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# PRINTED AND PUBLISHED BY THE CANADIAN REGISTER

Vol. II. No. 12]

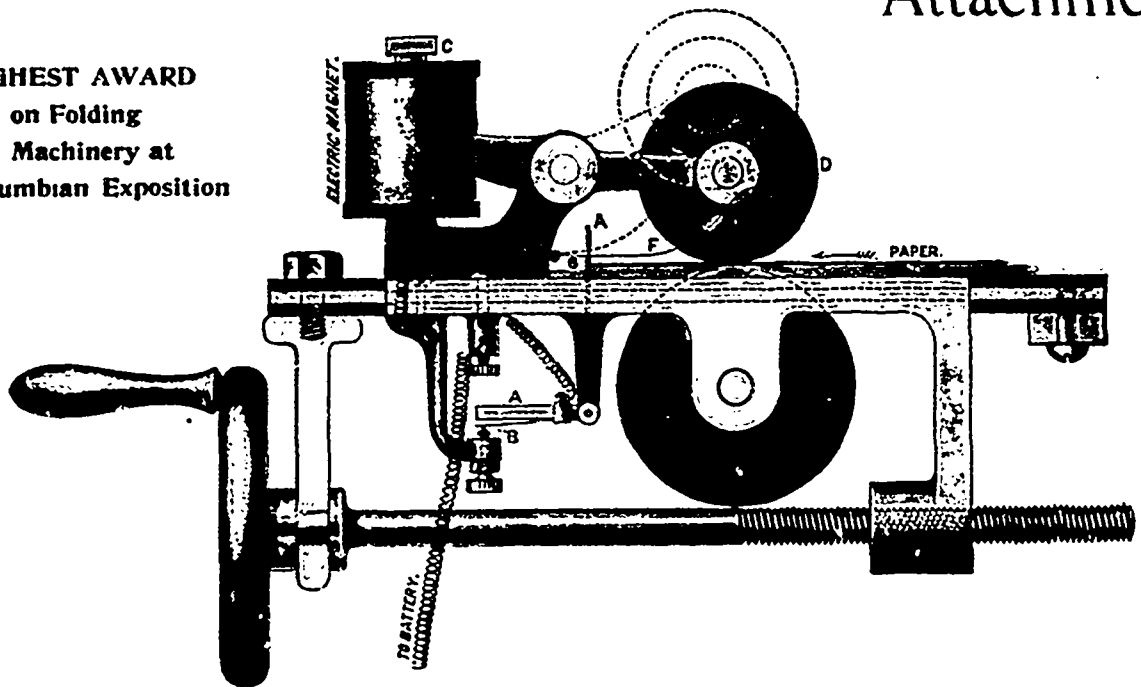
TORONTO, DECEMBER, 1893

[\$2.00 PER YEAR.

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TORONTO, ONT.

# Printer AND Publisher.

Vol. 11.—No. 12

TORONTO, DECEMBER, 1893

\$2.00 PER YEAR.

## EDITORIAL NOTES.

Volume 33, No. 47, of *The Weekly Record*, published at Windsor, Ont., by McNee & McKay, contains twelve large pages of seven columns each. This is an exceedingly large weekly, and demonstrates the ability of its publishers. The local and district news is ample, and the editorials able and numerous. Typographically, the paper presents a neat appearance.

\* \* \*

The *Winnipeg Free Press*, hitherto independent, has supported the Liberal candidate in Winnipeg for the vacant seat in the House of Commons. This has created a deal of discussion everywhere, as many think it implies a change of attitude on behalf of the C.P.R. But President Van Horne asserts that he owns but \$16,800 stock in it and is responsible for less than \$35,000 stock out of \$175,000. All that can be safely said is that a change has come—its extent will be seen later.

\* \* \*

The late Sir John Abbott was representative of the Inkerman division of the Dominion Senate, and it is likely that J. C. Wilson, the paper manufacturer and ex-M.P. for Argenteuil, will be his successor. The town of Lachute is in this district, and in this town are situated Mr. Wilson's paper and pulp mills. At present extensive additions are being made to these mills, showing that Mr. Wilson is a progressive manufacturer; and in the Senate he could be expected to be a progressive legislator. Canada's Parliament should have as many practical men of business as possible, and when business men manage the affairs of the State, the P.O. deficit may vanish, and the other administrative expenses may be lessened. Democracy will never be successful until she induces hard headed men of business to come to the front of her legislative bodies. But this will never be while "self" predominates over "the general good," and while the pursuit of wealth is man's primary object.

\* \* \*

Somebody has accused the Hamilton printers of combining & keep up prices. Surely this is not so. To expect that printers would arrive at such a sense of their duty towards themselves and towards their brother craftsmen that they would actually refuse to cut special work down to starvation rates, is almost incredible. And yet here is the *Hamilton Herald's* report of part of the proceedings of the Finance Committee of the City Council at a recent meeting:—"Tenders were opened for printing the voters' list, as follows: Griffin & Kidner, 69½ cents an inch; extra for cover, \$4.50. Times Printing Company, 72 cents an inch; extra for cover, \$4.75. Spectator Printing Com-

pany 71 cents an inch; extra for cover, \$4.50. Robert Raw & Co., 70 cents an inch; extra for cover, \$5. The offer of Griffin & Kidner, being the lowest, will be recommended for acceptance. Ald. Dewey protested that the prices were absurdly high, that it was a matter of arrangement among the several establishments, and that outside tenders should be sought. Figuring on the cost of the work last year, he found that each of the 200 copies represented an expenditure of about \$4.50 each, which he insisted was excessive. But the reasoning by which he sought to support this conclusion was not clear to his colleagues, and they failed to agree with him. I suppose we'll have to stand it, sighed the alderman, regretfully."

\* \* \*

The Victoria, B.C., World comes to hand set by the Mergenthaler linotype. It certainly looks clean, neat and readable, and the machine work is excellent. The four machines used are new, having just been introduced, and two experts are employed. If the same care is always taken with the press work, and if the machines (speaking generally) would continue to do as good work always as they do at first, the country weekly as well as the city daily would find this method of setting type much ahead of hand setting. The limited experience of this country goes to show, however, that the machines have certain disadvantages which must needs be overcome before their success is assured.

\* \* \*

The causes of the dissatisfaction now existent in the printing trade generally will be found treated on another page under the heading "Progress and Poverty in Printing." One of these causes is the unfavorable aspect of the tariff, and this is a question on which there might, profitably, be an interchange of opinion, and this journal would be glad to see an interchange of views just now, preparatory for the 'tariff reform' session of the Dominion Parliament, which is likely to take place in February. Suggestions from printers in the outlying towns would be very valuable to those who live in the cities, and necessarily lead in the matter of urging parliamentary action. Another cause of trouble is the fact that the anxiety of manufacturers of presses and type to sell their product leads to the opening of many new offices, the increase of competition and the slashing of rates. Typefounders and press manufacturers seem to ask "How much business can we do?" instead of "How profitable a business can we do?" The aim is volume of trade rather than a volume of profits. This mistaken business method, adopted by the manufacturers, is doing a great deal to create a pauper printing profession.

## FOREIGN NEWS.

**A**FRICAN Journalism is being more looked to than ever before in the history of the country, thanks to the widespread interests in the "Golden Transvaal" and its neighboring countries. The wealth of the forty mile Main Reef at Johannesburg has fired the imagination of the speculative world so greatly that they now take an interest even in the wilds of Mashonaland. The editor of the Cape Times, whose leading articles in reference to the troubles in Mashonaland have attracted so much attention in this country, says The London and Colonial Printer, is Mr. Frederick York St. Leger, an Irishman and a scion of the noble house of Doneraile. Mr. St. Leger, before he adopted journalism as a profession, was a clergyman of the Church of England. He is a slightly-built, medium sized man in the fifties, with iron-grey hair, penetrating eyes, and pallid complexion. The Cape Times is not friendly to the general policy of Mr. Rhodes. Mr. St. Leger is a constant occupant of the Press gallery in the Cape Legislative Assembly.

Line Engraving is dying a natural death in England according to the London and Colonial Printer. As an art and craft it has been famous, and the reproduction pure and simple from artists' pictures and famous galleries of paintings not so long ago was looked upon as a permanent industry. But other processes and methods have elbowed line work out of the art world, and before long the line engraving may be expected to be confined to bank note, work, office stationery, and plates of a similar character. Messrs. Virtue & Co. are now issuing proofs of a reproduction in line of Mr. Holman Hunt's "The Finding of the Saviour in the Temple," with a mournful intimation that this is probably about the last line engraving likely to be published in this country. The art critic of the St. James's Gazette remarks that the old race of line engravers, such as Lamb Stocks, R.A., E. Brandard, C. and J. Cousen, A. and J. T. Willmore, etc., has now nearly passed away, and the only one or two remaining, such as Mr. J. C. Armytage, are unable to accept more commissions.

Commenting upon Mr. Stead as a company promoter, the London, Eng., Star refers to that gentleman as the "Apostle of the Spook." This journal describes his proposed journal as a "Utopian paper," concluding with the following remarks: "If the scheme fails well, an editor who has had the uncontrolled handling of £130,000 can hardly be said to have lived in vain. It is a fine scheme for Mr. Stead and so much less vulgar than the manoeuvrings of the common promoter, who, having a few thousands at his command, buys up the Slushington-Slasher, turns it into a company, dividing the ordinary capital amongst his friends, and then borrows £50,000 on debenture to carry on the business. When things go wrong the debenture holders are not left quite in the cold, for they can swoop down on the machinery and other property which the promoter paid for in hard cash. But Mr. Stead takes no risks, and has carefully provided against the unpleasantness of foreclosure. And there will be no guinea pigs to share his gain. Yes, it is a fine scheme."

In 1892-93 there were in the German Empire 46 playing card-factories, one less than in the previous year. Prussia has 11, Bavaria 10, Saxony 13, the others are divided among the smaller States. During the year 5,235,054 packs were made of 36 cards and less, and 957,545 packs of more than 36 cards. The factory in Wurtemberg did not send out any cards this year. The largest production belongs to the works in Pommier-

ania, sending out 1,682,421 packs of less than 36 and 222,977 packs of over 36 cards. Exportation took place of 1,153,733 packs under, and 1,595,485 packs over 36 cards. Importation from abroad amounted to 294,474 packs under and 788,656 packs over 36 cards. Duty was paid on 4,263,206 packs under 36 cards at 30 pf., M1,268,961.80, and 173,886 packs over 36 cards at 50 pf., M86,943, making a total of M1,365,904.80.

Speaking of British printing ink makers, The British and Colonial Printer says: "No more striking example can be furnished of the Britisher's ability to overtake and surpass his competitors in any branch of business, when once he makes up his mind to do so, than that afforded by the printing ink trade. We never had much difficulty in supplying ourselves with blacks or the primary colors, although owing to special local advantages Americans and others were, and still are, able to give us specialties in inks that are of undeniable and distinctive merit. But when it came to brilliant flights of fancy in tints and shades, until very recent years we had to depend perforce upon outside supplies. The advanced color printer looked to our artistic friends upon the Continent for his supplies almost entirely, and almost fabulous prices were sometimes paid to certain German houses for their delicate art colors. Nons arons change tout cela, and at the present day we export more colored inks than we bought and used twenty years ago. Of course in the interval there has been a wonderful advance in printing itself, both letterpress and lithographic, not to mention other processes. Immense factories are now engaged in the industry, with capital in some instances running into six figures. The chemist has joined hands with the colorist and the practical printer, with the result that the British pigments have gained a world's pre-eminence. We have, it is true, self-styled printing ink makers among us whose manufacturing resources consist of one small mill, only called into requisition for some "matching" order, and who in reality retail foreign-made inks. But no better evidence of the strong favor in which the home production is held can be adduced than the fact that these imported supplies are paraded as British manufactures. Buyers at a distance should use discrimination in placing their orders if they would really obtain genuine British-made inks. It would be invidious on our part to quote the names of particular makers, but their is sufficient choice of large and well-established manufacturing houses to avoid falling into the hands of the mere importer who trades under a misdescription. We entertain no objection to the competition of those firms from abroad who elect to trade among us openly, in their own names. They, for their own credit's sake, will not misrepresent the quality and value of their goods. But the small fry who import from Germany by the hundredweight, to retail by the pound, and who circularise the world to the misguidance of distant buyers, we have no sort of sympathy with."

The printing trade in all its branches is in a very depressed condition, says The London Stationery Trades Journal. There was a ray of hope for improvement at the commencement of the month, but that quickly vanished. It has not for some years been so dull at a corresponding period as during the past month. This is confirmed by the statistics of St. Bride Street, which show an unusually large number of men out of employment, the daily percentage for the past month amounting to nearly 7½ per cent of the membership. These figures show a great depression, and must seriously affect the coming quarter's balance sheet of this Society, by reason of the heavy expenditure for unemployed "provident" relief.

**THE EXECUTIVE MEETS.**

A MEETING of the Executive of the Canadian Press Association was held in the Rossin House parlors, Toronto, Nov. 9th. T. H. Preston of Brantford occupied the chair, and there were also present Andrew Pattullo of Wood stock, H. P. Moore of Acton, R. Holmes of Clinton, and J. B. McLean of Toronto.

After some accounts were passed and ordered to be paid, a communication was read from the Canada Atlantic Railway Co., extending to members of the Association the usual privileges over the Ottawa, Arnprior and Owen Sound Railway between Ottawa and Arnprior.

It was with considerable regret that the Executive decided to accept the resignation of the secretary, J. E. Atkinson of The Globe. Mr. Atkinson for several years has made a most indefatigable secretary, and has done much to advance the interests of the association. He stated that his absence from Toronto at such frequent periods made his resignation a necessity, although he was still anxious to do whatever lay in his power to advance the interests of the association. Mr. J. B. McLean was appointed to the vacant position.

It was decided to hold the annual meeting in Toronto about February 8th and 9th, and arrangements were made to provide a suitable programme.

The Ellis case then came up for discussion, and finally it was moved by Mr. Pattullo, seconded by Mr. Moore, and carried: "That whereas J. V. Ellis, editor of the St. John, N.B., Globe, has been imprisoned and fined under the law for alleged contempt of court, and whereas it is apparent that in his case the judicial prerogative of punishment by the exercise of that law was not unjustly strained; and whereas this case, whatever its own merits or demerits, indicates that the law relating to contempt of court in its present vagueness is liable to be stretched by unworthy judges or magistrates into an exercise of gross injustice and tyranny—Resolved, that the Canadian Press Association petition the Dominion Parliament to define the law of "contempt of court" in such a manner that while judges or magistrates may have summary power to maintain the decency and dignity of proceedings in court, and power also to check and punish criticism or proceedings outside court which may prejudice juries, or may before delivery of a judicial decision assail the court, there shall be no possibility of any citizen being otherwise subjected, without trial by his peers, to arbitrary punishment for any alleged contempt or libel."

The meeting then adjourned until January, when final arrangements will be made for the annual meeting.

