-

ment. Every printing office should have a set of these samples, which can be secured from Buntin, Gillies & Co., Hamilton, on application.

Golding & Co., of 183 Fort Hill square, Boston, printing ink manufacturers, are distributing a very handsome catalogue showing the various qualities and tints of their ink. The book is a useful one for printers and others to have, and those who have not already received one should send the firm a post card.

ON THE MAKING OF BLANK-BOOKS.

BY E. J. HATHAWAY (Warwick Bros. & Rutter, Toronto.)

BOOKMAKING, which, to-day, has reached almost the ideal of perfection, had its beginning in the crude efforts of the early writers to fasten together the sheets of bark, metal or parchment, upon which they had cut or written their records. The modern word "book" is derived from the old Saxon word "hoc" or "beech," indicating that the early writing was inscribed on boards or bark cut from beech trees. The binders' work at that time consisted in securing the different pieces with clamps, or hinges, or with cords passed through a hole in the corner of the blocks. During the middle ages and down to the invention of printing, bookmaking was entirely in the hands of the professional copyists in the different monasteries, whose work consisted in transcribing and ornamenting old Latin manuscripts for the use of the monks or for wealthy laymen ambitious of collecting a library. The duty of the binder was to sew together the different pieces or rawhide bands, and encase them in wooden boards with an outer covering of leather or velvet. The covering was then decorated with a fanciful design burnt into the leather by heated tools, similar in character to those used by modern book-finishers.

The result of the introduction of printing was a vast increase in the production of books, and many improvements have been made in the art of bookmaking since that time. These, however, have been mainly in greater perfection of workmanship and in the use of finer and better materials, for books to-day are bound substantially as they were in the fifteenth and sixteenth centuries.

LETTERPRESS AND BLANK-BOOK BINDING.

The art of bookbinding is now divided into two distinct branches, letterpress binding and blank-book binding. Speaking generally, all books consisting of reading matter are classed as letterpress books, and all others, whether plain, ruled, or printed, are called blank-books. The work of the letterpress and the blank-book binder is totally different, and few workmen have a thorough knowledge of both branches. The development of large binderies, or book-making factories, has caused workmen to become specialists in different departments of the trade, rather than bookbinders in the true sense of the word. The net result has been greater perfection of workmanship, for the entire thought and attention of each workman is given to his own branch whether as ruler, sewer, marker, cutter, forwarder or finisher.

PAPER.

The paper which enters into the making of blank-books is as varied as the materials with which they are bound. For the smaller and cheaper books paper is made in a score of qualities and as many weights; but foolscap, small post, large post, and double foolscap, either in folio or folded, are the sizes mainly employed. For the larger books the finest of linen ledger and hand-made papers only are used. These papers are made of strong, fibrous materials, capable of withstanding the wear and tear to which such books are subjected. The surface

is specially suited to bear erasures, and they are not liable to become discolored or brittle with exposure to light or heat. The sizes and weights of the book papers in general use in this country are:

	Size.	Lb. to Ream.
Foolscap.....	14 x 17	16
Demy.....	16 x 21	26
Medium.....	18 x 23	36
Royal.....	19 x 24	44
Super Royal.....	20 x 28	54
Imperial.....	23 x 31	72

If larger books are required, certain of these papers may be had in double sizes, as double foolscap, double demy, double medium, and for smaller ones the papers may be cut or folded in any way desired.

THE MAKING OF BLANK-BOOKS.

A blank-book, in the course of manufacture, passes into many hands. Except for ruling and trimming, machinery has no part in its making. It is entirely a hand-made article. Skill, knowledge and judgment are the essential qualifications in a good bookbinder. He alone is responsible for the strength and stability, the shape and set of the book. He selects the proper boards and the most suitable piece of leather for each individual book. He must know when to act and how. The shape of the back, the setting of the glue, the stretching of the leather, are matters of the utmost importance, and no two books even of the same size, but of different thickness, are bound exactly alike.

RULING.

The work of the ruler is to trace upon the plain paper the pattern of faint lines and columns which adapt the book to the purpose for which it is intended. Each part of the pattern is ruled separately, first the head line and faint lines, and afterwards the vertical columns. The pens, arranged to conform with the pattern required, are clamped in a beam across the ruling machine and the paper is carried under them by means of a sheet of cloth revolving upon rollers. The color is fed by means of ink-saturated flannel wrapped around the shanks of the pens. By arranging that certain of the pens are fed from flannel carrying one color and others from another, several colors may be ruled simultaneously. In ruling the lines which start from the headline, or from any place other than the edge of the paper, an automatic device called a "gate" is attached to the machine, which allows the paper to feed only at a certain speed, and which causes the pens to be lifted and dropped where required as the paper passes through.

FOLDING AND SEWING.

After the paper has been ruled, it is carefully examined, and all soiled or broken sheets either cleaned or removed. It is then sent to be printed, if a heading is required; otherwise, it is folded in sections of four or five sheets, according to the thickness and strength of the paper, and placed between boards, in a press, to give the book greater solidity. At one time, every

part of the work of bookbinding was performed by men, but now the folding and sewing are usually done by women. If the book is to be bound by any of the dozen or more of "flat-opening" methods, the manner of the sewing will vary according to the process; but, in the ordinary book, the sheets are sewn with linen cord or thread on strips of strong tape or vellum. The strength and durability of a book depend on the sewing more than on any other one thing that enters into the making, and the greatest care must be exercised that only the best materials are used, and that every sheet is securely fastened. The strips to which the sections are sewn are the hinges upon which they open, and which unite the book to its cover. The end papers, which are made separately, are sewn in with the book, for they are important elements in its strength and wearing qualities.

MARBLING

The book is now trimmed and the edges colored or marbled. Every blank book of any size should be marbled, for, next to gilding—which, of course, is never applied to a blank book—no finishing for book edges is so generally satisfactory. Marbling is done by dipping the edges of the book into a liquid size of gum tragacanth, upon the surface of which colors have been thrown and formed into a design. As each design will stand but one dipping a new one must be made for each edge.

ROUNDING.

The next process through which the book must pass is that of gluing and rounding. The sections of the book are glued along the back to unite them to one another and prevent them from working loose. The back is then rounded with a hammer to give it shape and to hold the spring-back which is afterwards added. The book is again placed in the press to set, in order to retain the shape now finally given it. Although apparently trifling, these are all important details. The first requirement of all blank-books is strength; appearance comes afterwards. Cheap thread, inferior glue, imperfect rounding, neglect or carelessness in any one of a score of little things may destroy the finest product of a bookbinder's skill.

BOARDS AND BACK.

The book is now lined along the back with stout canvas and bands of leather drawn over the edges, forming, with the outside sheet of the book, which is folded back, to about three inches in width, what is known as the "lugs," to which the sides are secured. The boards for the sides are now added. The thickness of the boards depends altogether on the size and weight of the book, and must be of the best quality of millboard so as not to warp or break. The spring back which encircles the back of the book, and to which the leather covering is pasted, must be of the best tarboard. This back is intended to assist in throwing open the book at any place so as to leave a surface flat enough to allow writing close into the crease, and is made to grip the edges of the book snugly. The boards forming the sides are split at the edges nearest the back and the "lugs" inserted to make the hinge and fasten the book to its cover. The raised hub-bands on the back are made by fastening strips of strawboard across the back forming it into panels. On ordinary bindings the panels are five in number, with the lower one a trifle longer than the others. This rule, however, may be varied to suit the style of binding.

THE LEATHER COVERING.

The book is now ready for the outer covering. The finest

blank-books are bound in full calf with Russia bands, but without hubs, or in full Russia with hubs. Cheaper styles are half calf, half Russia, or half sheep, all having cloth sides, or full canvas with Russia bands. Care must be exercised that the leather is cut along the grain in order that it will stretch well. After being cut to the required size and the edges pared, it is dampened to soften it and make it stretch, pasted on the inside and drawn tightly over the back and sides of the book and fastened. It is first stretched well over the back, rubbed in at the sides of the hubs so that they will stand out as though cut from leather, pressed in at the hinges to allow free play to the sides, turned in at the head and tail and smoothed well over all. Slight rods of wood or thick cords are fitted into the joints of the hinges and the book put into the press for a short time. When again taken out the Russia bands, or cloth sides if a half bound book, or other details are added. The end papers are then glued down and it is placed in the press to set. The book should now remain undisturbed for several days to dry and season.

LETTERING AND FINISHING.

A blank-book when first removed from the press is hard and unyielding. The first duty of the finisher is to "ease" and soften the back to allow it to open freely. He then makes and puts on the titles and any other ornamentation that he may see fit. The upper title, in the second panel from the head, usually indicates the name or character of the book, and the lower one, in the fourth panel, the name or initials of the owner. Blank-books should have as little gold finishing as possible, and the lettering should be brief and readable. An ornamental roll in black ink on a calf binding, or in gold on a Russia binding, is usually run around the edge and a line or two put on the hubs and bands on the back.

LOOSE COVER.

The loose canvas, basil or moleskin cover is added after the book is made. All well-bound books should be fitted with a loose cover in order to preserve the binding. The cost is comparatively trifling, and when the book is put away for reference and the cover removed, the binding remains clean and perfect. In many cases the loose cover is intended to be permanent, and the titles are put on it rather than on the book within. These covers are often made with protecting leather bands and corners to give them strength and durability.