**A PLUCKY PUBLISHER.**

THE publisher of the Acton Free Press is plucky and is also possessed of a proper idea of his business which is to sell a paper not to sell books, silverware, jumping jacks, German lithographs, or opera tickets. He says:—"The Free Press is sent to subscribers for fifty-two weeks for \$1.00. We do our best to give our readers one of the best and most interesting local and general family newspapers in Canada. That our efforts are appreciated our growing circulation of all paid-in advance subscriptions avers. We have no necessity to offer coupons, prizes nor premiums to secure a circulation, and honestly believe we give an honest dollar's worth without any of these. The Boston Herald says.— If a newspaper has to give away a coupon or anything else to obtain and hold its circulation, the

chances are that an advertiser will have to give something away to be able to sell such a paper's readers anything by advertising in it. A paper that is not subscribed for its news, editorials, special articles, etc., but is bought for coupons, etc., and is working the "prise popcorn" game to keep its circulation, is not the paper that goes into the homes, and is not so valuable an advertising medium as a paper that carries your advertisement into the homes where the buyers are. Newspapers are read. Coupon papers are cut up."

**THE STRATFORD HERALD**

WHEN a man is a good man he should not be afraid of his own goodness. Nor should he go to the other extreme of tooting his own horn at all times this is disgusting. A mild 'blow' by a newspaper is permissible when backed up by genuine statistics. The following from The Stratford Herald is within bounds, and may stimulate the ambition of some lethargic publisher.

"The publishers of The Herald recognize the axiom that local news must be the distinguishing feature of a local paper, and that its success as a rule follows in proportion to the development of the local feature. In The Weekly Herald, particularly, everything else is subordinated to the local and district news, which has received such development in its columns that we question if there is another paper in the Dominion similarly situated that equals it as a local newsgatherer. In this week's issue, for example, out of a total of about forty columns of reading matter, including markets, over thirty-one columns are devoted to local and district news, while it is seldom if ever that the latter occupies less than twenty-five columns. Moreover, some seven columns of this week's district news are set in non-pareil type in order to secure admission for what would have been impossible in briefer. There are a limited number of papers in this province such as the Woodstock Sentinel Review, Seaforth Expositor, etc. which are admitted to be local papers of the first rank; but from examination of their columns we fail to see that they quite equal The Weekly Herald in this crowning feature of a local paper. Within a month a material enlargement of The Weekly Herald will take place, adding a total of about eleven more columns of the present size."

**A SPECIMEN TABLE OF RATES.**

THE Maine Press Association has an established schedule of rates, to which it is supposed every member is bound. Following is the card, showing minimum charges, higher prices to be asked when desirable:

One column, three months	\$1.00
Six months	1.75
One year	2.50
Half column, three months	.75
Six months	1.25
One year	1.75
Quarter column, three months	.50
Six months	.75
One year	1.00
One inch, one week	.25
Three weeks	.75
Three months	1.50
Six months	2.00
One year	2.50

Special notices, 25 per cent. additional. Reading notices, eight cents per line. Legal advertisements, requiring three weeks' insertion, to be inserted by no newspaper for less than \$1.50 per inch. These rates are on a basis of an actual circulation of one thousand copies.



A JOURNAL FOR PRINTERS AND PUBLISHERS

PUBLISHED MONTHLY BY

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TRADE JOURNAL PUBLISHERS AND  
LIST MAGAZINE PRINTERS

No. 10 FRONT ST. EAST, TORONTO

Subscription \$7.00 per annum

Single copies 20 cents

J. B. McLEAN,  
President

HUGH C. McLEAN,  
Manager

TORONTO, DECEMBER, 1893

#### A DELIVERY SYSTEM.

MR. ANDREW PATTULLO of the Woodstock Sentinel-Review is one of the progressive publishers of the Province. He is full of new ideas in business as well as in the editorial management of his journal. He has recently taken a step in connection with The Daily Sentinel-Review that will be of interest to other publishers. He was in Toronto the other day and gave his experience.

The business managers of all the small dailies have probably found the question of delivery and collection the most difficult one with which they have had to deal. Mr. Pattullo has been wrestling with this problem for some time, and now thinks that he has solved it. After years of experience and consultation with other newspaper men he came to the conclusion that while there might be differences in degree in the efficacy with which daily papers could be delivered and collections made, no system could be satisfactory unless it rested on a cash basis. A couple of months ago he announced that The Evening Sentinel-Review would in future be sold over the counter to carrier boys, who would collect subscriptions weekly from their patrons. The town was mapped out into routes, each boy being given about 40 subscribers. The boys pay at the rate of 1c. a copy and charge 8c. a week to their customers, or 2c. per copy on the street. Formerly the carriers received 50c. a week for delivering papers over routes containing, on an average, from 60 to 100 subscribers. The new departure Mr. Pattullo declares to be a success in every respect far beyond his expectations. It was expected there would be a large falling off in subscribers at first; but nothing of the kind has occurred. At the end of two months the subscription list is larger than it was and is steadily on the increase. There is almost universal satisfaction at the change. The carrier boys like the new system because they get more money for delivering fewer papers. They have no trouble whatever in making their collections every week. Subscribers may be willing to stave off or beat the publisher; but there are no dead-beats on the carrier boys' routes. Instead of 50c., carrier boys are now making from 75c. to \$1.50 per week. Every boy

is allowed to get subscribers or sell papers wherever he can. This makes the little fellows hustlers and interests their parents and friends in their success. It took a few weeks to train the boys in their work. An encouragement is given them by the offer of a number of prizes, which will be distributed among them at Christmas, including several suits of clothes, overcoats, skates, etc. Among other ways of interesting the people of the town in the new plan was the writing up of the newsboys. From the publisher's standpoint the following advantages are stated: It gives ready money every day of the week. For instance, a town circulation of 1,000 would bring in \$60 in cash each week from the newsboys. At some seasons of the year the same paper would not receive \$10 per week in collections, that is, at the seasons when money is most needed. It saves a vast amount of bookkeeping and office work. This item alone is worth several hundred dollars in any newspaper office. It does away with dead-beats and dead-heads. There are no losses. It saves the expense of a collector on the one hand and a canvasser on the other; the boys and their friends do the work of both. It increases the circulation instead of decreasing it. A plan which can be worked with success by Mr. Pattullo is worth the attention of publishers elsewhere. Readers of The Sentinel-Review must be surprised that a daily paper of its character can be kept up in a place the size of Woodstock—or, indeed, that a daily paper can be run there at all. It is interesting, therefore, to know on what system it can be done.

#### PROGRESS AND POVERTY IN PRINTING.

HENRY GEORGE has been the man who has done most to disseminate the idea that under existing social, economic and governmental conditions, poverty is necessarily a concomitant of progress. The North American continent is the place where Mr. George's theory is best exemplified, if it is exemplified at all. Great and startling progress in the means of producing and accumulating wealth has been made, and large fortunes in the possession of single individuals betoken the abundance of wealth. Yet with all the advantages for making money which the last half of the nineteenth century affords, no one can doubt that poverty has fully held its own. "The poor are with us everywhere." The question then arises, Do the same causes which are productive of "progress" also produce the "poverty?" This thinker says "yes," but many an abler scholar than he says "no."

In 1878 Canada was favored with a tariff which was intended to benefit all her manufacturing interests and bring about a set of circumstances which would enable her infantile industries to attain a higher degree of development than could otherwise be hoped for. They were to be protected from the chill blasts of foreign competition so thoroughly that the climate should be exceedingly balmy and dewy, and intensely productive of industrial growth. The scheme was a grand one, and in many cases what was expected happened. Many industries have been enlarged beyond expectation, and hundreds of workmen have found employment in new industries. Many a man has now \$500,000 where he once had \$500. Canada's industries have received such an impetus that they will go a long period with their accumulated momentum.

But all has not been happy. The tariff was framed by lawyers, not by economists or men of business. It needed a wiser man than the late Sir John A. Macdonald, sagacious as he was, to master all the intricacies and interlacings of the mechan-

ism of the production which he desired to stimulate. Only a master hand could so adjust a tariff that not a single man would be injured by what would benefit a few or a many. And that master hand was not present. The tinkering which the tariff has since received shows that it possessed defects, and these have not all been eradicated yet.

The printing trade has been one which has most seriously suffered from the protection afforded to others. With the printing trade may be mentioned the allied trades of binding and publishing. For five years these trades have been progressing, but the great concomitant of progress—poverty—is more present to-day than it ever was. Mortgages have become as common in the printing and binding establishment as the press itself. They have become so numerous and so general that they can almost be considered to be fashionable. As one species of tapeworm is worse than all others, so the chattel mortgage is the worst of the mortgage class. Its removal seems the most hopeless of tasks, and once it has sunk its eyeless body into the printer's financial vitals it can scarcely be removed. There are probably 30,000 people employed in these allied trades in Canada to-day, and those who work for wages are living with a hand-to-mouth existence, because wages have remained low while those in other trades have advanced. Those who are recorded proprietors of the various establishments are in one-half the instances virtually bankrupt, and working for some outside firm who own the business—and the latter firm is usually the press manufacturer or the supplier of paper. These men have made progress, but the printer, the publisher and the bookbinder, what have they made? Poverty, poverty.

True there are many printing firms who have done well, but they are a small percentage of the whole. Even the country newspaper offices are in bad condition. Too much machinery in many cases, too much type in some, too much paper in others, and in a few—a lack of business ability. The paper manufacturer who sells on long terms, the type manufacturer who sells on long terms, the press builder who sells on long terms—these are the men who have helped curse this country with a set of pauper and dependent employing printers. The pauper employing printer cuts prices until trade generally is demoralised.

A great source of reduced profits is found in the fact that the tariff protects about 30 people at the expense of over 30,000. That is there are about 30 persons engaged in making presses, etc., and about one thousand times the number are taxed for their benefit. The conditions of the manufacturing of such articles as the printing trade required is such that it cannot be greatly expanded in Canada for many years to come. Those who are familiar with type, presses, etc., will readily understand this, and know why innovations are not to be expected or are almost impossible. No doubt the tax at present is partly for revenue purposes, and as such must be maintained, but as a protective tax it can be seen in an instant that it is absurd. To tax ten thousand for the benefit of one hundred cannot be called good policy, even from a protectionist point of view.

But these are not all the causes of our "progress and poverty." One of the greatest of all causes has been the fact that the Government has taxed the foreign finished product of these trades much less than the foreign raw material. That is, the tariff places a higher tax on raw material than it does on the completed book. The plain fact is that the printing, and publishing trades, have been discouraged instead of encouraged. Between

30 and 35 per cent. has been placed on the raw material they use, but the finished product from foreign offices comes in at 15 per cent. Again and again the Government has been asked to move in the matter, and all the trade has got is a pleasant handshake and a courteous bow. It is about time that Canadian printers and publishers ceased to ask favors, and demanded justice; it is time they ceased fawning, and stood upon their rights as men and as citizens.

Examine this list.

Type,	20 per cent.
Leather,	25 "
Printers' furniture, etc.	30 to 35 "
Printing presses,	10 "
Folding machines,	10 "
Paper cutters,	10 "
Printing ink,	20 "
Wire,	25 "
Paper,	25 to 35 "
Enamelled cloth,	90 "
Paper, glazed, mottled or embossed,	35 per cent.
Cardboard,	35 per cent.

These are examples of the tax on raw product used by printers. If the bookbinder needs leather he pays 25 per cent. duty, but if the glove manufacturer needs leather he gets it at ten per cent. Is this justice? When the piano maker, wire rope maker, card, clothing and needle maker, shoemaker, leather belting maker, or corset maker needs wire he gets it in free, but the bookbinder pays his 25 per cent. duty.

Here is another table to make this latter argument clear.

	Pays on Raw Product.	Protected on Mfd. Product.
Glove manufacturer	10 per cent.	35 per cent.
Piano "	0 "	25 "
Wire rope "	0 "	25 "
Card clothing manufacturer,	0 "	25 "
Boot and shoe "	0 "	25 "
Leather belting "	0 "	25 "
Corset "	0 "	35 "
<b>Bookbinders</b>	<b>25 "</b>	<b>15 "</b>

That is, all the above manufacturers have, 25 per cent. protection, while the bookbinders in the matter of wire, for example, has 10 per cent. less than nothing. Even a Texas Justice of the Peace could see the injustice in such a set of circumstances as that.

To go into all the details of the tariff rates and the injustice caused to these allied trades would be tedious and would require too much space. The one or two examples given will show that something must be done, not as a favor but as a right. The duties must be reduced and readjusted. The duty on books cannot be increased or it would be a tax on knowledge; this the printers and bookbinders recognize is not desirable. What can be done is to lower the duty on the raw materials used in the manufacture of books or used in the printing establishments.

No doubt every class of industry will make its representations to the Government and the latter will find that they have much conflicting testimony to estimate. Nevertheless they would do well to remember that the bookbinders have been telling the same tale of injustice for years without a variation, and it bears on its face the stamp of reliability.



## INSOLVENCY LEGISLATION.

**E**VEN the printers suffer on account of a lack of an Insolvency Law for the whole Dominion. The Trade Bulletin gives a Montreal instance and says: "The first and final dividend by Cameron, Currie & Co., printers and lithographers, has been declared, amounting to two and four-tenths cents on the dollar on ordinary claims of \$5,230.35, which are payable after November 15th at the office of the curator, Mr. T. A. Scott, if no objection be filed before that date. It must be very discouraging for the principal creditor to accept only \$25.05 on his claim of \$1,043.95, as well as for others whose claims range from \$50 to \$407. This is another instance of how an estate can be run down under the present lax condition of our bankruptcy laws. As the law now stands, there is every incentive to induce traders after they have become hopelessly insolvent to carry on their concerns until there is little or nothing left for creditors."

Debtors have no doubt as much right to protection as creditors, but neither should have more protection than is just. The man who goes in debt beyond what he is able to pay, is worthy of no consideration whatever; and the laws of the country should not enable him to trade on other men's capital, and then when he has had enough, offer them 25 cents on the dollar and force him to take that. There is too much sympathy shown for debtors by men whose opinions are not based on the facts of the case, but on the fact that they desire to gain the debtors' good will. There are certain odd cases where good men may through misfortune fail, but these cases are only one in a hundred, and the law has no right to take notice of them.

The chattel mortgage is a disgrace to Ontario. It gives one creditor a preference, just as much as the preference assignment does in the maritime provinces. The Insolvency law as it stands in each of the provinces, with perhaps the exception of Quebec, is the most imperfect machinery that could be imagined. The results are as unjust as the decisions of a Tammany judge on a party case. The laws on insolvency and bankruptcy are a disgrace to Canada and to the provinces in which they have been promulgated. A national act is badly needed.

To-day Ontario—the banner province—has legislation which leaves creditor or debtor as much redress as it did one hundred years ago. To-day common law assignments rule, and all the legislation of the last 50 years has been thrown out by the courts. To-day every creditor who can get a judgment and an execution in the hands of a sheriff before assignment gets his claim in full with costs. Thus the creditor who "stands in" with the debtor will be the man who gets his money—the rest will get nothing. Such a state of affairs might do in the seven-teenth and eighteenth centuries, but it is not fitted for the nineteenth, much less for the twentieth, which we are now fast approaching.

Ontario's laws on this subject have been declared ultra vires by the Court of Appeal—the highest court in the Province. They were ultra vires because the subject of "Bankruptcy and Insolvency" was reserved to the Dominion Government by Sec. 91, B. N. A. Act, 1867. Every student of the Canadian Constitution is familiar with the distribution of powers between the Dominion Parliament and the Provincial Parliaments. The Dominion Parliament was given certain subjects on which it could legislate, and even if it did not legislate on these subjects no Provincial Parliament could do so. In the United States it is different, for there each state is allowed to legislate until Congress sees fit to do so. But as was recently argued, it is

not possible to hold that, if the Dominion Parliament does not exercise the exclusive jurisdiction assigned to it, the Provincial Parliaments may infringe on that jurisdiction however convenient the absence of valid legislation may be.