FLAT OPENING BINDING.

Inventive minds have been engaged for many years in trying to devise some process of sewing or binding that will permit blank-books to open perfectly flat. Several methods have been found that in some measure seemed to meet the requirements, but only at the sacrifice of much of the strength and rigidity of the book. To preserve these and at the same time secure the necessary freedom of opening was the difficulty. This at last has been overcome, and the largest blank-books are now bound by Messrs. Warwick Bros. & Rutter by a process that not only ensures a satisfactory flat opening, but at the same time adds strength and firmness to the binding. Although the invention is covered by patent, its use adds but an insignificant amount to the cost of the book.

HOW TO OPEN A BLANK-BOOK.

A newly-made blank-book should be handled with care. The sewing, gluing and lining are likely to make it firm and

inflexible, and to open it at the centre is almost impossible. The spring-back is full of life and vitality, holding the edges with a firm grip, and any attempt to force it will prove disastrous. A new book should be placed on its side on the desk, and, after throwing back the cover, a few leaves should be lifted at a time until the desired page is reached. It should be closed in the same manner. The glory of a blank-book is its strength, and opening and closing it violently or carelessly, will likely result in breaking the back or impairing the sewing.

SPECIAL NUMBERS AND SPECIAL MENTION

The Boundary Creek Times, of Greenwood, has published a neatly-printed, well-written and handsomely illustrated Christmas edition.

The Regina Leader's calendar for 1899 is a fac simile of the first page of the paper with a cut of the building. A good ad. and well done.

The St. Johns, Que., News got out an artistic two-color circular, descriptive of the features and merits of the paper. It is one of the neatest and most readable things of the kind we have seen.

The Barrie Gazette got out a handsome special number, with many illustrations, much historical data, etc., all making a well-printed and attractive issue. The paper, one of the best weeklies in Canada, has celebrated its thirtieth birthday.

The Christmas edition of The Parry Sound Star was a triumph of the publisher's energy and taste. It not only included the handsomely-illustrated write-up of Montreal, but also a 32-page issue on good paper, with holiday matter and illustrations.

For years, the Christmas papers issued in Newfoundland have been models of clean printing and fine half-tone illustration work. This year, Christmas Bells, issued by Gray & Goodland, St. John's, is a 20-page number on coated paper, with several special articles and some good half-tones.

Apted Bros., Toronto, issued a nice greeting card to their customers at the New Year. The card was four page, on the outside a maple leaf embossed and in the centre a small reproduction in colors of "What We Have We'll Hold." The good wishes were on the second half of the card in script, hard to distinguish from engraved work.

THE CANADIAN STENOGRAPHER.

This is the title of a new Toronto Journal for shorthand learners, teachers and newspapermen generally, which fills a felt want. It is published monthly at \$1 a year and has been placed on a good foundation, and is in excellent hands. The publisher is W. E. McKinley and the associate editor is J. M. Jackson, formerly of The Mail staff, a competent and successful stenographer. The first issue contains about eight pages of stenography (besides several pages of reading matter), and, while the greater part of the matter is based on the Isaac Pitman system, it is intended to cover different systems of stenography. For instance, one page in this number is a fac simile of Mr. Alexander Downey's and is accompanied by a key.

The St. John, N.B., compositors have authorized their secretary to call the attention of the board of trade to the fact that many merchants and barristers of St. John are having their printing done outside of the city.

THE ONTARIO PRINTING CONTRACT.

THE Ontario Government's five-years' contract for Provincial printing has not yet been awarded, at least, no official announcement has been made, and considerable discussion has taken place on the subject amongst printers. Six tenders were put in, which shows a good deal of competition for the work, the profits on which, it is generally admitted, are no longer what they were, as prices have been forced down owing to competing tenders. The Government first fixed the date for receiving the tenders, and then extended the time by one week, a policy we do not approve of, although it was doubtless done with good intentions in order to give every possible tenderer sufficient chance. But we prefer a fixed date for tenders on any sort of printing. Fortunately in this case all the tenderers held back to the last moment, so that no one had any advantage in time.

A contract of this kind always raises political discussions, usually not relevant to the subject, but with this factor we have nothing to do, preferring to consider the question entirely from the business standpoint. The following put in tenders, and it is rumored that they stand as to price in the order given :

Methodist Book Room,
Hunter, Rose & Co.,
Salvation Army,
Murray Printing Co.,
Warwick Bros. & Rutter,
Warwick & Wilson.

All the tenderers, except the last mentioned, have well-equipped printing offices, and could take over the work at once. If the Government intend to award the contract, as a business concern would do, to the lowest tenderer possessing a printing office, they would, therefore, renew the contract with the present contractors, Warwick Bros. & Rutter. But business conditions do not always rule with governments. There is a feeling among printers that to encourage the building-up of another extensive printing office in Toronto, with the Provincial contract as a basis, would injure trade, as there are, in Ontario, enough, if not too many, large printing concerns in existence. This is a point which, we admit, the Government are not bound to consider, but it weighs with the printing fraternity.

As already said, there is no official statement that Warwick & Wilson are the lowest tenderers, but it is believed that on the single item of composition their figures are the lowest, being based on a rate considerably below the standard, or union, rate of wages to printers. This has caused the Typographical Union to approach the Government, urging that, whoever gets the contract, union wages shall be paid. Here, again, we admit, that the Government are not actually bound to consider the claim of labor, although it is generally felt that public printing calls for union rates, and that the Province, in its desire to get its work done at a reasonable rate, should not force the cheapening process too far. As Warwick & Wilson, though no doubt personally competent men, are not a firm in the ordinary sense, possess no plant, and would take some time to get one equipped, it is hardly believed that the contract will go to them.

The present Government printers have undoubtedly a great advantage in tendering, since they have already in existence a

large quantity of printing machinery and other equipment required for Government work. This has enabled them to put the figures down so low that large printing concerns like The Methodist Book Room, and The Murray Co., who tender not on a speculative basis, but on a purely commercial basis, have been unable to touch the figure offered by Warwick Bros. & Rutter. It has happened before, in the history of Ontario printing contracts, that the Government, in a race for the nominally lowest tender, overreached themselves. In 1884, the contract was awarded to S. F. Wilson, who sold to The Grip Co., who, however, found that it did not pay at the figures accepted, and eventually assigned it to the firm of Warwick & Sons. With this experience there is no necessity of repeating the process.

If the Government have the courage to decide the matter on a strictly business basis they will renew the contract with the present holders whose figures, it is reported, are much lower than those accepted five years ago.

TRIBUTE TO E. J. B. PENSE.

EDWARD J. B. PENSE, publisher and editor of The Kingston Whig, who has for five years been the active and able president of the Kingston Reform Association, received a splendid tribute on retiring from his position last month. The opportunity was seized upon to present Mr. Pense with a testimonial from the Reform party for his services and to make an acknowledgment of his personal popularity in the city. Not only were leading Reformers present, but prominent members and officers of the local Conservative party also attended to do honor to Mr. Pense. An address embodying the views of those

present was accompanied by a beautiful cabinet of silver costing \$200. Replying, Mr. Pense referred to his friendly relations with his associates and his amicable connection with his political opponents. Now that he was retiring from several offices which would give him time for recreation (which duty had formerly deprived him of), he could truthfully say that there was not a man he could not take by the hand and greet at least as a friend. Mr. Britton, M.P., referred to Mr. Pense's success in life, owing to his own endeavors, and to the standing of The Whig both in Canada and the United States. Hon. Wm. Hart, M.P.P., also spoke, as did Jno. McIntyre, a Conservative, who referred to Mr. Pense as an unqualified success in newspaper work. Dr. Ryan, another Conservative, alluded to Mr. Pense's career in municipal life in the warmest terms. Other speakers also made references to the character and ability of the publisher of The Whig, after which Mr. Pense entertained his friends to refreshments and a concert. The occasion was unique in the entire obliteration of party lines and the good feeling which was manifested on all sides. Mr. Pense has rendered a great service to his fraternity all over Canada by so conducting himself as to be able to earn such a handsome tribute as men of both parties have just paid to the editor of a sturdy party journal.

Owing to the change in the Customs regulations, a good business should be done by printers in supplying the new forms. Ruled paper, suitable for these forms, can be procured from stock, in two qualities, from Buntin, Gillies & Co., Hamilton. See their advertisement on page 14 of this issue.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, Montreal.

A RARE BARGAIN FOR PRINTERS

\$1,000 Book and Job Office for Sale at about Half its Original Cost.

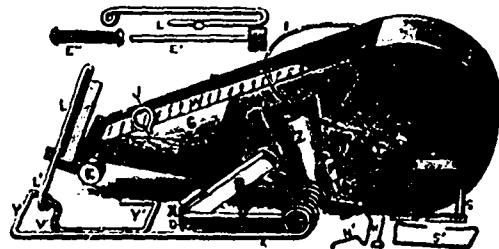
The entire plant is in first-class condition and practically as good as new—the type being almost new and very little used. The outfit, including a Gordon Improved Press with throw-off, ink fountain, steam fixtures, chases, rollers, etc., etc., is complete throughout, and with the addition of a Washit. J. ton Press would be just the thing for a country paper or job office.

For circulars and further particulars apply to.

A. W. OTTO

514 Yonge Street, TORONTO

R. Dick's Seventh Mailer.



OVER 8,000 IN USE.

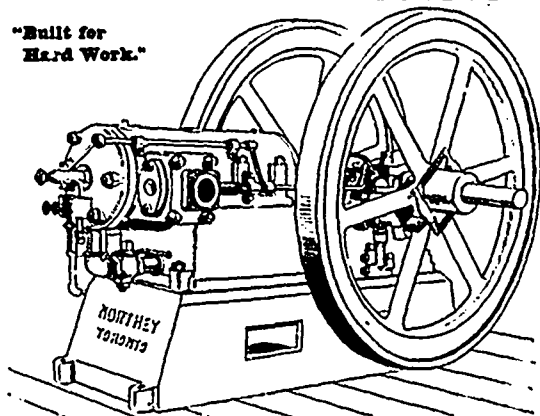
NO BETTER MAILER MADE.

Worth more to the printer than Klondike gold, is R. Dick's Seventh Mailer. A great time-saver—and time is money. With it experts have addressed from 6,000 to 8,586 papers in less than an hour. For information concerning Mailer, address

R. DICK ESTATE

Price, \$20.25 without Royalty. 139 West Tupper St., BUFFALO, N. Y.

"Built for Hard Work."



The Northey Gas or Gasoline Engine.

Improved Model.

Is cheaper than any other form of power, whether you want 4 h.p. or 200 h.p. Has all the printers power requisites—smooth running, easily controlled, costs little. No waiting to get up steam—no heat—no engineer—and absolutely safe. Sold on the most liberal terms. Illustrated booklet free.

The Northey Mfg. Co., Limited, 1007 King St. Subway, Toronto, Ont.

THE ADVERTISING DEPARTMENT

NEW ADVERTISING.

A CONSIDERABLE amount of new business is being placed by the agencies this month. A. McKim & Co. are placing four inch advertisements in leading dailies for The "D. & A." Corset Co., of Quebec. The Thos. Davidson Manufacturing Co., of Montreal, are spending about \$1,300 through this agency in advertising "Crescent" brand enamelware in Quebec, Maritime Provinces, Manitoba and British Columbia dailies. Ontario has not been included in the present appropriation. Will's English tobacco, for which E. A. Gerth, 2235 St. Catherine street, Montreal, is Canadian agent, is being advertised in dailies and class papers by The E. Desbarats Advertising Agency. This agency is now renewing The Paris Medicine Co. contracts.

A. P. Tippet, of Place Royal, Montreal, agent for "Maypole" soap, is at present in Great Britain. It is believed that on his return a large sum will be spent in advertising this soap in Canadian papers.

A. McKim & Co. are placing contracts in live stock papers and local weeklies for English embrocation—a remedy for sprains, bruises and other injuries to live stock.

CEYLON TEA BUSINESS.

The Ceylon Tea Planters' Association are firm believers in advertising. They spend nearly \$200,000 annually among American and Canadian newspapers in keeping the merits of Ceylon tea everlastingly before the public. At a recent meeting of the Thirty Committee, who control the affairs of the association, it was suggested that the tea cess should be increased from 20c. 100 lb. to 25c. If this is agreed to, the increase will be spent in prosecuting foreign advertising campaigns. This business will be placed by Mr. William Mackenzie, representing the Ceylon Government, and Mr. R. Bleehynden, representing the Indian Government. Their office is 138 Front street, New York. Canadian papers should keep their eyes on this business, and not allow publishers across the line to gobble up the whole appropriation.

AN ADVERTISING EXPERIENCE.

P. D. Ross, Ottawa, writes: "An experience of The Journal here may be useful to publishers of other papers.

"Two parties, Hume & McGibbon, a couple of weeks ago, made a contract for a page of The Journal to be used by them in the ordinary issue of Saturday, December 17. The price was \$50. They explained that they intended to canvass city business men for a page of cards. The proposition did not strike us as funny at the time.

"The page of cards was secured, and published as a "Business chart and professional index of Ottawa." It contained the cards of 93 city institutions or firms, most of whom do regular business with The Journal.

"This week, Hume & McGibbon began to come in with cheques to be cashed, made payable to The Journal. Also a

letter of complaint came in from one city firm to say that they had supposed they were giving to The Journal a card to be published in a special Christmas edition, and they didn't think the regular Saturday Journal filled the bill.

"Inquiries of others of the advertisers showed that some, at least, of them—all we saw—were under the impression that they had been giving advertising for a special edition of the paper. Hume & McGibbon had not, so far as we are informed (except in the first case mentioned), said so directly, but they had said that there would be an extra circulation. This they made good by ordering a few hundred extra copies of The Journal themselves.

"Thus, the \$50 which Hume & McGibbon paid for a page of The Journal secured them, not merely the advertising space, but The Journal name and goodwill with local merchants, who were allowed to fall into the belief that there was to be a special issue of some kind, although we could not get good proof that there were positive misrepresentations. The price Hume & McGibbon charged for cards was usually \$4 each, and they got between \$350 and \$400 in all, for a few day's work.

"As for The Journal, it got \$50 and experience."

ADVERTISING ADVICE.

The December number of Profitable Advertising contains an admirable paper on "Canada as a Field for United States Advertisers," by Mr. Hugh Graham, proprietor of The Montreal Star. Mr. Graham presents a careful statement of the commercial position of Canada, her consuming capacity as a customer of the United States, and goes into figures in detail to show the class of advertising which may profitably be laid out in the Dominion. He concludes a convincing paper by saying: "To sum up, then, Canada offers a large and easily-reached market for a wide class of goods exported by the United States. With the rapid growth of the country in every respect, the market will be wonderfully enlarged in the near future. Rivals are making vigorous and systematic efforts to gain a strong footing therein. The United States possesses the advantage of nearness and a preference for such classes of her products as have become known. But, in order to push their sales here, the United States merchants must use every opportunity to keep their goods before the public."

A QUESTION OF LIABILITY.

Mr. Scaling, manager of Bond's Soap Co., Manchester, Eng., paid a flying visit to Montreal last month. The object of his trip was to appoint T. C. Dougherty Canadian agent, in place of H. B. Muir & Co. Mr. Dougherty was a salesman for Muir. The office is now at 9 St. Peter street, Montreal. It is understood that H. B. Muir & Co. are offering to compromise with their creditors at 10c. on the dollar. The bulk of their liabilities is for advertising, and there are a good many papers, from Halifax to Vancouver, to whom they are indebted. Mr. Scaling made an official declaration that the firm were in no way liable

for any debts incurred by Muir & Co. in pushing Bond's soap. While they may be strictly within their rights in doing this, it is questionable whether Bonds are advancing their own interests in following this course. Their agent made the contracts, and they reaped the benefit of the advertising. It is hardly fair that any Canadian newspapers, who were led to believe that Bond & Co. were responsible for the advertising and who sold their space on that understanding, should now receive 10 per cent. of the amount due them in full settlement. It is possible that some Montreal newspapers may test Bond & Co.'s liability in the courts.

The latest development of the art of advertising has appeared in Sweden. The advertisers have actually captured the backs of the Swedish national banknotes.

H. E. Stephenson, late secretary and general-manager of The Canadian Advertising Agency, Limited, has severed his connection with that concern, and intends to form new associations in the same line of business.

McKim & Co. are placing four-inch ads. of "Brais Brand" shirts, collars, etc., controlled by Glover & Brais, of Montreal, in the Saturday edition of dailies in Halifax, St. John, Quebec, Montreal, Toronto, Winnipeg, and Vancouver.

H. E. Stevenson, late secretary-treasurer of the Canadian Advertising Agency, has joined the staff of A. McKim & Co. He is engaged at present in preparing The Canadian Newspaper Directory, which will be issued shortly.

John Moore, manufacturer; William Albert Magor, merchant; Charles Albert Duclos, advocate; Leslie Hamilton Gault, merchant; William Copeland Finley, merchant, all of Montreal, have been incorporated as The Moore Patent Pocket Co., with a capital of \$50,000, to manufacture the "Moore Patent Pocket" and other tailors' devices. On Feb. 1 they will consider advertising propositions for dailies and class papers. Their offices will be at 107 St. James street, Montreal.

The work which Lieut. Col. MacLean did in Great Britain for Canada is still bearing fruit. Haddon & Co., a large advertising agency in London, have published a booklet urging British advertisers to turn part of their large expenditures in other colonies into Canadian newspapers, where business prospects are more promising than in any other colony. Copious extracts are made from Col. MacLean's address, delivered at the request of the British Chamber of Commerce.

J. P. Coutlee has taken an action against La Patrie Printing and Publishing Co. for \$5,000.

W. R. Telford, printer and publisher of The Bruce Herald, Walkerton, Ont., is offering his business for sale.

The Sun Printing and Publishing Company, New Westminster, B.C., has been incorporated with a capital of \$15,000.