Any person wishing to investigate this matter for himself is referred to Chief Justice Galt's decision in *Union Bank vs. Neville*, 21 O. R. 152; the *Decision of the Court of Appeal in O. R. vol. xx. (June, 1893)*, on reference to them of sec. 9 of R. S. O., c. 124, where they declare this to be ultra vires of the Province on bankruptcy and insolvency; and a more recent decision of the Ontario Court of Appeal in *Brethaupt Leather Co. vs. Marr*.

What Canada needs is a national law. The provinces cannot legislate on this subject for lack of legal power. The Dominion Government alone can change the debtors and creditors from barbarians to civilized beings.

## PUBLISHERS AND THE POST OFFICE.

**O**NE question of importance to publishers is: Should newspapers pay postage on their publications when posted from the office of issue? Principal Grant, writing of the P. O. deficit in the *Toronto Globe*, scores the franking system and says: "The newspapers have never said much about the franking privilege, because they themselves are bribed much more heavily along the same line. Their papers are sent by the ton from the office of publication, over the land, free of charge. In Britain, nothing goes through the post office that is not paid for. The excuse here is that newspapers are great popular educators. Bread is more necessary than news, and bread is not carried free. Besides, education is by statute a matter for the Provinces and not for the Dominion. Further, if the excuse is to be accepted, periodicals and books should, much more, be allowed to be sent free. The excuse may do duty for an argument, but great newspapers should scorn Government 'pap' of any kind."

The *Globe* speaks editorially in a non-committal way: "In the Postoffice department there is an annual deficit of about a million and a half. This is claimed to be caused in part by the abuse of the franking privileges of members. Here the press comes in for a share of criticism as not been likely to protest, through participation in the advantage, newspapers being carried free in the mails. The special favor enjoyed by newspapers can scarcely be defended as a matter of principle. And it would be equally hard to defend the variation between rates for sealed and unsealed envelopes, or printed and manuscript matter. All newspapers share in the privilege, and few legitimate enterprises derive any material advantage therefrom. The majority would doubtless find it to their advantage to forego the favor if that would lead to the abolition of the abused franking privilege. A deficit in the Postoffice Department means that the whole people have been taxed for the benefit of users of the mail, while a revenue from that source would mean that mail patrons would have been taxed for the benefit of the whole people. Neither would be in harmony with abstract justice."

In the United States all publications are posted at the rate of one cent a pound. This includes newspapers, magazines, paper bound novels entered as serials, etc.

The least that can be said is that Canadian newspapers have all the privileges they can expect, and that, in the past, these privileges have been too often abused by journals unworthy of the name.

## PROGRESS OF THE MACHINES.

**M**ACHINE typesetting is the great theme of the day, and the situation is more complicated to-day than ever. Canadian printers would do well to follow the matter closely, as there can be no doubt that there is a sphere in news-paper printing which the machines are destined to fill. While many difficulties are arising, the tendency is in favor of the machines.

During the past month The J. B. McLean Co. have decided to cease using their Rogers machine, and this because of the unsatisfactory work that has been done. Their discarding it only proves that for trade journals and magazines the machines are less suitable than for daily papers. Every chance was given the machine. Constant improvements in running gear, etc., were made at the suggestion of the Rogers people and paid for by the office. It was sure to get out of order on an average once a week. A messenger would have to be sent over the city in quest of the machinist. When he arrived the machine would be taken to pieces in a hunt for "the trouble," thus consuming from one to three hours, and throwing back presses and workmen. A weekly or monthly paper of the class published by this firm require to present a better appearance than is necessary for a hastily printed and hastily read daily paper. More artistic clothes are necessary for the former, and hence the machine dress, in its present imperfect condition, is unsuitable. Probably this will explain why the proprietors of The Week have also decided to discard the Rogers machine.

The Toronto Mail has just put out its 13 Rogers machines, but this action cannot be explained in the same way. That they have not lost faith in the machines' ability to do suitable work for a daily paper is seen in the fact that they are putting in eight new Mergenthalers. It is extremely probable that the Evening News will replace some of its Rogers machines with Mergenthalers; but the Empire is likely to continue using the Rogers, as they claim to be satisfied with present progress.

On the face, the above changes look bad for the Rogers machine, and a fair explanation will be attempted. In the first place, the nonpareil face on a minion body, used on the Mergenthalers makes a clearer appearance and approaches more nearly to hand-set type than the brier used on the Rogers. That is, the face is slightly heavier, and gives the impression of possessing a better alignment. In some cases the letters produced by the Rogers will, when examined closely, be found to be of different fonts and thus productive of an irregular line. These are of course imperfections which the makers of the Rogers can easily overcome.

But another explanation given by some who have had to do with the Rogers machine shows that the management has, wittingly or unwittingly, failed to secure as much sympathy among the publishers as is necessary to give the machine a lengthened trial. This friction has arisen in various ways, and has tended to make people more anxious to have the Mergenthaler, as vexations little dispute as to terms of contracts, cost of repairs, losses when machines are out of repair, etc., seem to be less frequent. The machines are necessarily far from perfect, and only by constant use can these defects be discovered and overcome. If the trade generally is not sympathetic enough to give the machines sufficient trial to discover these imperfections, then no machine can ultimately succeed. This perfection of the machines is now going on at the expense of the present users, and it requires careful courteous treatment to enable the manufacturers of the machines to possess the co-operation of these publishers. As one publisher remarked, "The Rogers people

have tried to get too much for the present, and have not tried to prepare for the future." It is reported that the Rogers people offered to renew some of their Toronto contracts at a reduced rental—the reduction amounting to 25 cents per day.

Mr. Lumden, the foreman of the Empire composing room, when asked about the machines, declared that they were doing good work. He explained that the fins, which sometimes appeared when the type set by the machine was used on a flat press, disappeared when this was merely used from which to take a stereotype plate for a fast rotary press. He thought that the stereotyping removed many of the defects and give a face more nearly approaching to that presented by hand set type. He believes that the machines are bound to succeed, and stated that in his opinion, neither the Mergenthaler nor the Rogers were the machine of the future. The Monoline was nearest his ideal, as he was convinced that the coming machine must cast each letter separately as the Monoline does. The corrections would thus be more speedier. He threw out a good hint to publishers when he hinted that all copy for the machines should be carefully prepared typewritten if possible—so as to reduce corrections to a minimum.

Mr. Coulter, foreman of the News composing room, when interviewed, also expressed his firm confidence that the machines were here to stay. He preferred the Mergenthaler face used on the Mail to that of the Rogers now used on the News. In his last week's report of the amounts set the highest was 131.4 thousand ems, most of which was straight work on stories for the News-Ledger. The number of hours was 45½. The lowest record was 105.6 for 47 hours; but this was on the daily paper, where the operator had less chance.

It has been mentioned before that the fins which appear on the cast type are very troublesome and give a bad appearance where no stereotype plates are used. This feature is obviated in Pittsburgh and other American cities by the cold casting system. In this method the dies are assembled instead of the matrices. A cold piece of lead is forced against the face of the dies and an impression taken. The impression or matrix is then placed in another machine and a cast taken. This gives a new matrix for every line, and as the dies are made of steel there can be no fins.

## THE LATE J. E. DAVIS.

**T**HE editor, like other men, must die, but their passing away is always an occasion for general public comment and oft times general public lament. The editor knows everybody and everybody knows him, especially when he is editor, owner, subscription agent and advertising agent all in one for a country weekly. Trained in the cunning school of business friendship, even the most morose nature becomes softened, and the lines of the face indicative of good nature, and his good nature wins him hosts of friends, who miss him when he has gone.

The Mitchell (Ont.) Advocate was founded in April 1862, by W. R. and J. E. Davis, and both found wealth and honor in its publication. A few weeks ago J. E. Davis died, and the Canadian press has lost a prominent member. Born in Ireland in 1838, he came to Canada in 1852, and since that time learned to love this land as fervently as he admired the land of his birth. Three sons and three daughters mourn his loss, and they have the sincere sympathy of those editors who were favored by acquaintanceship with their deceased parent.



ENGRAVED COVER ILLUSTRATION FROM PHOTO BY THE  
GUTH PRINTING AND PUBLISHING CO.,  
201 2nd Street, Toronto, Ont.

## THE P. &amp; P.'S LIBEL SUIT.

**B**y endeavoring to warn its subscribers concerning fake advertising agencies and papers which run gift enterprises, THE PRINTER AND PUBLISHER got into trouble. Owing to an article which appeared in this journal about a year ago connecting 'The Ladies' Pictorial Weekly with a certain institution in Toronto known as The Exquisite Toilet Co., H. W. Fox brought an action for libel against the J. B. McLean Publishing Co. The suit went through various stages until settlement was reached last month. Whatever may have been the convictions of PRINTER AND PUBLISHER on the matter, it was impossible to bring anything home to Mr. Fox, and when the latter got tired pushing the matter around the courts he agreed to drop it. It cost this journal hundreds of dollars in hard cash to defend what it had said when it believed it was giving needed warning to its subscribers, but this is a case when a man feels that he has done his duty no matter what the cost.

A newspaper often finds itself in the difficulty of having its duty towards its treasury conflict with its duty towards its subscribers, and if it allows the latter to reign supreme it finds itself at heavy expense without much return. The only return a journal can expect in such a case is that its subscribers will feel that they have a journal which has tried to guard their interests even at a sacrifice to itself. If such feeling is engendered, the journal can feel satisfied even if such feeling is not immediately tangible enough with which to buy a good dinner. But the journal which tries to perform a public function must make its performance thorough, no matter at what expense of time or capital.

## THE ELLIS CASE.

**E**LSEWHERE will be found a report of the action taken by the Executive of the Canadian Press Association on the Ellis case. A friend of Mr. Ellis sends the following review of the editor's career: "Mr. J. V. Ellis was born of Irish parents in 1835, at Halifax, N.S. After a common school education he entered a publisher's house in that city, and learned the printing business. In 1857 he went to St. John, where he became a journalist, and acted as a reporter. Five years later, in 1862, he, with the late Mr. Christopher Armstrong, bought out the St. John (N. B.) Globe, of which he has ever since been the proprietor as well as editor. In 1882 he was elected to the House of Assembly as the representative of the city of St. John, and was re-elected in 1886. In the following year, when the general elections to the Federal House of Commons took place, he resigned from the local House in order to run as the Liberal candidate for the city. He was triumphantly elected, and his election was regarded as a great victory, inasmuch as it was the first federal success of the Liberals in St. John since the year 1874. In 1891 he again ran as a Liberal candidate, and was defeated.

"Mr. Ellis has always taken a great interest in municipal and school affairs as well in provincial and Dominion politics. For seventeen years he was one of the school trustees of the city. It will be remembered that after the election of 1887, trouble arose out of the return of Mr. Geo. F. Baird, for Queen's N. B. Mr. Baird had received sixty votes less than were polled for his opponent, yet the returning officer, on the plea that Mr. King, the Liberal candidate, had made his election deposit personally instead of through an agent, declared Mr. Baird elected. Nobody now defends the conduct of the official. He accepted Mr. King's candidature, he received his money, he held an election, but he did not discover until the polls were closed and Mr.

King had scored a majority that there had been an informality, so far as the proceedings were concerned. When he found that Mr. King was elected, he assumed judicial powers, and returned, instead of the choice of the people, the minority candidate. The matter was discussed in Parliament, and eventually Mr. Baird resigned and secured re-election. But prior to this an appeal was taken to the courts by the Liberals, who sought a re-count. When the county judge was about to make the re-count, Judge Tuck of the Superior Court issued, in conformity with an appeal made to him to that end, a writ of prohibition preventing the local judge from adding up the vote. There can be no doubt as to what the result of a re-count would have been, the candidate who had received the majority of votes would have been declared elected. The action of Judge Tuck in issuing the writ led to loud protests, and among those who objected resolutely and strongly was Mr. Ellis, in his newspaper. Proceedings were instituted against Mr. Ellis for contempt of court, exception being taken to such expressions as these: "But it is not justice that is wanted, and therefore Judge Tuck intervenes." "The returning officer, who appears to be restrained by no moral considerations, and who appears to be incapable of judging between right and wrong, has selected Mr. Baird to sit in the House of Commons of Canada, although a majority of the electors rejected Mr. Baird." "Can partisan judges give it vitality by degrading the ermine in its interest?" "But the assumption of power by officials, and the prostitution of judicial authority for the purposes of party, are sufficient to weaken the foundations of the strongest faith in freedom." These extracts were made by Mr. Ellis' opponents, and he contended that they did not in all cases represent the general tenor of the articles from which they were taken. It was contended on his behalf also that there was no contempt of court, inasmuch as in reality no action was pending, Mr. Baird having been confirmed in the possession of the seat in Parliament to which Mr. King had been elected. Mr. Ellis was condemned.

"An appeal of the Supreme Court at Ottawa on Mr. Ellis' behalf having failed, the New Brunswick judges have inflicted the severe penalties named.

"For these protests against that outrage Mr. Ellis is fined \$200, imprisoned for thirty days, and condemned to pay all the costs of the proceedings, amounting to two or three thousand dollars.

"Mr. Ellis, who is sent to a New Brunswick gaol, is a man of unblemished character and high standing in the community, the editor of a newspaper highly esteemed for its moderation and independence."

## THE KHAN IN TROUBLE.

**R**OBERT K. KERNIGHAN, better known as "The Khan," the Beverly poet, was an inmate of Hamilton prison for a few days last month, on a charge of assaulting Mrs. Rachel Hendry. "The Khan" and the woman had a dispute about some geese, and the latter swore that the poet caught her by the throat and struck her. On the other hand, Kernighan claims that he used no violence towards the woman. When she refused to leave his father's place he put her off. The magistrate committed him to jail, but J. R. Cameron, managing editor of the Spectator, and J. G. Buchanan, city editor of the Times, became the poet's bondsmen, and he walked out of the bastille, a free man until December 12, when he will be tried by Judge Muir at the Quarter Sessions.

**ANDREW PATTULLO.**

BY I. S. BRIDLEY.

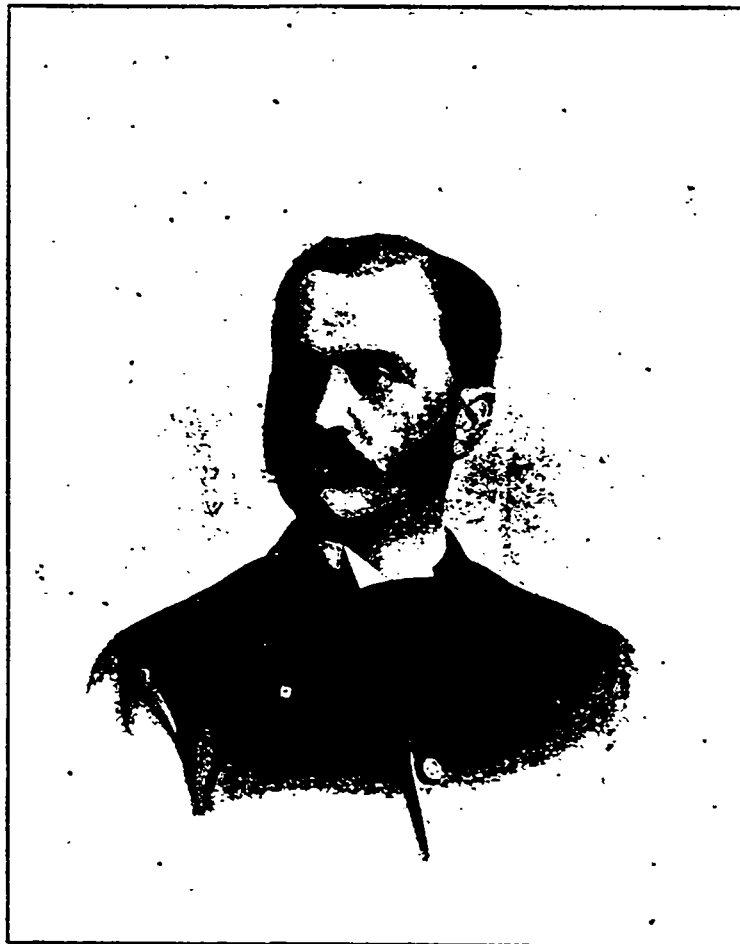
THE provincial press of Ontario is no mere echo of the metropolitan. Perhaps it never was, but of late the scope of its independence, enterprise and influence has each year visibly widened. It has developed an aggressiveness in business methods, a capacity for independent thinking, and a disposition to take the initiative in matters of public moment which were not so conspicuously in evidence five and twenty years ago. Among the papers which have been in the van of this movement tending to increase the usefulness and power of the provincial press, none is more deserving of mention than the Woodstock Sentinel-Review. Published in a community which has not yet taken on itself the garb of a city, although as much entitled to wear it as are some Ontario cities, the Sentinel-Review has during the past ten years occupied a position almost unique. Its daily issue enjoys a circulation equalled by few journals published in the smaller cities of the province, and its weekly edition has, I think, the distinction of being the largest published by any paper in the cities referred to. On subjects which it has made particularly its own, such as the dairying interests of the province and the question of road improvements, it is looked on as an authority, while on political and other topics of general public interest its utterances are always listened to with respect, often quoted with approval, and not unfrequently assailed—the last mentioned being by no means the unkindest cut that fate can give a newspaper or its editor.

Such a circulation and such an influence cannot be obtained by a paper situated as is the Sentinel-Review without a strong personality being behind the scenes. That personality in this case is Mr. Andrew Pattullo, a young man who will, if the stars be propitious, make his bow "before the scenes" ere many years go by. As editor and proprietor of the Sentinel-Review Mr. Pattullo is to be credited with the position and power to which it has attained. That out of the material at his hand he has built such a valuable property, and that from a centre of population so contracted he is able to issue such an influential paper, is evidence that success and power in journalism are not prerogatives of those publishers who dwell in large cities, and print big papers. There is encouragement to the provincial publisher in the story of Mr. Pattullo's achievements, and so, at

the request of the editor of THE PRINTER AND PUBLISHER, I will endeavor to tell a few things that I know about him and his career.

On the sunny side of forty, or thereabouts, Mr. Pattullo was born, I think, in the township of Caledon, in the County of Peel, his father being a farmer. He attended public school in the County of Oxford and high school in Dundas and St. Catharines. Possessed of a desire for knowledge, and fortunately equipped by nature with the capacity for absorbing and assimilating it, he pursued his studies in the latter institution under a really eminent master, Mr. J. Howard Hunter, M.A., until the Gilchrist scholarship was the award of his ability and industry. It entitled him to a course at the University of London, England, which institution he attended with a view to entering upon the profession of law, until failing health forced him to abandon his studies and return to Canada. Here, fortunately for journalism, he drifted into the ranks of the makers of newspapers, bringing to the conduct of a weekly paper in a small western town a keen, vigorous intellect, a mind well stored with information, an ability to write and to speak far above the average, and an honorable ambition to excel. No wonder The Sentinel-Review throve under such management, and that when the growth of its constituency warranted the publication of a daily edition, the journal at once took its place in the front rank of the provincial press.

It is not necessary to tell editors and publishers that the routine of daily newspaper work is sufficient to engross the attention of any man who desires to make his paper a success. Yet Mr. Pattullo has made The Sentinel-Review a surprising success, and at the same time has taken a degree of interest in other subjects sufficient to constitute him an authority on several of them and to demonstrate, in regard to all, that he is possessed of a most laudable public spirit. There are few movements of a character calculated to advance the interests of his fellow citizens, in town or country, with which Mr. Pattullo is not identified. Be it the building of a hospital or the beautifying of the town, the improvement of the country roads or of the country cheese, the editor of The Sentinel-Review is found advocating, by word as well as by pen, what he considers best for the community. So conspicuous have been his services in connection with the development of the cheese-making industry of this pro-



Andrew Pattullo.

vince, and such a grasp has he shown of these practical questions connected therewith which only an expert is supposed to understand, that he has been elected president of the Oxford Dairy Association, and a member of the executive committee of the Western Ontario Dairymen's Association. Articles from his pen on the subject of this important industry has been sought by leading journals interested in the subject, and his work along the same line in *The Sentinel-Review* has made it an authority with the cheese-makers of the province. A few years ago Mr. Pattullo took up the question of road reform, and if not the first easily became the most pronounced, persistent and intelligent advocate of a change from the present archaic system to one more in consonance with modern ideas of economy and convenience. His work has been fittingly recognized by the Canadian Wheelmen's Association, which tendered to him the chairmanship of its road improvement committee, and he is now endeavoring to give the movement practical shape by the organization of a Provincial Association of Road Reformers. Mr. Pattullo has never sought municipal office, but has been to the front on every public question affecting the town's interest. The fact that he is president of the Board of Trade is evidence that his work is appreciated.

These evidences of Mr. Pattullo's prominence in public affairs may make the statement that he will yet be "before the scenes" appear irrelevant. It was used in a political sense. By virtue of his qualifications Mr. Pattullo should be in Parliament, and there he would doubtless have landed ere this had it not been that his county is already represented by such knights of debate as Sir Oliver Mowat and Sir Richard Cartwright. His time, however, is coming. He is recognized by the leading members of the Liberal party, with which he is affiliated, as a ready speaker, a forcible writer and wise counselor, and when opportunity offers he will be warmly welcomed on the floor of Parliament. At the recent convention of Liberals in Ottawa to Mr. Pattullo was assigned the important duties of the secretaryship of the Committee of Resolutions, and more than one plank in the party's platform bears evidence of the touch of his hand.

Naturally Mr. Pattullo saw in the Canadian Press Association another vehicle for the advancement of the interest of his fellows, and he was one of the sturdiest advocates of the almost organic changes which have been made in the Association of late years. In 1891-92 he was its president and presided at what was probably the most important social function ever held under its auspices—the annual banquet in Ottawa, in 1892, which was attended by the Governor-General and the principal members of the two great political parties.

In his chosen profession of letters Mr. Pattullo excels. It matters not what subject he touches this pen clothes it with interest. He is argumentative and logical, his political writings having all the sincerity and force of conviction without the bitterness of prejudice or extreme partizanship. By sheer force of ability he has won for himself an enviable position in the ranks of the newspaper workers in the Dominion, and a record which justifies his friends in expecting from him still greater things in the future.

A fellow who had been criticised by the local editor applied to a lawyer to know how he could go to work to break up the paper. He was advised to buy the paper and run it six months, and was charged \$5 for the advice.

#### GENUINE PARCHMENT AND IMITATION PAPERS.

FOR some years past a number of papers have made their appearance in the trade called parchment paper. In appearance there is little difference between these papers, but this is not the case as regards quality. Parchment paper, as it has for a long time been known, is employed for packing humid objects, and is intended to preserve them from drying; water does not soften it, and whether wet or dry it is always of equal consistency and solidity. The *Bulletin des Fabricants de Papier*, considers the treatment and detection of these papers when they are imitation.

The property (consistency and solidity) is given by the operation which also gives it the parchment-like appearance, namely, changing the fibres into a gelatinous substance, so that after washing and drying all the surface may be considered as forming a homogeneous mass. It is impossible to recognize by tearing even with the most powerful magnifying glass the presence of fibres.

The transparent, vitreous appearance, and the solidity of the paper has hitherto been the chief means by which parchment paper could be recognized. With the increased manufacture of cellulose with sulphite, the employment of this last for parchment paper has been constantly becoming more common, and the choice of makers has always fallen upon the pulp made by the Mitscherlich method. When this pulp is laid as thickly as possible in the stamper and worked by blocks with a blunt base, then paper is obtained with exactly the same transparent appearance as parchment paper.

The simplicity of this mode of manufacture, in comparison with that of genuine parchment paper, is the cause of this paper being actually employed on a much larger scale than formerly. It is brought into the market under the name of imitation parchment paper, or, merely, parchment paper. But in this imitation we only find the appearance: it has not at all the properties of real parchment paper, because the fibres exist as in other papers, which fact prevents it from having tenacity or resistance to water. When placed in contact with damp substances it grows soft and tears. Although this imitation suffices for many purposes, it is nevertheless necessary to be able to discover the real from the imitation. The following method will be found satisfactory: Cut the paper to be tested into bands of the width of the finger, and then steep them in hot water for a short time.

Genuine parchment paper does not soften: it preserves almost the same consistency as when dry. When torn, the surface of the tear is smooth as though it had been cut. Through a magnifying glass this surface seems slightly fringed.

Imitation paper will soften, in most cases, under the action of water, and no effort is required to tear the band. On the surface of the tear the isolated fibres are clearly distinguished with the eye, just as they lie in the paper, but under a microscope they have an astonishing prominence.

During examination you should have recourse to the magnifying glass, for this reason that the sulphite pulp will have a greater appearance of parchment, according as it has been more reduced in the stamper, so that the bunches of fibres will have been transformed into very fine fibres. Lime water is an infallible means of proving the presence of sulphite pulp in parchment papers, on condition, of course, that they contain no coloring substance, the alkalis having no action on them.

## TRADE NOTICES.

**M**R JAMES BROWN, manager of the J. L. Morrison Co., while in a conversation with our representative the other day stated that business this month with them had been good, and that among their sales was a couple of their larger wire stitchers to the Government Printing Bureau, Ottawa.

Mr. W. C. Cunningham of Buntin Gilhes & Co., is doing British Columbia and the Northwest for his home.

Warwick Bros. & Rutter report a fairly active enquiry for Hon. G. W. Ross collection of patriotic poems and prose sketches.

Buntin, Gilhes & Co. advertise the yellow and blue paper as prescribed by the Ontario Government for ballots in the "Plebiscite" vote.

The Murray Printing Co., of which James Murray, Sr., is manager, is doing a flourishing trade just now, although most printing establishments are slack.

Some of the city bookstores are exhibiting handsomely bound copies of *The Prince of India*. Some of these are from Canadian binderies, such as that of the Methodist Book Room, and reflect much credit on domestic workmen.

Warwick Bros. & Rutter advertise their famous brand of "Woodstock" paper in this issue. Printers who have not seen this paper might profit by seeing samples. This firm aim at quality in their goods, and they have many lines of printers' supplies which may be fairly costly, but are undoubtedly worth what is asked for them.

The W. J. Gage Co. are working overtime despite the hard times which are said to obtain. They have gone into manufacturing very extensively. Just now they are making a specialty of envelopes, and when this firm make a specialty of anything and advertise it, they are generally prepared to make their competitors somewhat dumfounded by their offerings. It is astonishing how low some lines can be brought when a manufacturer uses every known expedient to lessen the cost.

A splendid method of cash discounts has just been promulgated by Buntin, Reid & Co. of Toronto. As paper jobbers they have learned that extravagant cash discounts mean extravagant profits. They propose, therefore, to reduce cash discounts and give their customers the benefit of close prices. On and after the 1st of January, 1894, their rates of discount will be follows: Spot cash, 5 per cent discount; 30 day, 4 per cent discount; 60 days, 1 1/2 per cent discount, nett, 4 months. They also advise their customers that their prices as per their price list on Stephens' ink are nett cash 30 days.

Mr. Rutter of Warwick Bros. & Rutter is keeping up his reputation for having the best appointed printing and binding establishment in Canada by making more improvements. The introduction of a new press led to a new arrangement of his long line of presses according to the latest methods. Some new partitions have been erected and some renovating done, so as to secure a cooler pressroom and a more even temperature. Mr. Rutter reads a great deal, and is continually making use of the latest discoveries. If all Canadian printers would thus recognize that what was the best yesterday may not be the best to-day, there would be more progress in this country than there is.

The Grip Printing and Publishing Co. of Toronto, for many years known as the publishers of *Grip*, have within the last two years won for themselves an enviable reputation as photo engravers. During that time they have advanced from being

comparatively unknown in this line of business to occupying a first place among Canadian firms. This of course has necessitated a great deal of hard work and a liberal expenditure in procuring the latest appliances. In order to insure that this department should be equal to any on the continent, the company about two years ago removed from their old address on Front street to their present location, 201 and 203 Yonge street, and have fitted up these premises with all the most improved plant and machinery, including two large 4,000 candle power electric lamps, by means of which they are independent of the sun. No opportunity has been lost in securing the most improved processes, and they have several times sent their men to some of the largest establishments in the United States in order that they might pick up all those little "wrinkles" which, though small in themselves, have so much to do with attaining perfection in this class of work. The company have in a handsome circular announced their intention of closing out all their other departments and devoting their entire time and attention to the engraving business. It will continue to be under the business management of Mr. Geo. A. Howell, who has had charge of it during the last two years and who gives his personal attention to all orders.

## HOW TO IMPROVE THE LOCAL PAGE.

**T**HE value of the local page to the reader is greatest when the publisher brings to this branch of his work something of the enthusiasm which wins success to the artist, the mechanic or the specialist in any calling. There is no royal road to public favor for the local page, but I will jot down a few rules which seems to me to be essential:

Let no legitimate item of local news escape you.

Don't discuss politics through the local columns.

Tell the news in the plainest language at your command, and use no more words than is necessary to tell all about it.

Have a certain hour for going to press.

Get the paper out on time, whatever happens.

If you mix local advertising with your news items, let the ratio of mixture be about ten news items to one advertising local, and don't try to fool the reader by having them look alike.

Adopt a form of make-up, and don't make frequent changes. The average reader doesn't take kindly to new-fangled notions in make-up.

If you have something of a personal character to say about any one, something especially mean, write it out in full and pigeon-hole it until after the paper is printed.

Don't let a word or a thought enter its columns that you would blush to teach to a child. A majority of children form the first taste for reading newspapers from reading the local columns.

If you possess a vein of humor, don't plug it. To be able to occasionally turn a thought that will provoke a smile is a gift worthy of cultivation. But don't be disappointed if a discriminating public waits until after you are dead before recognizing in you the genius of a Carruth or a Burdette.

After you have made the local page of the greatest value in your power to the public, and its financial value to you falls short, there is something wrong with you or your locality. The permanent benefit from the local page must come from the subscriptions and advertising attracted by its merits, and from the job printing which its standing in the community will command.

Newspaperdom.

**THE TOURIST PRINTER OF TO-DAY.**

**I**N every trade and among all tradesmen, there is some special and peculiar distinguishing characteristic that endures through all time and furnishes the text for any number of old saws. "Mad as a hatter" is one, but why the hatters are any more inclined toward insanity than any other tradesmen is not known, and the peculiarities of other tradesmen are apparently without just cause.