E. W. Summerskill & Co., printers and publishers of The Sunday Sun, Montreal, have dissolved, and a new partnership has been registered by E. W. Summerskill and J. W. Tressider, under the old style.

LIBEL ACTIONS.

ROBINSON VS. TORONTO TELEGRAM.

THE jury in the case of Mrs. Beverley Robinson vs. The Evening Telegram, of Toronto, a suit for damages for libel, brought in a sealed verdict January 12 which awarded damages of \$1 to the plaintiff with costs. The sum asked in damages was \$25,000.

On August 3 last The Evening Telegram published a telegraphic despatch from New York to the effect that Mrs. Beverley Robinson, late of Toronto, and then of New Haven, had killed her child on July 26 and then committed suicide. It appeared, however, there had been a mistake arising out of a similarity of names, and that the woman who was the subject of the tragedy was another of the same name living in a place near to that of the Toronto lady. The Telegram accordingly published a full denial of the report, giving the correct account in the next issue, and, subsequently, after further complaint, published a full and explicit apology. This, however, did not end the matter, Mrs. Robinson entering an action against the paper.

MITROW VS. OTTAWA CITIZEN.

At the Ottawa Assizes, Jan 9, Hon. Chief Justice Armour presiding, Mitrow v. Citizen, an action for libel, was tried. Plaintiff keeps a second-hand store in town, and in June last was arrested on a charge of receiving stolen goods and committed for trial by the magistrate, and subsequently acquitted. The Citizen published a report of the case, with the heading: "Mitrow Kept a Fence; He is a Hebrew and Receiver of Stolen Goods." Plaintiff is a French-Canadian, and swears that he never bought any goods which he knew to be stolen. The evidence put in by the defendants established a pretty strong defence. The jury brought in a verdict for The Citizen. His Honor Chief Justice Armour, in charging the jury on this case, spoke strongly in favor of newspapers publishing full details of police court proceedings. He said that newspapers had a perfect and legitimate right to report the evidence of any case in police or other courts of law. The advantage derived by the public from these publications far more than made up for the inconvenience to parties concerned. The newspaper was one of the best preventatives of crime, as the publicity of offences served to put the public on their guard.

AN ENGLISH LIBEL SUIT.

William Waldorf Astor is pressing his libel suit against the proprietor of The London Daily Mail for the account published in that paper and in its New York ally, of an imaginary dinner party given on the Cliveden grounds on a section of a famous Californian redwood tree. Mr. Astor enters in the pleadings that the whole account is pure invention and held him up to public ridicule. He has listed the suit for trial at the ensuing session of court, before a special jury. He has engaged Sir Edward Clarke, Q.C., ex-Solicitor-General, as his leading counsel, while Alfred Hamsworth has retained Edward Carson, Q.C.

Legal general opinion in London, says a cable despatch, concurs in regarding Mr. Astor's suit as useless, but he has been angered because Mr. Hamsworth refused to apologize for inserting the account in the paper.

THE LATE JOHN Y. REID.

MR. JOHN Y. REID, one of the veteran paper men of the country, died at Toronto, Jan. 23. He was born in Scotland, where he learned the stationery business, in 1823. Emigrating to Canada when 23 years old, he joined Buntin Bros. & Co., Hamilton, and became managing partner of the Toronto branch. In 1881 the firm's name was changed to Buntin, Reid & Co., Mr. Reid retiring in 1894, owing to impaired health. His energy and business integrity were proverbial, and he was held in the highest esteem wherever he was known. He was a member of many boards and committees, in religion a staunch Presbyterian, and in politics a Liberal, having been for many years on the directors' board of The Globe newspaper. His sons, John Y. Reid, of the Toronto General Trusts Co., and Geo. B. Reid, of Buntin, Reid & Co., are respected members of Toronto's business community.

MR. WILLISON'S MOVEMENTS.

It hadly required the following paragraph in The Toronto Globe, January 19, to expose the utter inaccuracy of the report concerning Mr. Willison: "Mr. J. S. Willison, editor-in-chief of The Globe, is making a brief stay in North Carolina for the benefit of his health, which, his friends will be glad to hear, is now almost fully restored. He will resume his duties shortly. It is hardly necessary to state that the rumor connecting his name with the Toronto postmastership, which has obtained some circulation through the press of the Province, is absolutely without foundation." To account for the origin of rumours of this kind would make an interesting study in modern newspaper work. There is, it is well known, no basis whatsoever for the report concerning Mr. Willison. In the Old Country, no newspaper which possessed, and valued, a reputation for accuracy, would dream of printing a rumor of this kind without some foundation and inquiry in the right quarters. But, in this country, one of the greatest difficulties a reporter has is to verify his information and sift the trustworthy from the utterly erroneous. In this particular case there has been floating about a report, whether true or false it is hard to know, that Mr. Paterson, the Toronto postmaster, would accept a superannuation. To mention the name of the editor of The Globe as his successor is probably the ingenious invention of some street gossip.

The Liberal party could not spare Mr. Willison from his present position, and he is the last man to accept a public office.

BRIEF NEWS OF THE MONTH.

WT. R. PRESTON, for long the Liberal party's organizer in Ontario, and formerly editor and publisher of The Port Hope News, has been appointed Canadian emigration officer in Europe by the Dominion Government. Mr. Preston is a man of marked capacity and energy, and is well qualified to fill an executive position of this kind.

W. J. Gallagher, formerly editor of The Vancouver Telegram, who left Vancouver for Honolulu three years ago, is dead. Mr. Gallagher edited The Commercial Journal there, and acted as correspondent for a number of papers. He was writing a book on the Sandwich Islands at the time of his death.

C. H. Artz has opened up a printing office in Halifax.

Leprohon & Leprohon, publishers, Montreal, have assigned.

Robert Raw, of Robert Raw & Co., printers, Hamilton, Ont., is dead.

Herman Ruttinger and Wilham Motz have acquired The Berlin Journal.

J. Cornyn has purchased The Portage la Prairie Review from Mr. Halpin.

J. V. Wright, president of The Grip Printing and Publishing Co., Limited, Toronto, is dead.

George Simpson, The Globe's Ottawa correspondent, was married at Winnipeg, Jan. 9, to Miss Dewar.

Mathias H. Keefer, founder of The Weston, Ont., Times, is dead. The paper has, in recent years, been under the control of his son, J. R. Keefer.



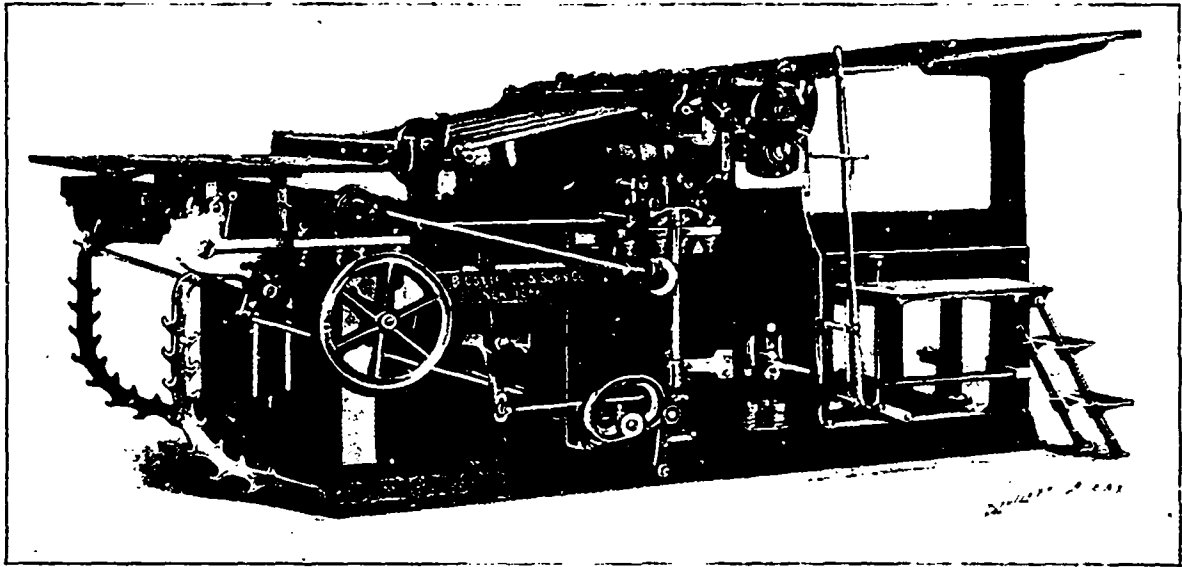
The Late JOHN Y. REID.

On New Year's night, Mr. James Innes and Mr. John A. Davidson, who recently sold their interest in The Guelph Mercury, were presented with a framed group photograph of The Mercury staff by their old employes, accompanied by addresses expressing the heartiest goodwill of their former associates. In replying, Mr. Innes mentioned that there are members of The Mercury staff who served under him for 30 years. Mr. Davidson alluded to the fact that among the men who had graduated from The Mercury office and achieved great success in other spheres were: D. McGillicuddy, of Goderich; John R. Robinson, editor of The Toronto Telegram; W. M. Dack, ex-M.P.P., of Kincardine, and Thos. McGillicuddy, of the Ontario Civil Service.