No trade, however, has a duplicate of the tramp, or, as he is now commonly called, "tourist" printer. The latter title is a little more polished, and I do not doubt but these roving individuals will rise up and agree that it does them a little more justice—takes the rough edge off, as it were—and distinguishes them from common, piratical and dreaded knights of the road. The old saying of "black sheep in every flock," is applicable to the tourist printer as well as his lazier brother. What office is there in the country that cannot unfold its reminiscences of the mean tricks played by these wandering disciples of the art preservative. Of the type that was measured off for distribution and given him as a sort of "lift" on his journey, and the discovery shortly after that it was not half distributed, but carefully stowed away beneath a frame, or, if departing hastily for fields anew, to gently stow away a handful in the devil's inside coat pocket.

He is unique and wonderfully made, frequently without form and void, and always unlike anything in the heavens above or the waters below. Sometimes he walks into an office, again he drops in, and has been known to blow in. In fact, he always blows in his "string" as soon as he has cashed it. The silver question he regards as only a subject for debate, in which argument he invariably does himself proud. Depression in business, he claims, does not affect him in the least, for he is "depressed" the majority of the time.

He is called a tramp printer because he tramps from place to place, but "the world do move," for he acknowledged the railroad as a fixture, and the last advance recognized by the craft is the bicycle. Probably no local typo ever saw a tourist printer arrive in town on a bicycle until the present week, and it was no less a sensation than the electric cars.

Shirt collars have occasionally been seen on tramp printers, once in a while a silk hat or spectacles, or something worn by other people, but a tramp printer astride a bicycle, bearing down on a country printing office, is distinctly a new thing, and the first man to see this strange spectacle is worth of rank with Herschel and other astronomers who study the stars.

The printing trade differs from any other, because a compositor is paid for the amount of type he sets. So that, be he fast or slow, it is no great matter to the office, providing he does not fall asleep on the last "take," and cause a tumultuous uprising in the make-up department. A carpenter, mason, or other tradesman, is valued according to the quality of his work, and his speed, etc., and, therefore, an applicant for employment must be able to prove himself worthy of his hire before he will be employed. Not so the tourist. If he be fast, it is his gain; slow, his loss; but his work once done passes muster as good as any other man's.

This feature of the trade makes them very independent. They go from one town to another getting employment for a day or week, and on again. A feast one day, and a famine the next; but so long as the bowl is flowing, they seem to be indif-

ferent to the cravings of hunger or the need of shelter. There are some great characters among them, and in traversing the country from one end to the other they see about all that happens, and frequently have an interesting way of narrating their experiences.

The bicycle pioneer made a short stay, arriving here early in the week, working a couple of days, and going East last night with very pleasant memories of the hospitable character of our inhabitants. He was rigged in approved style, with a white sweater ornamented with a yellow monogram, and the rest of his kit could be put into a cigar case. A light heart, a thin pair of breeches, and a bicycle, what more can mortal desire?

Every printing office in the country, from the largest to the smallest, has its regular tourist. The writer remembers one in particular, on account of the annual St. Patrick's Day visits he paid. A smile of confidence always spread o'er his countenance, well knowing that he had fell among friends who would see that he enjoyed the holiday to the top of his bent. After spending a few days, a feeling akin to homesickness would seem to take possession of him, and away he would go to be absent until the year rolled around again. The great blizzard of 1888, which blew many a weary tourist over the golden border, proved too much for him, however, and word was received by a fellow tourist of his having been caught in the storm and ending his earthly journey. The message was delivered by a strange coincidence on the 17th of March, the day of our late friend's annual appearance. Art Printer.

**NEWSPAPER WRITING.**

**W**HEN people look at the numerous volumes written by Scott, Dickens and Thackeray, it strikes them that these great writers did an enormous amount of work, says a well-known newspaper man. The mechanical labor of producing so many books is in itself something remarkable, but a busy newspaper man writes more in a year than a successful novelist does in twenty years. An active reporter grinds out, at a low estimate, 1,500 words a day, 42,000 in a month, 504,000 in a year, equivalent in quantity to the reading matter of nearly six three-hundred-page novels. Some reporters have been at work from twenty to forty years. At the very low average we have given, a busy journalist would write in ten years 5,040,000 words; in twenty years 10,080,000 words; in thirty years 15,120,000 words, or an amount of matter equivalent to 223 novels of 300 pages each, the work of any fifty industrious novelists.

It is evident from these figures that newspaper writing represents hard work. But let us go a little further with these statistics. In order to write twenty words a man's fingers travel over the space of a foot with two or three distinct movements in the formation of each letter. At this rate it will be seen that, as there are 5,280 feet in a mile, a newspaper man in forty years makes his pencil travel about 195 miles with a vertical and a lateral motion. This work is aside from the reporter's time and labor spent in getting his facts, but even this superficial calculation should make it plain that the mechanical or physical labor of writing is much greater than the general public suppose. We have in our mind a writer who gets up only a column a day, but there are men who average two or three columns daily. To figure out the product and labor of such toilers would stagger belief and would cause many young men to give up their journalistic aspirations.



### TYPE SETTING MACHINES.

H. C. BISHOP, IN BOOKMAKER.

NEARER and nearer draws the time when the great bulk of type setting will be done on machines. Each succeeding year shows a vast increase in the number of machines put into operation, and wherever they are adopted they appear to stay. The leading machines are the "Linotype," the "Thorne" and the "Rogers." These are in actual everyday use, and have clearly demonstrated their ability to save largely in the cost of composition. The "McMillan," the "Lauston," the "Monoline" and the "Page" are being pushed forward, and are likely to become successful machines. There is another machine known as the "Burr," but lately rechristened the "Empire," which has some very good features and appears to be coming into the front rank, since a strong company has been formed for the purpose of pushing its manufacture and sale.

Millions of dollars have been spent during the past half century in the effort to produce machines to successfully take the place of hand composition. During that time many inventions have been patented, numbers of machines have been built in different parts of the world, and yet only two or three of them have survived and become successful. The greatest progress has been made during the past few years, and the time seems to have arrived when we may expect to reap the benefits of all past experiments. The trade is ready to take hold of machines and put them into practical use, and that which proves itself to be the best will get the greatest advantage from the money which has been spent in the past.

What printers are naturally most anxious to learn is the amount of advantage which these machines can be to them, and just as soon as it is clearly demonstrated that the cost of composition can be reduced even 10 or 15 per cent. by the use of machines, all other things being equal, they will not hesitate to put them in. There may be some difficulty in adjusting the scale of pay for operating the machines and in determining whether the work shall be paid for by the thousand ems or by the hour, but that difficulty will soon adjust itself.

In this connection it may be well to refer to a recent action in England, where the same difficulty has arisen. A deputation from the Typographical Association had a conference, at which proposals were discussed regarding the wages to be paid to operators which will prevent any friction between employers and employees. The proposals were as follows:

"1. That in branches where the piece scale for minion or brevier is less than 6d. per 1,000 ems the rate for linotype be 2 $\frac{1}{4}$ d. Where the scale is 6d. or 6 $\frac{1}{2}$ d. ... 2 $\frac{1}{2}$ d.  
 " " " 6 $\frac{1}{2}$ d. or 7d. ... 2 $\frac{3}{4}$ d.  
 " " " 7 $\frac{1}{2}$ d. or 7 $\frac{3}{4}$ d. ... 3d.  
 " " " 8d. and over ... 3 $\frac{1}{4}$ d.

For night work  $\frac{1}{2}$ d. per 1,000 extra is asked.

"2. That a 'stab rate be fixed on a basis similar to above. It is suggested that 'stab operators receive an advance of 10 per cent. on the 'stab rate of wages to hand setters.

"3. Learners to get a three months' prohibition on 'stab before being put on piece work.

"4. Hours recommended, 48 per week.

"5. To take as operators, as far as practicable, men who have been displaced from the case room.

"6. To discourage task work, or bonuses for 'racing.'

"7. Is an acknowledgement that the Linotype machine answers to one of the essential conditions of trade unionism, in

that it does not depend for its success on boy or girl labor, but appears to be capable of being worked fairly and honestly to the advantage of employer, inventor and workman. The officials of the Typographical Association recognize that in the final settlement of wages and working conditions the users rather than the sellers of the machine must be looked to, but we believe that the representatives of the Linotype Company will be able to exercise a beneficial influence when introducing the machines by bringing under the notice of employers the reasonableness of the suggestions above indicated."

It will be seen from the above that the cost of composition by machine is reckoned as only being about one-third that of hand work. This rate is altogether too low and would leave the compositor worse off than he would be if engaged on hand composition. The very best men ought to be put on machines and these should be paid good wages. It is the poorest kind of economy to put an expensive machine into the hands of a poor man. The first cost, rent, and all general expenses are the same for each machine, whether it produces a large or small amount of work, and it should be the aim of the proprietor to get out of the machine each day the largest possible product. Besides this, he can afford to pay higher rates in order to have his machine in the hands of a careful man, as the expense of a breakdown and the consequent delay would be considerable.

If properly handled these machines ought to be profitable to the employing printer as well as the employee. To the newspaper proprietor they undoubtedly will be, but when used on magazine, periodical or book work there is danger that all of the benefits will be given to the public, owing to the disposition which exists among printers to cut prices in competition with each other. If this is done the machines may prove a curse rather than a blessing to the trade. There is no need for such cutting of prices, however, as composition is already done far too cheaply, and the machines should furnish an opportunity for printers to make a decent profit on their work.

With regard to the displacement of compositors which the machines are sure to cause it can only be said that very soon this trouble will adjust itself. More machines will mean more work, and there will be an increased demand for men who can make up pages and impose forms and set display and tabular work, and do a hundred and one other things which no machine can ever do. In the meantime it is the duty of the employers to make arrangements to put in machines which will cause the least loss and inconvenience to their compositors. It should also be the aim of the machine makers to do all in their power toward the same end. To recommend the employment of boys and girls or other inexperienced people is to hinder the success of the machines and bring unnecessary trouble upon both the employer and his present compositors.

No more useful book ever lay in the drawer of a Canadian editor's table than the Canadian Almanac. Should he want the figures of the last census he can get it there; should he want the name of a member of Parliament, local or federal, for any constituency in Canada, he can get it there. In fact he can get all the information which he is likely to need outside of encyclopaedic articles. Some excellent additions have been made this year and its value materially enhanced. The ordinary editor will agree with Dr. Burwash, Chancellor of Victoria University, who says "we find The Canadian Almanac indispensable in our office."

### THE SOLICITOR.

THE writer enjoys the privilege of meeting a number of advertising solicitors daily—good, bad and indifferent.

They are very interesting, their methods have more than chameleon variety, and the courteous insinuation of their approach is beyond description.

They are not to be discouraged. They are persistent, persuasive, tactful.

Their stock in trade is their manner and their flexibility. Facts with them cease to be stubborn, for, with their Munchausen mathematics, twice two is twelve, with no trouble at all.

They are epidemic—but not always infectious.

But, recently, the prevailing financial flatness has been a restraining specific, and in the absence of the regular visitation the writer takes occasion to call to mind a few characteristic incidents.

Not long since, a solicitor, whose unfortunate association with the medium represented, led to chronic refusal on the part of the writer, said, with the aggrieved emphasis of an abused and deceived man: "Where did you acquire that facility of saying 'No?'"

The writer assured the solicitor that he uttered the obnoxious monosyllable from compulsion, and that he derived no pleasure from the habit.

"Well!" said the solicitor, "these are hard times all 'round, it gives you no pleasure, and I am dead sure that it gives me none," and he left.

On another occasion the writer was unwary enough to inform his interviewer that the firm had not yet allowed him an advertising appropriation.

"Great Heavens!" cried this one, "haven't you had that appropriation yet? You have told me that for the last three years. This is getting serious!"

The writer apologized for the unfortunate formula and promised to have a fresh excuse when he came again.

Still another, when the writer expressed some misgiving on a point of circulation that required the bolstering of two affidavits and an office boy, intimated that a tender spot had been touched, and delicate procedure was in order. He went on to say:

"I may have jaundice, asthma, rheumatism, toothache and what not, but you will never inveigle me into admitting that there is anything wrong with my circulation," and he produced another affidavit.

In this connection, during the late lamented business paralysis, it is said that one solicitor accosted another, on the street, with:

"Get any orders this morning?"

"Yes:" replied the other, "one."

"What was it?"

"Git."

For disagreeable brevity, the following is presented:

Said the solicitor, who had somehow leaked into the private sanctum of one of Philadelphia's busiest merchants: "Can I see you?" Said the merchant, as he turned his back and resumed his correspondence:—"Yes—in perspective."—C. M. S. in Trade.

Another one was facetious:

When the writer asked him, in the face of several glaring discrepancies of statement, "In what of your advertising trans-

actions does your conscience figure?" he said, "That he did not care to go into that subject, however, if the writer insisted, he would admit that he had let his conscience out for advertising purposes."

When the writer assured him that there could be no doubt upon that point, and added that whoever accepted it as a medium must expect to treat it as light lettering on a very dark background, he seemed hurt and went away.

Rumor also whispers that a certain testy merchant checked the specious flow of alluring speech not long since by saying to the solicitor, "Young man, my assets are tangible realities that demand all my time and attention: on the other hand, your only asset is a limber tongue." "In that case," returned the solicitor, unabashed, "failure with me means a lapsus lingue, a solecism you can easily prevent by giving me a share of your advertising patronage." And he got it "where the chicken got the axe."

### IDEAS FOR SALE.

"WHAT one quality should anyone possess to succeed best in life?" was the question asked of several prominent men some time ago.

Russell Sage replied, "Caution"; Jay Gould, "Perseverance"; Dr. Green, "Hard work"; Mr. Bennett, "Enterprise." and Mr. Dana, "Brains."

Perhaps Mr. Joseph Pulitzer of the World summed it up in the best way.

"My dear sir," he said to an applicant for a position on the World some time ago, "what can you do?"

"Anything," was the cheerful reply.

"Yes, but you must certainly be able to do one thing better than another."

"Oh, yes," was the response. "I can write well on most any subject, am a good executive man, and am fertile in ideas."

"Oh," was Mr. Pulitzer's reply, "fertile in ideas." And he drew his chair up to his visitor and peered anxiously into his face. "Then you are just the man I want. How many good ideas have you lying around loose that I could utilize in increasing the circulation of the World?"

"Oh, I could give you twenty," was the calm reply.

"Twenty?" said Mr. Pulitzer, in astonishment.

"Yes, sir, twenty."

"Well, now try it. Go home and write me out twenty good ideas or suggestions for increasing the circulation of the World. Send me your list to-morrow. I will pay \$100 for each idea I accept. My check for \$2,000 will be mailed to you at once if I accept them all, and I hope I can, for we need new ideas here all the time, and then we can make a permanent arrangement. I will pay \$100 a week for a good idea, and you needn't come to the office either. Yes, I'll do more. I'll buy you a fine pair of horses, so that you may drive around the town and enjoy yourself in the park. Your fortune is made if you can do as you say."

The young man did send his ideas carefully written out, and they were promptly returned to him as worthless. Instead of riding through the park in a luxurious coach he is now holding down a chair in a Bowery cheap lodging house.

He possessed brass but not brains.