The New Cottrell

4-ROLLER...

Two
Revolution
Press



This Press is made in the following bed sizes:

29x43—33x46—33x50—35x52—38x55—43x56—43x60—46x60—46x64

This Press is the FASTEST TWO-REVOLUTION on the Market.

All the form and distributor rollers are geared, and the form and the distributors are made the same size and are interchangeable.

The back-up or reversing mechanism is operated by direct gears (no belts), and acts instantaneously from a fraction of an inch to the full reversing of the bed.

The best illustrated work done in the United States is being done upon **THE COTTRELL**—including the cut forms of the following magazines: "MUNSEY'S"—"Scribner's"—"The Strand"—"Frank Leslie's Illustrated Monthly"—"The Puritan."

For price and terms apply

44 BAY ST.
TORONTO.

Toronto Type Foundry Co.

LIMITED

SOLE AGENTS FOR CANADA.

LIBEL IN ADVERTISEMENTS.

THE liability of a Canadian newspaper publisher for the contents of an advertisement published in the columns of his journal has just drawn forth a remarkably valuable and interesting opinion from the Canadian authority on the libel law, Mr. John King, Q. C., of Toronto. A newspaper in Canada published an advertisement containing a veiled reference to another firm. The other firm complained that this veiled reference, although it did not mention them, was a libel upon them. The case was submitted to Mr. King, the substance of whose reply was as follows:

A libel may be contained in an advertisement and may be just as damaging there as if inserted in an ordinary editorial or news item, and the publisher of the libelous advertisement is just as liable in that case as in the other. Of course, the person who brings the advertisement to the publisher's office, or who requests its insertion in the paper, and whose advertisement it is, is also equally liable with the publisher, and in Ontario may be sued for damages, either solely or jointly with the publisher. There is more or less of a presumption of innocence on the part of a publisher of a libelous advertisement, because, in nearly every case, the publisher inserts the advertisement without malice and in perfect good faith, knowing nothing of the facts stated in the advertisement. That fact will mitigate the damages considerably against the publisher, but will not relieve him altogether, because the real injury is done by the publication, which, where it affects the person's business, is more serious and is presumed to be malicious, that is, presumed to be published without lawful excuse.

If the statements complained of in the advertisement are true, and the publisher can prove their truth, it is a good defence, no matter how malicious the publication may have been, namely, malicious in the popular sense of the term. The truth of statements complained of is always a good defence to an action for libel, and this observation applies fully to the advertisement of the company shown to me. The proof of the truth also lies with the defendant. The onus is on him. All that the plaintiff has to do is to prove the publication, namely, that the particular paper containing the libel was printed or published by the defendant or defendants as the case may be. That establishes a prima facie case against the defendant, and, in the absence of further evidence, he would be held liable, but if he has a defence, and his defence is that the statements complained of are true in substance and in fact, he must then go on and establish that defence.

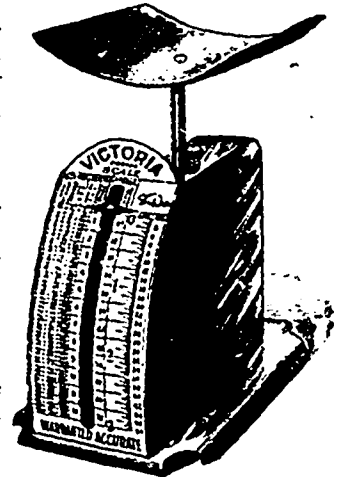
Mr. King advises that in the case of advertisements, and all other manuscript sent from outside to the paper, the manuscript should be carefully kept and filed away for future use, if necessary. It may become important, in the interests of the paper, that the manuscript should be produced before the court of justice and the handwriting proved, especially under our law, according to which "newspaper," as defined by the Act, may join a libelous contributor as a party defendant in an action against the publisher.

If a libelous advertisement is brought to you, you have a perfect right to reject it, because no person is compelled to

publish a libel. But you have also a perfect right to publish an advertisement correcting a false statement in another advertisement, and the law even goes this far: That if the correction is a little bit strong, it is excusable on the principle that the prior advertiser, having commenced the war, cannot complain if he gets the worst of it.

Mr. King also points out to the publisher who submitted the point to him that where a letter is sent to the publisher, complaining of an alleged libelous statement, the letter should be answered, if at all, in the most guarded terms, so as not to admit publication. In fact, it is better in such a case to show a complainant's letter to your solicitor first, because, in most cases brought in our courts, there is a good defense on the merits by simply denying publication and compelling the plaintiff to prove it.

Without doubt, the finest letter scales at present on the market are the "Victoria" and the "Princess" scales. The "Princess," price \$2.75, weighs up to 1½ lb, and the "Victoria," price \$3.50, weighs up to 3 lb. The exact weight of the letter or parcel is immediately indicated on the dial, and, as a time-saver, this scale will surely pay for itself in a very short period. Buntin, Gillies & Co., Hamilton, carry a stock of these fine goods.



The writer recently had an opportunity to inspect the alterations and additions to the premises of Buntin, Gillies & Co., Hamilton. The already extensive building has been enlarged and improved to accommodate the growing needs of the business, the new portions being already occupied with goods, partly in the form of cased surplus stock. The added space will enable the firm to carry a larger supply of Morgan envelopes, a carload of which had just arrived and were being placed in stock. Other new arrivals consist of large importations of American, English and foreign goods, including blotting papers, deckle edge paper and envelopes, new cover papers, Century Linen flats, bristol boards, wedding stationery, Kenmore announcements, Lakeside flats, black bordered stationery, etc. Owing to the large amount of work entailed, Buntin, Gillies & Co are not issuing a calendar this year.

Wm. McKowan, for 25 years mechanical foreman in The Bowmanville Statesman office, and an old and respected printer, died last month in Bowmanville. Mr. McKowan came to Canada from Ireland when young, learned the printing art in Rowsell's office, Toronto, worked in The Globe office, The Peterborough Examiner office, and then settled down to a useful career in Bowmanville. His son, W. S. McKowan, at present foreman with The Statesman, is one of many artistic and successful printers for whose training the deceased gentleman is responsible.

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

97 Reade St.

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.

CHEAP FLAT PAPERS

Ask our travellers to show you samples of

SPRINGVALE HUMBER MILLS

for office stationery, bank slips and similar work.

If wanted at once, drop us a line, our letter orders receive careful attention and are promptly shipped.

CANADA PAPER CO.

Paper Makers and
Envelope Manufacturers

LIMITED

Toronto and Montreal.

CANADIAN PRESS ASSOCIATION.

THE CANADIAN PRESS ASSOCIATION will meet in Toronto on Thursday and Friday, Feb. 2 and 3, the day meetings taking place in the board of trade building, corner Yonge and Front streets, and the banquet being held at Webb's on Thursday evening. The revised programme, issued by Secretary Cooper, is as follows:

THURSDAY MORNING.

Opens at 11 o'clock.
Reports of Executive and Secretary-Treasurer.
President's address.
Appointment of Committee on Resolutions.
Nomination of Officers.
Discussion of Kamloops Sentinel Libel Case.

THURSDAY AFTERNOON.

At 1.45 the Association will, weather permitting, have an ice-boat trip on Toronto Bay, starting from the foot of Yonge street. For this treat, thanks are due to Mr. Fred. J. Campbell, of The Canada Paper Co.

Session opens at 2.45.
"Tender Work for Municipal Printing."—D. McGillicuddy and others. Open Conference.
"War Correspondence."—John A. Ewan, Toronto.
"Should the Rules of War Govern in Journalism?"—W. Sandford Evans, Toronto.
"Press Work on Country Weeklies."—H. P. Moore, W. S. Dingman and others. Open Conference.
"How Newspapers May Increase Their Revenue."—John Bayne MacLean, Montreal.

THURSDAY EVENING.

At 8 o'clock banquet at Webb's. Among the speakers expected are Principal Grant, of Kingston; E. F. Clarke, M.P., and the Hon. J. T. Garrow. Tickets, \$1.50 each.

FRIDAY MORNING.

Meet at 9.30 o'clock.
"Use and Abuse of Plate Matter."—L. G. Jackson and others. Open conference.
"The Press and Agricultural Progress in Canada."—Professor James W. Robertson.
"The Bureau of Forestry."—Thomas Southworth.
"Collecting Subscriptions."—A. G. F. Macdonald and others. Open conference.
Question Drawer.
Election of officers.
Members are particularly requested to come prepared to engage in as many of the discussions as possible. This is the 41st annual meeting of the association.

MILITARY NEWS IN LOCAL PAPERS.

The practice which The Military Gazette has been advocating for several years, of local newspapers publishing weekly, one or more columns of military news, has now become quite general throughout Canada, not only in the large cities, but in the more thriving and progressive towns. By this means the local corps are kept constantly before the public eye, which is an incentive to recruiting and general efficiency. There is hardly a newspaper published in Canada, that could not publish weekly items of military news which would be most interesting to a large number of their readers, who are or have been connected with the militia. By local papers taking an interest in their local corps, they are promoting a patriotic feeling and helping to maintain Canada's sole defensive force in a higher state of efficiency.