### THE OLD COUNTY PAPER.

Here, alone, to-night I'm dreaming  
Of a landmark of the past:  
Of an old familiar feature  
Long into oblivion cast.  
It is wreathed about with fancies  
Of my boyhood's happy days.  
It is garlanded with laurels  
With the cypress and the bays.  
'Tis no thing of pride or grandeur  
That my songs would fain unfold:  
'Tis no dream of Eldorado:  
'Tis no tale of wealth or gold.  
But my memory, sober maiden,  
In a common robe doth drape her  
And I only sing the praises  
Of the old county paper.

You remember it, I warrant,  
Just as I or better still,  
And, like me, have read and loved it,  
When the nights were damp and chill  
And the wind went wildly whistling  
'Round the windows and the doors,  
Bringing to your ears the grateful  
Echo of your father's snores.  
Or on Saturdays in summer,  
In the merry, fleeting June,  
Lolling in the scented orchard  
On the drowsy afternoons,  
When your mind was left to follow  
Any course she chose to shape her  
As you read the blotted columns  
Of the old county paper.

It was sparse of editorials,  
It was sparser still of news,  
And its "telegraphic service"  
Wasn't up to modern views.  
But it had a poet's corner,  
And how often did you see  
What you thought, O youthful critic,  
Gems of purest poesy.  
And how often, or how seldom,  
Saw, with mingled joy and fear,  
Verses of your own composing  
In that sacred spot appear.  
What were linges etc. King ghastly,  
What was cold, or smoky taper  
To those verses staring at you  
From the old county paper?

Yet its news was not important,  
Such as we are pleased to say  
"Mr. Higgins and his sister  
Went to town the other day"  
And "Our noted fellow townsman,  
Mr. Ebenezer Speers,

Has increased his stock of cattle  
By a pair of brindled steers.  
Or "We note with earnest pleasure  
That our friend Uriah Gunn  
Has the woodshed which he started  
In September nearly done."  
That's the sort of news it gave us.  
What cared we? Its every caper  
Seemed to us the proper action  
In the old county paper.

It has gone now from our presence,  
It is numbered with the dead,  
And the new "plate-matter" journal  
Has arisen in its stead.  
But I love the dear old paper,  
And its memory is sweet,  
Though 'twas not so neat or handsome  
As the newer "patent" sheet.  
But it nurtured men and thinkers,  
And it helped the bard to plod,  
Who in later life has winged him  
Near the very throne of God.  
So a health to that old factor,  
To that bold opinion shaper,  
And God's blessing on the mem'ry  
Of the old county paper. Ex.

### DOES SUPERIOR PRINTING PAY?

AS we draw nearer the close of this century of advancement in which we live, the public taste in the matter of printing is growing finer, and more appreciative of the merits of high class work as turned out by progressive printers. As the art of advertising advances toward perfection, the demand for superior printing must increase, for, in my opinion, perfection in advertising can only be reached when the best efforts of the printer are used.

Cheap printing is dear at any price, both to printer and purchaser, and the printer who does this class of work can never hope to profit by it. Printers there are, and plenty of them, who will say that quality of work will not place a man beyond price competition, but if a bit of personal experience counts for anything in this matter, this assertion is disproved. This experience seems to have been different from that of most of the writers for *The Inland Printer*, and believing it may be of benefit to others who may find themselves in similar situations, and so adverse to Mr. Douglas's views as expressed in the May number, I give it.

Necessity often compels abandonment of well-beaten paths, and early in my business career I was forced to adopt a policy of which I knew nothing—adopted not because of superior foresight, but because of necessity. I have had to fight a hard fight. Like many another printer, I started in business heavily indebted for my plant, in fact, owing for it every dollar it cost me. In the beginning I determined that only the best of work should be done, and that prices honest and commensurate with the quality of work turned out should obtain, and that such prices must be kept up in order to meet obligations maturing from time to time. And when, with promptness, coupled with these two principles as a business foundation, the business of the office I had purchased doubled, then trebled, competitors

began to take duplication of my work at greatly reduced prices, and succeeded in getting many of my customers for a time. I knew, my competitors knew, and my customers should have known, that my work could not be duplicated at lower prices and leave anything like a profit. Indeed I doubted very much the probability of their duplicating the work at any price, and later developments substantiated the belief.

What was I to do: drop down with *Competitor Brown*, there by striking a blow at myself and virtually run at a loss? Many would have done so: I might have done so had it not been for the knowledge that my failure would then be a question of but a short time. So I determined to "survive or perish" with my first principles and clung to former prices, sparing no pains to turn out the very best work possible with the plant I possessed, giving my personal attention to all work and hoping that one or two of Brown's jobs would satisfy erstwhile patrons that good printing costs money, and that ultimately they would return to me.

One by one they did come back, and I wish the space were mine to repeat here a number of the sentiments expressed concerning such printing as Brown's must of necessity have been. One is sufficient to give a very definite idea, however: "There is some satisfaction in knowing that this pamphlet is well printed," said one of these "prodigals," "and I know from experience that such work must be paid for. I am well satisfied that its effectiveness will more than compensate for its cost above ordinary work."

Now, when I saw my customers slipping away, I might have dropped to Brown's prices and taken work at figures that would leave no possibility of realizing a profit without slighting the work, merely for the sake of keeping a competitor from getting the job, but I felt satisfied that such a course would never pay, in the beginning, end or meantime. I am aware of the fact that printers often do this very thing, arguing that unless they do so they may lose a customer.

If you are an honest printer, you have taken work at an honest price, and you cannot drop to lower figures without slighting some portion of it.

But let us suppose, for instance, that you drop. In your effort to make as much money as you did before, you rush your men as much as possible; they do not take the time to handle carefully the fine job faces you have expended large sums of money to obtain, and they are rattled into the cases in a way that batters and ruins them; they have not time to distribute dead matter as it accumulates, but pull needed sorts therefrom; the "banks" and "stones" become littered with "pi" and the cases become short of sorts; cuts are laid around promiscuously and material often laid upon them, battering their faces and making good presswork impossible, of which the ultimate result is loss—loss sure and certain. Pleasing spectacle, isn't it?

Now, let us look at a shop which adopts the other policy. For a time Brown may take your customers and you may not do as much work as formerly, for a time you may not make any more money than you would had you sunk to Brown's level, but if you stick to equitable prices and turn out work in keeping with such figures, your plant will be in condition to do work for those who discover Brown's deception and return to you. Come back they will if your charges have been honest and not exorbitant, for the business man of to-day realizes that his printing matter is not the least important detail of his business, and he will patronize the printer who can fill his wants in the best manner. It may take him some

time to find this printer, but he will find him, and I firmly believe that he will be the craftsman who does all he can to turn out perfect work.

None of us can afford to lose money on a customer for the sake of keeping him. Printers would better do less work, receiving therefor reasonable compensation, and let the competitor who seeks to gain customers by doing work at ruinous figures have them. Take care that every job turned out be the best you can possibly do and you will find that it pays, if an increasing business is a measure of success. This is my way of doing business, and I can find plenty of people who will indorse me when I say that superior printing always pays the purchaser and in my case has paid the printer. The Inland Printer.

#### IMPORTANCE OF A RECEPTIVE MIND.

**I**N spite of the fact that while we live there is always an opportunity for development, you can still find those who seem to have reached a point where further progress appears impossible.

These people have decided, to their own satisfaction at least, that their way is the best way, and they are not to be lifted from the rut into which they have settled.

About the most healthy incident in a business man's career is the discovery that he does not know it all. When a man is open to all hints and all practical suggestions he has the advantage of the operation of a thousand minds.

Unsuspected, every person with whom a heedful man comes into contact, contributes a point here and there that after due assimilation and adjustment becomes a factor in his success.

The stimulus of new ideas must be injected into method. And the man who listens is the man whose capacity and equipment are always kept to the high-water mark.

*Of one's self one cannot be perpetually effective.* The successful man is the debtor of everybody.

Vigorous measures demand more aliment than is coiled up in the shape of force in any one man's brain. So it is in the beginning of the best progress when a man is ready to give heed to everything. Of course, it must all be digested.

Many well known advertisers admit frankly that their best work is often the result of suggestion.

Other minds see differently, your ideas may all tend one way.

Two or three observing friends may increase them and their value, give them a breadth that you had not and perhaps could not have reasoned out yourself.

It is a very convenient thing, too, if you have the skill, to oblige your friends to think for you.

One advertiser, whom the writer has in mind, makes a practice of discussing with others nearly all the moves he makes.

His views receive an impetus or they are modified by the criticisms or advice of every bright man he meets.

It is the habit of a well-known merchant in Philadelphia to let it be understood that a practical suggestion in business methods will meet with a kindly reception from him.

On this account he gets, in one way and another, many interesting and often valuable hints.

Moreover, men respect a man who so frankly admits that he considers their views valuable. Much good comes easily and naturally this way. People are disposed to offer suggestions on all subjects anyhow, and they are apt to bestow them with most frequency in the quarters where they will be most appreciated. Then, too, a listener is always good company. Trade.

## NEWS AND OTHER NOTES.

**M**R. AUGÉ, M.L.A., has introduced his libel bill into the Quebec Legislature for another time. It assimilates the civil law with the criminal, which allows a newspaper proprietor to plead that the article complained of is true and in the public interest.

W. P. Scott has retired from the Kentville, N.S., Chronicle.

Bertram Bournot will not start his proposed paper in Canso until next spring.

A Megraw has sold his interest in the Vernon News, Vernon, B. C., to J. A. McKelvie.

Tom Gregg is now writing editorials on the Toronto Empire, although the Empire doesn't advertise the fact.

Mr. Frank Shallow, proprietor of *Moniteur du Commerce*, Montreal, was in Guelph recently visiting friends.

The Sentinel, Kamloops, B. C., has been purchased by the Hon. Theo. Davie, Attorney-General of British Columbia.

Major Martin, of The St. John Sun, and Mr. Stewart, of The Halifax Herald, spent a few days in Toronto last month.

A dividend of twenty-five per cent. has been paid to the creditors of the Vancouver Telegram Printing and Publishing Company.

Ed. Masson and C. A. Desmarais of Montreal, have formed a partnership as music printers. The name will be Masson & Desmarais.

The Okanagan Falls Mining Review, Vernon, B. C., recently started as a supplement of the Vernon News, will suspend on December 1.

Mr. M. Charles Foley, who was for several years connected with the Montreal Journal of Commerce, has severed his connection with that paper.

Mr. E. G. Burk of the Northumberland Paper Co. was confined to his room at the Queen's Hotel, Toronto, for a few days, by a severe attack of la grippe.

Dr. Withrow of Toronto stumbled one dark night over an obstruction on the street and injured himself. The sturdy old editor was not seriously injured.

Geo. Hull, aged about 20 years, a son of Mr. Wellington Hull, proprietor of the Erin Advocate, died recently. The young man had been ailing for a long time.

Rube Allyn has published, from Winnipeg, the first number of his illustrated Western Winks. Its prospectus claimed that it is to be the only humorous paper in Canada.

Mr. Gilbert Parker, the popular writer, began his literary career as a correspondent of the Belleville (Ont.) Ontario, when teaching school on the fifth concession of Sidney.

The Melita Enterprise is a young Manitoba paper which rejoices in the fact that it is now three years old. It is a neat little sheet. The publishers are Graham & Son.

Thos. S. Horne, after several years of ineffectual attempt to make the Lunenburg, N.S., Progress yield him a living, has sold out to some other venturesome parties, who will take the paper over Jan 1.

Officers of the Dominion Government have been in Peterboro, Ont., in connection with charges preferred against the publisher of The Canadian Agriculturist, Mr. W. H. Robertson, and growing out of the prize competitions published in that

paper. The proceedings culminated at a special session of the police court on the 20th ult., defendant agreeing to discontinue the competitions and giving a bond to that effect.

Some of the type manufacturing companies whose foundries are being operated by the American Type Founders' Co., are not altogether satisfied with the way things are going on, and are anxious to withdraw.

The job printing business of W. J. Harber, Vernon, B. C., lately carried on as the Okanagan Publishing Company, has been taken over by a new firm composed of Messrs. McKelvie, Henderson & Harber.

It is understood that a newspaper to circulate in Broadview, Assa., and district is in contemplation, and that the promoters have asked Mr. A. W. Buchanan, a young journalist of ability, to undertake the editorial duties.

Mr. Riley has resigned as advertising agent for the Western Guide, Nor-West Farmer and the Western World. He intends remaining in Winnipeg, however, and will probably take an interest in one of the city publications.

Mr. Robert C. MacLeod, of the Windsor, Ont., Review, has been appointed manager of the Niagara Falls Record, and will seek to put the paper in good shape. Mr. E. B. Brown, of Woodstock, was the former manager.

Not satisfied with its magnificent trade edition, the Hamilton Spectator purposes issuing a special holiday number about the middle of December. One of the illustrated features of this edition will be a collection of photographs of prize babies.

A writ has been issued against George Young, proprietor of the Trenton Courier, for alleged infringement of certain copyrights on musical compositions belonging to a Canadian company. Mr. Young was offering them as premiums to subscribers.

Mr. Maxwell Johnston, Toronto, has purchased the goodwill and assets of the old Budget paper, and has formed a company to continue the publication under a new title: "Money and Risks." It will be a large paper, devoted to insurance and finance.

Local Liberal papers have a long time to "scratch" along in Nova Scotia. Among those that have died were the Antigonish Echo, Pictou News, Sydney Sun, Truro Guardian, Valley Scribe, and it is said another is pretty "shaky," or liable to change hands.

William Glover, a Chicago printer, struck Hamilton, Tuesday Nov. 14th, having ridden on a bicycle all the way from the Windy City. He said he left Chicago seven days before, and he had made some stops on the road, calling on printing offices in search of work.

The Fort William journal is now issued as a daily. The circulation of a bright local newspaper every evening is a progressive step, which the people of Port Arthur and Fort William should appreciate. The semi-weekly journal will also be carried on as heretofore.

The St. John Progress has issued an illustrated account of the town of Yarmouth, N.S., which forms a most interesting history of that ancient borough, for ancient it must be deemed, seeing that we are told it was one of the first spots in America touched by Europeans. Nine hundred years ago the Norsemen, says the historian, coasting along the white beaches and undulating reaches of the south shore, arrived at the bay where

Yarmouth stands. They were delighted with the place, and there they made their homes. The later history of Yarmouth is that owing to its natural beauties it has become a favorite summering place of Canadians, but more especially of Americans.

The Montreal Trade Review, in its latest issue, presents a neat appearance. The paper has been enlarged and typographically improved, and gives evidence of having received the approval of its clientele. Enterprise such as is now being exhibited should enable it to retain its patronage.

Sir John Thompson is suing Mr. Jos. Dussault, printer, Quebec, for \$200, the amount of his deposit when he was the Liberal candidate for Montmorency in 1890. Mr. Dussault resigned on the eve of the election, and received his deposit back from the returning officer at the time.

Here is an ad. put in Canadian papers by an enterprising American publication:

Fine photographs of the Queen's University football team, Kingston, who defeated Toronto last Saturday; also a photograph of Geo. W. Orton, champion runner of this city, with one of Tommy Conneff, Orton's great rival, will appear in the Buffalo Illustrated Express. There will be three special numbers about Christmas time. The Holiday number, the Xmas number, and the New Year's number. Price 5 cents.