It is noticeable that at those places where the most efficient militia corps exist, there the local newspapers give a good deal of space weekly to military news. Similarly at places where militia corps are the most inefficient, like London, little space is given in their city papers to military news. F. J. D.

Kenmore Announcements.

Something new—every printing office should have samples to show customers.

We can supply from stock...

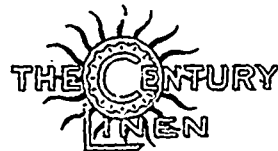
Ruled Paper

for ...

New Customs Forms.

(On 12-lb. white wove paper, \$1.00 per M.)
On 12-lb. Lakeside, \$1.50 per M.)

Have you any customers who are particular about the quality of paper for the business correspondence? If you have, show them



ENVELOPES
TO
MATCH.

♦ ♦ ♦

Buntin, Gillies & Co. Hamilton.

Agents Morgan Envelope Co.

(Note extra size of our envelopes for business purposes, they are large enough to enclose other makes bearing same number.)

Paper and Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

MONTREAL AND TORONTO, JANUARY, 1899.

DO WE WANT RECIPROCITY?

THE memorial of The Newspaper Publishers' Association of the United States to the High Commission, now sitting at Washington, has caused some commotion. The position taken by newspapermen is that they object to being squeezed in the price of paper in order to enable The International Paper Co. to pay a dividend upon the fictitious values at which inferior and worthless plants were taken into the combine. The memorial asserts that the company raised its prices on news \$5 per ton on its daily output of 1,420 tons, representing an increased tax of \$2,300,000 per annum upon the newspapers. This latter statement is probably hardly in accordance with facts as they exist at the present time, inasmuch as the manila manufacturers are protesting most vigorously because the company, finding that the supply was in excess of the demand, in order to reduce the daily output and maintain prices, shut down a number of machines and made preparations to turn them on manilas. As between the American newspapermen and the company, the question must be settled between themselves. The request of the newspapermen for a reciprocal arrangement with Canada for free paper and free pulp is, however, a question of the greatest interest to Canadians. The memorial sets forth that "a reciprocal arrangement with Canada for free paper and free pulp is advisable to insure the continuance of the present supply of free logs from Canada. The threatened retaliatory export duty upon logs to be imposed by Canada would ultimately fall upon the news paper consumer. The present consumption of pulp wood by the pulp and paper mills of the United States, including manila, book and writing, is stated, upon authority of The Paper Maker, a paper trade journal, at 2,000,000 cords per annum, which consumption requires the entire stripping of pulp timber on 625 square miles per annum. Our spruce wood supply is limited. We, therefore, urge that the Commission should take advantage of the present opportunity and immediately secure a sufficient supply of spruce freed from tariff complications. A successful and energetic competition cannot be maintained within the United States. The outside mills that do or can make paper are not equipped for the economical manufacture of news paper. We must look to Canada and the foreign countries where ground wood can be produced at a cost of \$7.50 per ton and where news paper can be produced for 1c. per lb. Free paper is, therefore, the

only strong and permanent assurance of protection from this combination."

The most gratifying feature of the memorial to Canadians is the frank confession of Canada's superior natural advantages as a pulp and paper producing country, and the dependence of United States mills upon our spruce logs. And this confession came from an organization constituted, as The American Newspaper Publishers' Association is, of men who, from their positions, are able to speak intelligently and with authority upon the subject, and including among their numbers many men whose delight it has been, in the past, to amuse themselves in "tail-twisting," and whose favorite recreation has been to enlighten their readers with stories of how they intended, some fine morning, to arise in their might and absorb "Canady" as a morning meal, and, by so doing, to teach the British a lesson. The admission receives added force and value coming from the quarter it does.

Whether the proposal, if carried out, would be an advantage to Canada, or otherwise, is a question that may fairly be debated. There is just a possibility that free trade in paper and pulp may not be desirable at the present juncture of affairs in Canada, and that it would check the rapid development of the pulp and paper manufacturing industry which now gives promise of great expansion in the next decade. The present activity in the promotion of pulp and paper mills in the Dominion, is largely the outcome of the existing conditions under which many wealthy citizens of the United States, with the shrewdness characteristic of the nation, have found it more advantageous to invest in mills in the Dominion. The reason for doing so is not far to seek. We have the raw material, and recent Provincial legislation in Ontario has shown them that we do not intend to let them continue getting our spruce to provide employment for the workmen of the United States. Quebec now threatens to follow the example of Ontario, and a material advance in the price of spruce logs in the United States is within sight, as a consequence of the shutting-off of an unfailing source of supply, that must, in the end mean, not only dearer paper to the United States consumer, but it also threatens to cripple the United States mills in the extensive export trade which, during recent years, they have been enabled to build up. They recognize that, under such conditions, Canada is more favorably situated than the United States for the cheap manufacture of paper. British capital is also seeking investment in new pulp and paper

mills; some of the British are establishing pulp mills in the Dominion, in order to insure themselves a supply of pulp at the lowest possible cost, and to render them independent of the Scandinavian mills, which, from long control of the pulp supply, have become somewhat capricious and tyrannical in their actions.

Reciprocity in paper and pulp would certainly remove the inducement to United States capital to invest in Canadian mills, and might antagonize the British manufacturers and check the flow of British capital in this direction. Certain it is, judging from past experience, that the advantage from a manufacturers' standpoint would be entirely on the side of the United States mills, their people are intensely narrow in their prejudices, as Canadians have found to their cost when trying to sell their goods on even terms with the production of United States manufacturers. An enlarged market for the manufactured Canadian article is not, therefore, to be expected. They do not expect to buy our paper, but they do expect to get our logs free in return for the privilege of an opportunity to try and make sales on equal terms. At present, failing to get free logs, there is a prospect of Canadian mills being able to sell some pulp to the United States paper mills even if the duty is retained. It is not by any means certain that reciprocity in paper would mean cheaper paper. The influence of the trust would, in all probability, be exerted to maintain prices in Canada at the same standard as in the United States. Indeed, one large Canadian mill has, if report be correct, already allied itself with the trust which handles its output.

A careful survey of the field in Canada leads to the conclusion that the day is near when all fictitiously maintained prices will be a thing of the past. When the improvements and extensions to the Canadian mills now under way, and the new paper mills in course of erection or about to be commenced are completed, the daily output will be considerably larger than the Canadian demand, and the trade will be brought down to an export basis. All the new mills are being constructed with a view to the manufacture of paper at a cost which will enable them to compete in the markets of the world. Far-seeing owners of old mills have prepared for the changing conditions, and the meaning of the heavy expenditures in improved plant is that these men do not intend to be left behind in the race. And if the paper trade of Canada is brought down to an export basis; if prices are such that Canadian paper can compete in the markets of the world, what more can the consumer ask? That is the basis which the trade is rapidly approaching, and apparently reciprocity would not help us. It might, and doubtless would, be a material benefit to the United States mills, giving them cheap spruce and thereby increasing their ability to compete with Canadian paper in the foreign markets, while the tendency would probably be the reverse of lowering the prices in the home market. Such, if the memorial is correct, has been the result of the operations of the trust in the United States.

Upon general principles, therefore, it appears that the most beneficial policy for Canada to pursue is to maintain her superiority by reserving to her own use the magnificent advantages she enjoys in her abundant supply of raw material; to cultivate the splendid market which is to be found in Great Britain for her pulp; and to develop to the utmost of her power the pulp and paper industries. There can only be one result of such a policy—her speedy attainment to the position of the greatest paper manufacturing and exporting country in the world.

BRITISH PAPER TRADE.

FROM the returns of the British Board of Trade for the 11 months ending on November 30, it appears that paper, including printed and unprinted and boards, to the value of £3,218,566 was imported into the United Kingdom, and, of this, only £77,148 was exported again. As, during the period referred to, paper of British manufacture to the value of £1,325,898 was exported, it would appear that, while the foreign article is being consumed in the home market, the home manufacturers continue to direct their efforts towards retaining the foreign trade. From the same source, however, it is gathered that in two years the exports of British-made paper have decreased by £150,000. The relative proportions of the imports of raw materials for papermaking also indicate that foreign paper is gradually making inroads into the home territory of the British manufacturer, the imports of paper having, in two years, increased in value to the extent of £350,000, while the increase in the value of raw material imported during the same period has been less than £150,000, the value of the imports for the 11 months being £2,581,973. The returns for November indicate that at the close of the year the situation was improving slightly, there being a decrease in the imports of paper and raw material and an increase in the exports of paper for that month, the chief item being a decrease of 1,648 tons in the imports of unprinted paper from the United States. The increase in the imports of wood pulp for the 11 months amounted to 18,441 tons, but esparto and rags show decreases of 10,399 and 4,182 tons, respectively. A comparison with the average prices of the previous year shows that the British paper-maker, according to his export values, received the same prices, or nearly so, as the previous year; and, as the price of his raw material only averaged £4 5s. 6d. per ton, instead of £4 8s. 6d. during the previous year, the result of the year's operations may be regarded as favorable.

THE BRITISH MARKETS.