Samuel O'Donald Fulton, teacher, scholar, poet, died at Canaan, near Southampton, N.S., Nov. 1st, aged 70 years. Among his pupils when he taught at Mapleton were Reverends W. W. Lodge, Douglas Lodge, Wm. Brown, and Ritchie Bird, deceased. Mr. Fulton was a correspondent of a number of local newspapers.

Mr. Roland Woolsey, who for the past three years has been municipal reporter for the Toronto Evening Telegram, who recently left for Jamaica in the hope of getting rid of lung trouble, was recently presented with a well-filled purse by the officers at the City Hall before his departure. City Solicitor Biggar made the presentation.

T. L. Quimby, associate editor of the Canadian Sportsman, Toronto, is visiting all the principal stock raisers in the Maritime Provinces including P. E. Island and Cape Breton and will write up his experiences. This will make interesting reading for the breeders in the West and will doubtless add greatly to the popularity of his journal.

The proprietor of the Portage la Prairie Review, Mr. Jas. Hooper, was in Winnipeg recently endeavoring to locate C. Barlow, lately connected with that publication in the capacity of collector. When last heard from Barlow was in Winnipeg. He is indebted to the firm for only a small amount, but his private debts amount to over \$500.

A. M. Todd of the News Record, Clinton, Ont., is in Toronto at present having an operation performed on his ear. He has suffered for over a year from a running sore in the interior of this organ which has entirely obstructed the action of the drum. The operation has been successful, and Mr. Todd will be able to resume his duties in two weeks.

Quite an important man in the person of James A. Plinquet has just passed away in Montreal, aged 87 years. He studied law with Messrs. Cardinal & Duquette, both of whom participated in the troubles of 1839, and were afterwards hanged. Plinquet had a narrow escape, but when the rebellion was over he became a printer, and founded several newspapers.

Geo. Darby who has been business manager of the Evening News of Toronto for many years has resigned. Since Tom Gregg left the News, Mr. Darby has also been nominal editor of

the sheet. Mr. Darby was an energetic business man, but had his faults like other men, although he may have suffered more from them than the majority. Mr. Douglas, the new manager, is a young man, son of Mr. Douglas, one of the stockholders in the Mail.

The Southampton Beacon is offered for sale. Its proprietor, Will Graham, who founded the Beacon about five years ago, has worked up a creditable business, including printing office and bookstore. Whoever his successor may be, he will find the way opened up for him in a good field with a growing business. Mr. Graham for domestic reasons has decided to remove to British Columbia.

The Toronto Saturday Night Publishing Company expects to start work very shortly on a new building, nearly opposite their premises in the Grand Opera house. The proposed building will be a very substantial structure, four stories high, with a frontage of 92 feet, comprising offices and printing and press rooms, and everything required for the purposes of the company in its business.

The case of McGrath, editor of the St. John's, Nfld., Herald, against Sir Robert Thornton's son, who recently assaulted him for political reasons, was tried last month. The case was tried before a magistrate, Whiteway declining to send it to the Supreme Court. Thornton was sentenced to pay a fine of \$10 for assault and also \$40 as compensation for McGrath, or in default 60 days' imprisonment.

Whether E. N. Williams of Toronto was an "absconding debtor" is a new question which has arisen for settlement. The attaching order obtained by Buntin, Reid & Co. against Williams' property on Carleton & Ulster streets was under the Absconding Debtors' Act. W. H. Wallbridge, solicitor for Williams, has taken proceedings to set aside the attachment on the plea that Williams was not an absconding debtor.

It is reported that Albert Dennis of the Pictou Standard has been offered a position on the staff of the new daily to be started in St. John. Mr. Dennis has conducted his paper for several years with more than ordinary care and ability, and his sheet was one of the neatest as regards press work to be found in Canada. Should Mr. Dennis receive promotion, it will only be a just reward for his careful work in his present position.

Mr. B. T. A. Bell, editor of the Canadian Mining Review, Ottawa, has been appointed Canadian correspondent to the Iron and Coal Trades Journal (London) and to the new Engineering Review published by Mr. J. S. Jeans, for many years identified with the Iron and Steel Institute of Great Britain. Mr. Bell's weekly contributions should do much to attract the attention of English capitalists to the mineral developments of the Dominion.

The position of organizer for the Liberal party, rendered vacant by the retirement of W. T. R. Preston, has been filled by the appointment of Alexander Smith, who for six years past has been a reporter on the Toronto Mail. He is also a lawyer. Mr. Smith is a young man of twenty-eight or thirty, tall and dark. He is intelligent and affable, and makes himself liked wherever he goes by his unobtrusive ways and courteous demeanor.

Where is E. B. Eddy? Let him notice this piece of news: "The Belgian manufacturers of paper have formed a ring, and threaten to increase enormously the cost of newspaper material. The publishers of the largest Belgian journals have resolved to resist the operations of the ring. They will open negotiations

soon with foreign firms to arrange for purchasing their paper supplies abroad." Couldn't Canadian paper be shipped abroad?

Robt. Miller, the head of the firm of Robt. Miller & Son, Montreal, is dead.

Mr. Sutton, traveler for Warwick Bros. & Rutter, Toronto, has fully recovered from his recent sickness, and is again on the road.

It is reported that Mr. H. P. Chapman of the Ripley Enquirer has succeeded to a fortune of \$25,000. After that who will say that printers are all poor.

Fred. Dyer, of the Central Press Agency, Toronto, is seriously sick with a complication of a throat disease and la grippe. Many Toronto printers are ill, W. H. Apter being among the number.

The Commercial Printing Co., Ltd., has been incorporated with a capital stock of \$20,000. The first directors are C. G. Major, D. Robson and T. S. Annandale. New Westminster, B.C., is the place of business.

The first public act taken by Mr. W. F. Luxton to establish a new daily in Winnipeg in opposition to the Manitoba Free Press, from the management of which paper he was recently ousted, is noticeable. The application is being made by Messrs. Alexander Macdonald, R. P. Roblin, William Luxton, Colin H. Campbell, Murray Miller and George D. Wood, all of Winnipeg, for incorporation by letters patent of "Northwest Publishing Company" with a capital of \$50,000.

The Toronto Globe has sent two men to Iowa and other American states to glean facts concerning prohibition. J. E. Atkinson, Ex. Sec. Treas. of the Canadian Press Association will write up the temperance side, and John A. Ewan will write up the anti-temperance view of the case. This movement would seem to indicate that The Globe is determined to establish a reputation for being the most enterprising daily newspaper in Canada. It has made some excellent moves during the past two years.

The Publishing and Printing House of Jos. Kosel in Kempten, in Allgäu, has just celebrated the 300th anniversary of its foundation. The firm was started by the Prince Abbot Richard Blarer of Wartensee, and has been conducted up to the beginning of the present century as "Typographia Ducalis," in the princely palace of Kempten. It then came into the possession of the Bavarian Government, from whom the last factor, Herr Jos. Kosel, bought it and gave its name. It changed hands several times since, and now belongs to Herr Ludwig Huber.

A meeting of representatives from the various branches of the printing trade in Toronto was held in Shaftesbury hall last Thursday evening. Pressmen, stereotypers, mailers, and compositors were all represented, and it was decided that an advisory board should be formed, as provided for in the constitution of the International Typographical Union, so that in future all departments will be brought more nearly in touch than in the past. Mr. John Armstrong was appointed chairman of the committee.

In speaking in November of The Parkdale Times published in Toronto, it was called a new paper, while in fact it has been established ten years, but its present dress and appearance is decidedly new and taking. The new management are hustling, and claim to have trebled their circulation. They also claim

that if it were not for the fact that Canadian publishers have to meet in competition several new amateurs set up every year by the typefounders and other manufacturers, such a journal as PRINTER AND PUBLISHER would be so well patronized by prosperous printers that it would be a weekly instead of a monthly.

A Winnipeg despatch says: "R. L. Richardson, editor and part proprietor of the Tribune, was arrested Saturday at the instance of A. W. Ross, M.P. for Lisgar. The matter complained of was the publication of an article, including letters found on a man named Chamberlain, said to be addressed to Mr. Ross with severe comment. The liberals who caused the arrest of Chamberlain claim that he is a personator from Toronto, and the comments of the Tribune implicate Ross in the affair. It is denied on behalf of Mr. Ross that he has received any such letter, and Richardson will have to stand for trial. Richardson is out on bail." The case has since been dismissed.

A deputation of printers from the Government Printing Bureau waited upon the Hon. John Costigan, Secretary of State, last Friday, and presented a petition asking for a reduction of the working hours at the bureau from 54 hours a week to 49. At present the hours are 10 a day, from 7 to 6 o'clock, with an hour for dinner except on Monday, when the day is 9 hours, from 8 to 6, with an hour off on Saturday, when it is only 5 hours, from 7 to 12. What they now ask is that the day be from 8 to 6, with an hour for dinner every day but Saturday, when the time shall be only from 8 to 12. Mr. Costigan had a long and friendly talk with the men, and agreed to consult the officers of his department with regard to the application, but made no promise with respect to granting the request.

Paper can be manufactured out of almost anything that can be pounded into pulp. Over 50 kinds of bark are said to be used, and banana skins, bean stalks, pea vines, cocoanut fiber, clover and timothy hay, straw, sea and fresh water weeds and many kinds of grass are all applicable. It has also been made from hair, fur and wool, from asbestos, which furnishes an article indestructible by fire: from hop plants, from husks of any and every kind of grain. Leaves make a good paper, while the husks and stems of Indian corn have also been tried, and almost every kind of moss can be made into paper. There are patents for making paper from sawdust and shavings, from thistles and thistle-down, from tobacco stalks and tanbark. It is said that there are over 2000 patents in this country covering the manufacture of paper.

While in Chicago attending the last United Typothetae convention, we had the pleasure, says the St. Louis Stationer, of renewing our acquaintance with the employing printers of Toronto. We have an exalted opinion of them after the magnificent entertainment given to the United Typothetae of America at the convention held in Toronto in 1892, and their special kindness to the ladies. W. A. Sheppard was president of the international body at the time, and he was ably seconded by the master printers and leading citizens of Toronto. They are manly men, and showed it in their unbounded hospitality. As remarked by one of the Typothetae speakers at their grand banquet, "their hospitality proved that although the delegates live under two flags, yet one touch of nature makes the whole world akin: that whatever skies bend over their homes, the kindness extended to their visitors show that they have human hearts and human love and that the world is becoming better and happier through communication with one another." We were especially pleased

to meet our genial friends, Sheppard and Murray. Both are master printers of acknowledged ability, and their good sense and wise council have been quite effective in Typothæe deliberations. Mr. Sheppard but recently recovered from a long spell of sickness, during which he had the heartfelt sympathy of his fellow-craftsmen.

It was a cold day for the pool rooms on which "Easy Pickings" Stewart arrived in Toronto, and a fortunate one for him. "Easy Pickings" is a "tourist" printer, to be polite, and stands at the head of his profession in Canada since the death of the "Terror of the Lakes." If there is anything which "Easy" understands better than the work of a compositor it is horse-racing. So when, the other afternoon, he proposed to his friends that they make a few bets at the pool room under his direction, the proposal was received with great unanimity. Upon inspection it was discovered that the entire capital of the party was exactly \$1. It was placed, on the advice of "Easy," on a certain horse, and the horse proved to be a winner. In the next race the same result fell to the party of printers, and for nine races in succession "Easy Pickings" Stewart picked the winning horse. Then the total winnings, amounting to nearly \$100, were divided equally. Of course a celebration followed, and "Easy" gave ample proof that he can spend money around town as fast as he can win it in a pool room.

The lock out in the coal mining district, says the London Stationery Trades Journal, has seriously affected the industries of the country, and we in London feel its effects, printers as much if not more than any other calling, for when trade is stagnated, the printing trade is always the first to be affected. One of the largest paper-makers in the Kingdom recently stated that owing to difficulty in obtaining coal already contracted for, the closing of his mills and of many others is becoming imminent. This, it is added, would lead to a paper famine in the newspaper world. Great distress prevails among the lithographic printers of London at the present time. There is something like 500 of these highly-skilled workmen walking the streets unemployed. Yet, as their Society points out, our shops are filled with cards for the forthcoming Christmas season, on which may be read "Printed in Germany." The working class are largely responsible for this state of affairs, for it is the cheaper class of goods in which they are purchasers at Christmas time, that are principally brought from abroad, and until they insist on being supplied with English goods the evil will continue.

#### A NEW KIND OF TYPE.

A TYPE foundry in Germany has applied for a patent on a new method of constructing types, by which a saving of weight and expense is effected. The new letters are about half the length of those in use at present, and at the end opposite from the face have one or more grooves which engage and set on interchangeable bases. Corrections with such types would be, it is claimed, more easily made, as any letter can be lifted off and replaced by another without disturbing the others. Also piecing would be avoided, as the bases would prevent it. The bases which look like very low slugs are furnished in all lengths, and need be bought only once for each body. If this invention proves practicable it will certainly revolutionize things in the details of the trade. Artist Printer.

Twins—the merchant who will not advertise and the printer who will not take a trade journal.

#### MONTREAL NEWS.

ALL the printing establishments here are busy on the usual contracts which usually wind up the year. The Sabiston Co. are busy with Lithographic work for a number of calendars for the banks and insurance offices, being compelled to work until 10 o'clock every evening to keep up with their work. The Gazette Printing Co. has also been compelled to run overtime in their job department for the same reason.

Mr. Geo. Flint, manager of the Linotype company, is up West at present on a business trip.

The Canada Bank Note Co. has adjusted its loss with the insurance companies, the sum accepted being \$30,000.

Mr. Fred. Williams, the popular city editor of the Gazette, is at present in the Montreal General Hospital suffering from a severe attack of congestion of the lungs.

There is a proposition to bring out a Canadian edition of *We Willie Winkie*, the journal for juveniles in which the young daughter of the Countess of Aberdeen is interested.

The Phoenix Printing Ink Co. is the title of a new concern which has been doing business for the past month on this market. It is backed up by a number of wealthy Montrealers, and has its factory at the Mile End, its office and counting room at 1,922 St. Catherine street.

The Star Almanac is now offered for sale on the streets here and at the various news stands. The issue of 1893 was hard to improve upon, but difficult as it is the edition of 1894 is fuller and more comprehensive. Mr. Graham is evidently determined to make his Almanac a Canadian Whittaker.

A new company in which Mr. Jas. O'Brien the big wholesale clothing man and Dr. Hingston are the chief people has been organized. They have bought out the plant of the old *True Witness*. It is their intention to run a weekly edition for a while, but eventually publish a daily evening paper which will be a recussitation of the old *Evening Post*, which went under some years ago. Mr. Faran a well known Irish Canadian journalist will take the editorial chair of the new establishment.

A new departure in the newspaper world here is the organization for the collection of all routine news, entitled the *City Associated Press*. It is under the management of Mr. Chambers, formerly telegraph editor of *The Star*. The prospectus sets forth as the object of the new scheme its intention to lighten the routine work for the staffs of the different city papers and allow them to devote their intention more to special work. It is a moot question whether it will work satisfactorily or not, but in the meantime all the papers are giving it a month's trial.