LONDON, Dec. 31.—The large buyers in Great Britain being well supplied for the next month, are quite content to await further events, and the rise in prices asked for mechanical pulp has caused an almost total stoppage of business. The prices for sulphite are much firmer for early delivery, and from the fact that there are practically no stocks on this side of the water the stiffness of the market will probably continue; with a change from the present open weather, which is regarded as a certainty in the near future, a scarcity in spot parcels is looked for.

An early rise in price of soda pulp for prompt shipment is looked for, owing to the great scarcity and the continued heavy shipments to Germany.

CURRENT NET PRICES. C.I.F.

	£	s.	d.	£	s.	d.
Sulphate and soda, bleached, per ton.....	10	0	0	12	10	0
" unbleached, first " 	8	0	0	9	5	0
" " second " 	7	15	0	8	0	0
Sulphite, bleached, " 	11	10	0	15	0	0
" unbleached, first " 	8	5	0	11	0	0
" " second " 	7	12	6	8	0	0
Pine, dry, in sheets " 	4	5	0	4	10	0
" 50 per cent. air dry " 	2	0	0	2	2	6
" extra fine " 	2	2	6	2	7	6
Brown, dry " 	4	2	6	4	7	6
" 50 per cent. air dry " 	2	2	6	2	5	0
Aspen, dry " 	6	10	0	7	10	0

THE MISPEC PULP MILL.

A LARGE part of the machinery for the big pulp mill in course of erection at Mispec, N.B., is now on the ground, and Mr. Michael Mooney hopes to see the mill in operation in two months. The building stands on the side of the steep hill forming the right bank of the Mispec, which is navigable for large ships at high water. The digesting-room floor, which is furthest up the hill, is 50 feet higher than the machinery-room floor over the water-power. Yet the higher room is a ground floor, and has required a good deal of excavation. This will give some idea of the way the different departments are terraced above each other. When it is remarked that the outer wall is furthest up the hill, is over 100 feet high, it will be seen that the highest roof is 150 feet above the lower floor. From the time that the chipped wood leaves the huge trough-like bin at the top, until in the form of liquid pulp it passes to the finishing-room 150 feet below, and thence still lower to the wharf and the hold of the ship, it requires no external force to move it. Perhaps the cheapest power known to man is the power of gravitation, and this force has been utilized to the fullest extent in the Mispec mill.

The boiler-room, where steam is generated for other purposes than motive power, is 85 feet long. The pulp mill consists of two buildings, each 200 by 155 feet, connected, and containing 10 or 12 large rooms, hardly any two of which are on the same level. The finishing-room is 200 by 68 feet, and the cutting-room 155 by 46 feet. The wood will be taken at the wharf or from the stream and carried on endless chains to the cutting and wood-preparing rooms; and thence by conveyors to the top of the upper building, whence it is carried by gravitation to the digesters, and by the same force it is conveyed from one room to the other until the finished article is deposited on the wharf. The water supply is taken from the Mispec stream, and the head of 80 feet falling on turbines furnishes the motive power. The water for washing is passed through three huge filters, having a capacity of 2,350,000 gallons daily. The plant and machinery for a 30-ton mill are being installed, but the buildings have been erected with a view of doubling that capacity whenever it is deemed advisable to do so.

INTERNATIONAL PAPER CO. IN CANADA.

The announcement that the International Paper Co. had made arrangements to handle the output of several Canadian mills was the reason assigned for a recent advance of 6 points in the stock of the company. The Paper Trade Journal, states a reporter for that paper, was informed that an arrangement had been entered into with the Laurentide Pulp Co., of Grande Mere, Que., and that others were being contemplated. The arrangement with the Laurentide Pulp Co. consists of a contract by the terms of which the International Paper Co. is to sell the Laurentide company's products of news, 40 tons daily; wood pulp board, 30 tons daily; wood pulp (dry), 90 tons daily, and sulphite, 60 tons daily, in the United States and abroad.

THE PROPOSED FREDERICTON, N.B., MILL.

From The Fredericton, N.B., Gleaner the following information respecting the intentions of the Grand Falls Power Co., which has been formed with headquarters at Fredericton, has been obtained: The company, with a capital of \$5,000,000, was organized last June. It includes: Senator Proctor, Ver-

mont; Vice-President Hobart, New Jersey; Secretary Alger, Michigan; Sir William Van Horne, president of the C.P.R.; R. B. Angus, ex-president of the Bank of Montreal; William Mackenzie, president Toronto Street Railway Company, and Hugh H. McLean, St. John. The property belongs to the town of Grand Falls, N.B., and the town cannot lease it until proper legislative authority is given, which is to be secured at the next session of the Legislature. After the lease is obtained, the company propose to erect a mechanical pulp mill, a sulphite pulp mill, a paper mill, and a sawmill, all on the very largest scale. The output is to be 270 tons of pulp per day.

ANOTHER COMPANY LAUNCHED.

THE British-Canadian Timber and Manufacturing Company, Limited, has been registered in London, with a capital of £65,000 in £1 shares, to adopt and carry into effect an agreement expressed to be made between Thomas McGill of the one part, and this company of the other part, and to carry on business as timber merchants, sawmill proprietors, timber growers, shipowners, carriers by land and sea, builders and contractors, joiners, furniture and cabinetmakers and decorators, paper and paper-pulp manufacturers, and to buy, sell, grow, prepare for market, manipulate, import, export and deal in timber and wood of all kinds, and to manufacture and deal in articles of all kinds in the manufacture of which timber or wood is used; to erect and maintain factories, workshops, warehouses, hydraulic works, sawmills, crushing mills, docks, canals, wharves, piers, harbors, rail and tram roads, etc. The signatories are: T. McGill, 88 Bishopsgate street, London, E.C.; E. G. Aman, Winchester House, London, E.C.; P. C. Smith, 81 Cannon street, London, E.C.; S. Walton, 518 Caledonian road, London, N.; A. S. Jordan, 30 Sixth avenue, Westbourne Park, London; N. P. Wentworth Braby, 81 Cannon street, London, E.C.; H. W. Martin, 17 Bernard street, London, W.C.

THE UNITED STATES MARKETS.

NEW YORK, Jan. 7.—Everybody is busy taking stock, and in most lines there is very little doing. A good demand for news and manila is reported. The anticipations are strong that there will be a brisk trade as soon as stocktaking is completed.

Chemical Fibre—The market for domestic sulphite fibres is fairly strong. First quality is quoted at 2 to 2.35c. Foreign sulphite, bleached, No. 1, 3.15 to 3½c.; No. 2, 2.70 to 2.80c. Foreign soda, bleached, 2.70 to 2.80c.; unbleached, No. 1, 2.15c.; No. 2, 2.10c. Domestic sulphite, unbleached, 1¾ to 2c.; domestic soda, bleached, 1.90 to 2.10c.

Ground Wood—The demand for ground wood pulp remains strong. Quotations are about \$13 to \$15 at the mill.

Chemicals—The demand for papermakers' chemicals is fairly active. Bleaching powder is quoted at 1.65c.; caustic soda, 1.70 to 1.75c., and alkali, .67½ to .75c.

The timber limits of Wm. Mason & Son were put up at auction recently. Two parcels were sold to The E. B. Eddy Co., Limited, for \$35,000 and \$29,000 respectively. The first parcel consists of berths 388 and 389 on Big Lake, River Dumoine, and covers about 100 square miles, well timbered. The second parcel covers berths Nos. 343, 344, 205, 233 and 284 on the Coulouge River, containing 245 square miles.

NOTES OF THE TRADE.



THE appointment, by the International Paper Co., of an active selling agent, for the purpose of invading the British market, has caused some interest, if not alarm, among the paper trade of Great Britain. The trade journals are publishing information respecting the capacity of the great trust, and are asking whether, with its daily capacity of 1,100 tons of mechanical pulp, 275 tons of sulphite, and 1,475 tons of "news," the International may not seek to make a slaughter market of Britain, for the purpose of maintaining prices in their home market.

The International Paper Co. is reported to have acquired extensive spruce limits in Maine and New Brunswick.

There is a growing demand in Cape Colony for wall and news paper. The trade at present is chiefly in the hands of the British manufacturers.

The imports of wood pulp into Britain from Canada have fallen off somewhat since navigation on the St. Lawrence closed. During the two weeks ending Dec. 12, 4,021 bales from Halifax were landed at London.

S. P. B. Casgrain, Stewart Howard and C. E. Gauvin have been appointed arbitrators in the proposed purchase by the Laurentide Pulp Co., of the Grand Mere Falls, from the Dominion Government.

The municipal council of Woodstock, N.B., having reconsidered the matter, has rescinded the resolution submitting a by-law pledging the town to take \$50,000 stock in the proposed pulp mill to the property owners.

The Sault Ste. Marie Pulp Co. is preparing to ship nickel ore this Winter from its mine in Creighton township, the object of the company being to extract sulphur from the ore and to test an electrolytic process for refining nickel.

J. D. Rolland, the well-known Canadian, who, among other things, makes the finest paper turned out in the Dominion, his "Record" paper comparing favorably with any made anywhere, has been visiting New York.—American Paper Trade.

The Scandinavian pulp makers are now contented, since their representatives who visited Canada and the United States reported that the competition from this side of the Atlantic is not likely to be very extensive during the first half of 1899.

Pulp wood burial caskets are proving a most profitable invention for the holder of the patent, says an exchange. The finished article is light, durable, takes a very fine polish, and makes people, paper and pulpmakers especially, long to own one.

The envelope combine in the United States has commenced to deal with large consumers direct. The jobbers, seeing in the new departure a design to shut them out entirely, are negotiating with the envelope companies who have not entered the trust.

A sign of the growing traffic in pulp wood is given in the action of the railway companies in increasing the freight rates and varying the basis of charging from measurement to weight. The paper manufacturers are dissatisfied with the change, which will work many hardships, especially in the variation of the weight of a cord of wood in different stages of dryness. The

mills on the United States side, in the Niagara Falls district, are hit very hard by the change and propose to bring their pulp wood in by water, if possible, to avoid the heavy freight charges by railway.

While tobogganing recently, Russell A. Alger, Jr., treasurer and resident manager of the Laurentide Pulp Co., was thrown over a declivity and wrenched his back severely. While not dangerous, the injury was sufficiently severe to keep him at home for some days.

The Manchester Ship Canal Co. has given notice that on and after July 1 next the canal toll on wet pulp will be increased from 2s. to 3s. per ton, thereby making the charges the same for wet and dry. A new schedule of rates on pulp to various stations has also been published.

A contract has been entered into by Cockburn & Sons, to take out 5,000 cords of pulp wood for the Sturgeon Falls Pulp Co. this Winter. This cut will be doubled in succeeding Winters. Operations are now in progress in the woods, and the quantity required this year can be easily taken out.

The firm of Hazlewood & Whalen, pulp wood contractors, has been converted into a joint stock company, which has been incorporated under the title of The North Shore Lumber Co., of Port Arthur Ont., with a capital of \$60,000. The company will carry on a lumber and pulp wood business.

A new industry is to be started in Thorold, where an American syndicate has acquired five acres of land upon which to erect works for the manufacture of caustic soda. The salt wells of Goderich will supply the raw material, and the works will have a daily output of 100 tons of soda and bleaching powder.

Philip Grosset, managing-director, and W. D. Dixon, who came out from Scotland to inspect the Mispic mechanical pulp mill, were well satisfied with the results of their inspection. The buildings are substantial, and operations will be commenced in March next. The management intend running the mill the whole year round.

Judge Leslie W. Russell, of the Supreme Court of New York, has given a decision that the provision of the law respecting mechanics' liens applies only to skilled labor and to property which is purely personal. The claim of a plaintiff that he had a lien upon spruce logs, which he had cut for pulp wood, was therefore disallowed.

The success of the big combine in news has encouraged the manufacturers of fine writing in the United States, and the prospects of the proposed combine in that branch of the trade are improving. Both loft and machine mills are included in the scheme, and it is believed that the negotiations between the millowners have reached a definite stage.

The Pegamoid Co., Limited, has not been a successful financial venture, the £1 shares being quoted at 2s. 6d. At the recent annual meeting of the company it was announced that negotiations are in progress for canceling all the licenses to manufacture pegamoid, the management believing that if the whole of the manufacturing profits go to the company, the result would be more satisfactory.

The Newfoundland Bleached Pulp Co., with a capital of \$2,000,000, and the Newfoundland Pyrites Co., with a capital of \$1,500,000, have been projected by the firm of B. G. Reid & Sons, of Montreal. The mills will be located at Grand Lake,

The name

E. B. EDDY

is a

Tubs, Pails

Matches

**INDURATED
FIBREWARE**

"Tiger"

Parlors

Washboards
Etc.

sufficient
guarantee for the
quality of our Wares.

In addition to the foregoing, we manufacture, and are in a position to supply in any quantity.

Woodenware, Washboards,
Antiseptic Ware

and all kinds of

Paper, Paper Bags
and Paper Products

The E. B. EDDY CO., Limited

Hull, Montreal, Toronto.

Newfoundland. Deposits of iron pyrites containing 50 per cent. of sulphur, which are reported to exist at Bay of Islands, are to be worked by the company.

Mr. John R. Barber, M.P.P., of the Georgetown mills, recognizing the changing conditions, has decided to make extensive improvements in his mills. He will not attempt to compete in the manufacture of news with the new mills which are springing up in the northern and eastern districts, where they enjoy superior natural advantages, but will utilize his mill in the production of special brands of paper.

Among the inquiries received at the office of the Canadian Commission: in London last month, and upon which the Commissioner would like to have correspondence, were the following: A London paper agent wishes to get into communication with some Canadian pulp mills making paper, or some new mills starting in the business. An inquiry has been received from Dresden for the names of asbestos and wood pulp exporters.

The Lake Megantic Pulp Company is asking extended powers. It wants its present capital of \$50,000 increased to \$1,000,000. Instead of its present authorization to manufacture lumber, chemical pulp and electricity, and to use electricity for light, heat and motive power, to build tramways and also branches of railway to connect its establishments in the townships of Whitton and Spaulding with the Quebec Central and Canadian Pacific railway companies.

An examination of the water-powers in the Province of Quebec has recently been conducted by M. Lethoule, an electrical engineer from Paris. M. Lethoule, who is acting for the French Government, will report upon the advantages for developing electric power to be applied to industrial purposes, with a view to inducing the investment of French capital in the Province. He expects to return and spend some time in pursuing his studies and investigation along the line indicated.

A Toronto Globe despatch from St. John, N.B., says: "On board of the Dominion Line steamship Scotsman, which sailed from this port on December 28 for Liverpool, were Arthur H. Hilyard and Joseph T. Knight, who are going to the Old Country for the purpose of laying before capitalists a scheme for the construction of another large pulp mill at the mouth of the river. They are both enterprising young men, with a thorough business training in both lumber and the shipping business. Surveyors are now laying out plans for the proposed mill, where there are fine water privileges.

Mr. Poupore, M.P., speaking at a public meeting at Mattawa in advocacy of the proposed Georgian Bay and Ottawa Valley Canal, pointed out the many advantages to be derived from its completion, one being its sure effect in developing the resources of raw materials lying in abundance along the route. To the pulp industry, especially, he maintained the canal would be of enormous benefit in making accessible vast supplies of spruce, and furnishing power at numerous points to drive pulp mills of the largest class. Ex-Mayor McLeod Stewart, of Ottawa, had much to say of the same tenor. The meeting unanimously pronounced in favor of the canal.

Commenting upon the proceedings at the recent annual meeting of The British Wood Pulp Association, The Paper Mill, New York, says: "Just at present the British papermaker has the whip hand of the Scandinavian pulp industry. Were it

not for the supplies of pulp to be had in Canada and the United States, the British papermaker would not look so confidently toward Scandinavia for cheap pulp, nor would the Scandinavian so cheerfully exploit the cheapness of his product. Evidently it has paid the British papermakers very well to dabble in trans-Atlantic pulp, and to take 'flyers' in the stocks of Canadian pulp mills. It will pay them still better to make big investments in Canada."

Ex-Mayor Robertson, of St. John, N.B., was recently in Montreal in connection with the dry dock project at St. John, and, speaking upon the prospects of the pulp and paper making industry in his Province, said that, leaving Great Britain and France out of consideration, he regarded the United States as a great future market. Referring to the necessity for a Government policy which will foster the pulp industry, he said: "I should judge the Canadian pulp and paper industry to be of sufficient importance to bring influence to be felt at the proper time and place. I look upon the manufacture of pulp and paper in Canada as one of the most important industries that can be fostered in the Dominion, and the day will come when Canada will have almost a monopoly of the business."

DUTIABLE AS TOW OF FLAX.

The United States Board of General Appraisers has handed down the following decision: In the protest of G. McPherson et al., the merchandise was reported by the appraiser as flax tow, and assessed for duty as such at \$20 per ton. The importers claim that the goods are free of duty as paper stock. A large number of witnesses were examined at the hearing, including both manufacturers and importers of similar merchandise, and from the evidence taken it was shown that the importation consisted of what is known as "scutching tow," which is a short, coarse fibre, produced in the process of scutching or hacking flax. It is used chiefly by manufacturers as paper stock to make fibre boards, which are converted into paper boxes, and is also suitable for being spun into coarse yarns, twines, cordage, rope and coarse cloth, and is used largely for these purposes. The board held that the merchandise was "scutching tow," dutiable as "tow of flax." The protests were overruled accordingly.

UNITED STATES IMPORTS AND EXPORTS.

The returns of the imports and exports of the United States for the first 10 months of 1898 show that the imports of crude paper stock from British North America had declined from \$482,364 in 1897 to \$71,580. The imports of wood pulp, which in 1896 were valued at \$893,717, and in 1897 fell to \$495,277, improved last year and reached \$595,497, of which \$368,350 came from Canada, an increase of \$160,000 compared with the previous year, but \$90,000 less than in 1896. The increased imports last year were largely the result of the abnormal demand for news print created by the war with Spain, but the increase of imports is more than compensated for by the expansion in the export of wood pulp which exceeded the record of the previous year by \$347,000. The same causes which produced the increase in the exports of pulp are also responsible for the increase of \$1,150,000 in the imports of paper and paper manufactures, the item of printing paper alone showing an excess of \$1,436,000 over the previous year.

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