By the death of Mr. Robt. Miller Montreal has lost another of the old guard in the printing business. He was connected with the business for a period of over fifty years, and was known all over the Dominion as an honorable and upright man in all his dealings. The deceased, who was in his seventy-fifth year, passed away at the family residence, 33 Park avenue, on Monday morning the 27th, and was laid to rest on the 29th. The late Mr. Miller was a native of Cork, and was an ex-president of the *Irish Protestant Benevolent Society*, and was also an active member of St. James' Methodist Church up to the day of his death. He leaves a widow, one son, Mr. R. A. Miller, and five daughters, Mrs. Dr. J. B. McConnell, Mrs. J. L. Carson, Mrs. G. M. P. Bogan, Mrs. (Rev.) Walter Rigsby, and Miss Christiana Miller, who have the sympathy of a large circle of friends.



## LITERARY BLUNDERS.

**L**ITERARY BLUNDERS: a Chapter in the History of Human Error," is the title of an interesting and amusing book by Mr. Henry B. Wheatley, F.S.A., which is reviewed in *The Paper and Printing Trades Journal*.

As we are indebted to printing for practically all our knowledge except that which we get from our dear teacher, Experience, so we must occasionally blame the same agency for the perpetuation of untruths and some absurd errors.

Some examples of these typographical and literary mistakes which have been hunted down are compiled by Mr. Wheatley. They give a fresh instance of the power of the press.

For example, some words have received the sanction of high authority entirely by mistake.

In Webster's Dictionary there is the word "Abacot" defined as the cap of state formerly used by the English kings, wrought in the figure of two crowns. This word, it has been discovered, is quite an interloper—a mistake for "by-cocket." In spite of this expose of the word by Dr. Murray in the *New English Dictionary*, it has been allowed to stand with subsequent editions of Webster, with a woodcut: "Knise" is a charming word which first appeared in a number of the *Edinburgh Review* in 1808. It was said that the Hindoos run knises through their hands. The reviewer was attacked for his statement, and authorities came forward to declare that they had never seen or heard of knises in India. Here was a fix, and the discussion waxed hot. It was ended, ultimately, by the simple explanation that knises was the printer's error, and ought to have been knives.

In one edition of Scott's novel, "The Monastery," we read, "Art thou but this instant delivered from death, and dost thou so soon morse thoughts of slaughter?" The word is simply a misprint for nurse, but in several learned periodicals correspondents accounted for the word morse etymologically. The word, as a misprint, was printed and read by millions for fifty years without being challenged and altered. When the original manuscript of Sir Walter Scott was consulted it was found that the word was there plainly written "nurse."

The chapter entitled "Lists of Errata," has a special interest for the printer. It is very doubtful, it appears, whether an immaculate edition of any work ever issued from the press. "The story is well known of the serious attempt made by the celebrated Glasgow printers Foulis, to free their edition of Horace from any chance of error. They caused the proof sheets after revision to be hung up at the gates of the University, with the offer of a reward to any one who discovered a misprint. In spite of all this care there are, according to Dibdin, six uncorrected errors in this edition." Tables of errata are frequently neglected in subsequent books, in many of which the same blunders have been committed in various editions, although they have been pointed out in an early issue.

Mr. Wheatley points out that "one reason why misprints are overlooked, is that each word is a sort of pictorial object to the eye. We do not spell the word, but we guess what it is by the first and last letters and its length, so that a wrong letter in the body of the word is easily overlooked."

Mention is properly made of the late Wm. Blades's "Shakespeare and Topography," in which, writing of the typographical blunders to be found in the editions of the poet, he points out that in the majority of cases these will be found to fall into one

of three classes, viz., errors of the ear, errors of the eye and errors from a foul case.

"Every compositor when at work reads over a few words of his copy, and retains them in his mind until his fingers have picked up the various types belonging to them. While the memory is thus repeating to itself a phrase, it is by no means unnatural, nor in practice is it uncommon, for some word or words to become unwittingly supplanted in the mind by others which are similar in sound. It was simply a mental transposition of syllables that made the actor exclaim, 'My Lord, stand back and let the parson cough,' instead of 'My Lord, stand back and let the coffin pass.' (Richard III, i., 2.) And, by a slight confusion of sound, the word 'mistake' might appear in type as 'must take.' 'So you mistake your husbands.' (Ham. iii., 2.)

Errors from a foul case is a class of errors of an entirely different kind: it is mechanical in its origin as well as its commission. The "lay" of the case obviously renders it safe to predicate "that the letter o when away from its own, will be more frequently found in the box appropriated to letter a than any other, b has a general tendency to visit the l box, d, if away from home, will almost certainly be found among the ns." Here is then a good foundation for the re-examination of many corrupt or disputed readings in the text of Shakespeare. Mr. Blades takes Moxon's diagram ("Mechanical Exercises," 1683,) of the lay of the case as that which was probably in use by the printers of the original editions of Shakespeare's plays. He points out that if the compositor in distributing allows his case to become too full, the topmost letters in each box will certainly slide down into the box below, and occasionally, though rarely, into one of the side boxes. When such letters escape notice, they naturally cause erroneous spelling, and sometimes entirely change the whole meaning of a sentence. The compositor is not likely to put his hand into the wrong box: if a wrong letter is used it has generally fallen out of its place.

Other kinds of errors, involving the invention of a new word, are exemplified by the printer rendering instead of "this M.S.," "thisms." The dropping out of a letter results in "immoral works of Milton:" the misplacement of a space, the description of a young lady "without stretched arms," instead of "with out-stretched arms."

It is only fair to say that many so-called "printers errors" are really authors' errors caused by the crabbedness and carelessness of their execrable handwriting. "At the first time of reading the meaning is scarcely intelligible, at the second time some faint glimpse of the writer's object in writing is obtained, and at the third time the main point of the letter is deciphered. Such men may be deemed to be the plague of printers. A friend of Beloe, 'Septuagenarian,' was remonstrated with by a printer for being the cause of a large amount of swearing in his office. 'Sir,' exclaimed Mr. A., 'the moment copy from you is divided among the compositors, volley succeeds volley as rapidly and as loudly as in one of Lord Nelson's victories.' The change of a single letter causes, occasionally, ludicrous blunders, as when the newspaper said that the engine driver put on full steam, dashed up against the cow, and literally cut it into calves.

There isn't a heap of difference between a farmer who doesn't take a local weekly and a printer who doesn't take a trade journal.

**AN ARRAIGNMENT.**

WITH a trenchant pen, the editor of the San Francisco Argonaut scores the press of that city for their lack of a proper conception of their sphere of labor, and their infamous methods and practices. Yet some Canadian journals are as bad as some of the best California journals, and the tendency is downward, if anywhere. Here is a quotation from the writer's article. "What will not these papers do for money? What quack advertisement is too indelicate for them to print? What "massage" notice is too plain for their columns? What lie is to bold for them to tell for coin? What thing is too disgraceful for them to publish in this evil rivalry that is dishonoring and disgracing journalism? Such a press has no influence. These journals have destroyed their power for good. No bad man cares for them. But dread of their vile misrepresentations and abuse may keep good men from public positions or from offering their services to the public for fear of being dragged into a scandalous notoriety by ribald and unprincipled mention.

"We have asserted before and now repeat that San Francisco is literally accursed of its press. There is no other institution on this coast so utterly debauched, so thoroughly licentious, and so absolutely demoralized as the newspapers of this city. Heretofore we have denounced these publications for their mercenary character, their selfishness, their cowardice, their personal jealousies, their vindictive quarrels. We have demonstrated their mendacity and exposed their hypocrisy. We believe they are utterly unprincipled, and in the pursuit of unlawful gains will stick at nothing."

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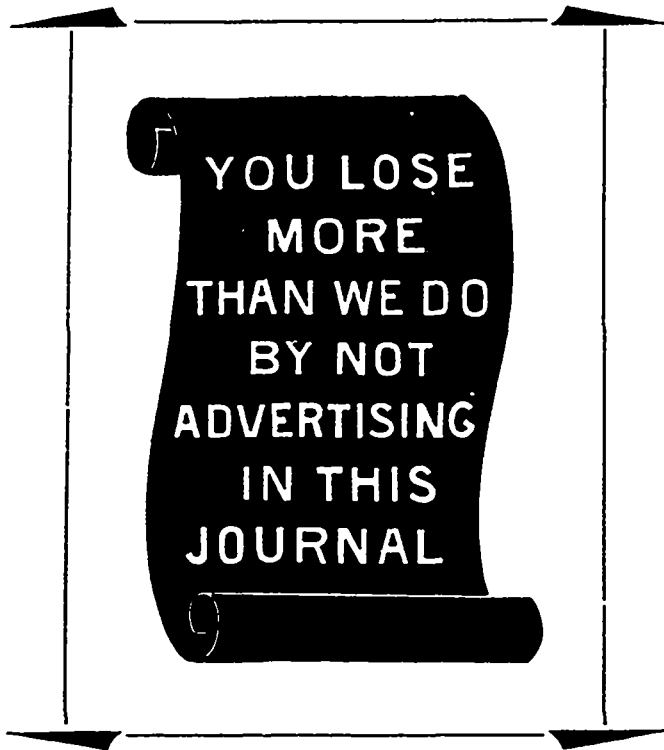
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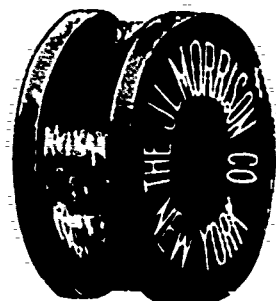
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WE PLAY”

ONCE again as Father Time hobbles up to the finishing post at the end of another short year and turns the sand glass in his weary and wrinkled hand and gives his scythe a twist over to the other shoulder, we turn reflectively to the days that he has mown off the field of Eternity since last we addressed our readers on a like occasion, and our musings and ponderings are of a pleasant nature. The old gentleman has dealt kindly by us, he has permitted us to carry on the work we have hewn out in the sphere which we especially considered as worthy of better consideration ; he has allowed the sun of prosperity to cast its warming beams over our heads, and our hands and hearts have been strengthened anew by the praises and encouraging words he has caused our readers and friends to utter for the work we are striving to do.



ELECTROTYPE OF THIS CUT, 5000.

It is with feelings of the deepest gratitude than we turn again at this festive season of the year to our many friends, readers, and advertisers for their hearty support and appreciation of our efforts to make THE PRINTER AND PUBLISHER the pride of the trade, and a constant and trustworthy “vade mecum” of every enterprising printer and publisher in this broad and blessed Dominion, and it is with inward gratification that we can state

that never at any time in its life has THE PRINTER AND PUBLISHER had so many friends as now.

We review the year's business with great satisfaction. Hundreds of new subscribers have been added to our lists. The number of our advertising pages has been almost doubled by the securing of new advertising and by old advertisers increasing space. All this has been attained by our thorough system of canvas and by the application of our motto: "Push." We are the only publishers in Canada who have canvassers at work in every province in the Dominion the year round.

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Almost every printer you meet now-a-days complains of hard times. You agree with him, of course. Then enquire how this year's business compares with last, and nine hundred and ninety-nine cases out of a thousand he will tell you that his business is twenty-five or thirty per cent. larger than last year. Awfully funny this! complains of hard times and then tells you his business is larger. Are you going to give us anything for 1894? We do not think you have any idea of what we can do for you, as we have said before, a trial is all we ask. You lose more than we do by not advertising. If you are interested let us hear from you.

To be continued—is the motto of trade.



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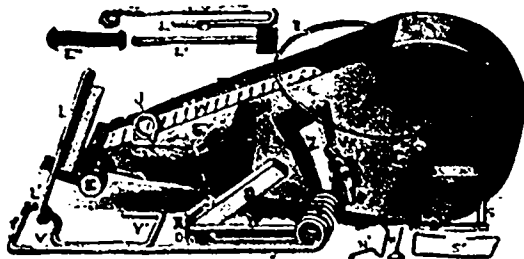
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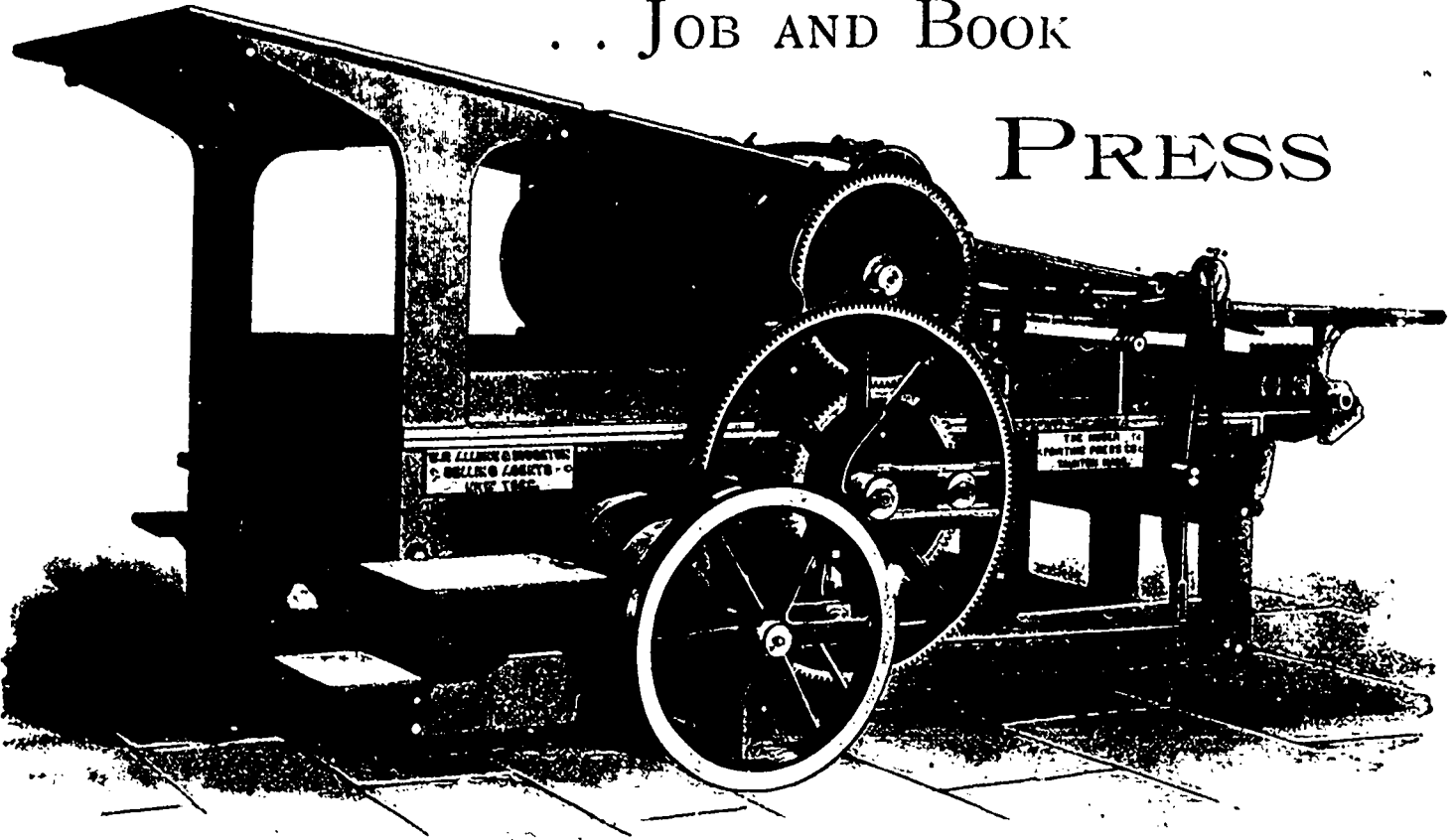
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