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The Printer and Publisher

April 1896



Volume v Price, Twenty cents.

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VOL. V.—No. 4

TORONTO, APRIL, 1896.

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J. B. MACLEAN,
President

HUGH C. MACLEAN,
Sec.-Treas.

CURRENT NOTES.

THE latest story of a newspaper man at a Salvationist meeting is as good as the one which preceded it. It will be remembered that General Booth, once seeing a man rise near the platform with papers in his hand preparing to leave, asked him if he were saved. The individual said no, he was a reporter. This time the scene is laid in Melbourne during the General's Australian tour. A reporter rose at a critical point in the service to go out. "Brother," cried the General, "you will be damned if you go now." Replied the reporter: "I shall be damned by the city editor if I don't go." "But the Lord is greater than the city editor," said the General warningly. "The city editor does not think so," was the retort.

In the department of this journal devoted to news of the paper trade will be found an account of the activity of the Canadian mills at present, owing to the demand for news print. The extra large issues of our daily and weekly press just now are said to explain the greater demand for paper. Perhaps increased circulation may also be a factor. It is a fact that the demand for newspapers is greater in a time of political excitement like the present. However, the chief point for publishers to consider is whether the profits justify an increased outlay for paper. The cost of paper is the biggest item in the office bill. When the blanket form was abandoned a few years ago, the idea was that there would be some condensation of matter. Yet our dailies are spreading out into magazines on the least provocation. It seems to us a note of warning is in season.

One hears a good deal of sympathy for the tired members of Parliament during the continuous sittings of the House of

Commons. A far severer strain is that imposed on the newspaper men in the Gallery. The members appear to be qualified for duty when they can work their jaws only. The correspondents have to work their brains.

The Press Association of the Province of Quebec has risen to the value of the social aspect of a press association by holding an enjoyable dinner. No better result follows from societies like this than the bringing together of newspaper men in friendly intercourse. Much of the acerbity of controversy in print disappears when the writers know one another. One of the reasons why the admirable editorial tone of The Toronto Globe has been so consistently maintained during the past few years is owing to the amicable relations existing between the editors of the paper and their journalistic confreres. The Quebec association is to be congratulated on its enjoyable re-union, which cannot fail to have a good effect. An association with experienced and popular men like Mr. Harper, of The Witness, and Mr. Mason, of The Trade Bulletin, at its head cannot fail to do good work in promoting the unity of the profession.

The English papers are denied the privilege claimed by our dailies of printing statements concerning law suits pending in court. The editors are fined for contempt without mercy. The Saturday Review of March 28 says:

"When are the newspapers, which are constantly being told—after dinner—that they are such a 'power in the land' going to take up the question of contempt of the Court? Judge-made libel is bad enough, but even in the libel trial, if a judge flagrantly misdirects the jury, there is always an appeal. In the case of contempt of court there is no jury and no appeal, and the decision—it may be imprisonment, or it may be a thousand pounds fine for the unhappy editor—depends absolutely on the temper or the digestion of the gentleman who happens for the occasion to be witness, advocate, judge and jury all in one. This week an evening newspaper was hauled before the Divisional Court for publishing the statement of claim in a pending case. Such an act has, we fancy, never been held to be contempt before. Mr. Justice Day, it is true, declared that it was 'a gross and scandalous contempt of court,' but then he always says that. Mr. Justice Wright was more cautious, and 'doubted whether it came within the doctrine of contempt.' And so the editor got off by paying the costs. In other words, he was fined, at a moderate estimate, forty or fifty pounds arbitrarily and without trial or possibility of appeal. There is not a week that this sort of thing does not happen, and the total sum levied from newspapers every year must amount to many thousands of pounds; but nobody seems to mind."

THE QUEBEC ASSOCIATION'S BANQUET.



DUNBAR BROWNE
President Quebec Press Association

THE men who help to mould public opinion in the Province of Quebec—the Quebec Press Association—foregathered with a lot of their friends at the St. Lawrence Hall, Montreal, on Saturday evening, April 11. After doing justice to the really excellent dinner provided by Mr. Henry Hogan, who is the personal friend of all the older newspaper men in the province, they communed together, under the direction of their president, Dunbar Browne, of The Shareholder. They did so in their own way, with short pithy speeches.

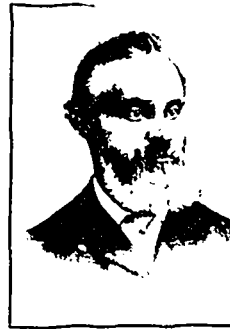
Brother Brierley, of St. Thomas, who sat in the seat of honor on the chairman's right, represented the sister association of Ontario. Mayor Wilson Smith, who is a journalist himself, being the proprietor and editor of The Insurance Chronicle, sat on the left of the chair, and gathered at the other tables were: R. R. Samuel, of The Electrical Age; J. B. MacLean, of PRINTER AND PUBLISHER; Henry Mason, Trade Bulletin; P. D. Ross, Ottawa Journal; H. Harvey, Trade Review; Alfred Leithhead, Star; W. E. Cooper, Star; R. S. White, Collector of Customs; J. P. Roche, Gazette; E. G. O'Connor, Herald; Robert Reid; George R. Flint, Witness; Col. F. Massey, president Dominion Commercial Travelers' Association; Ald. E. G. Penny; Lieut.-Col. Stevenson; P. F. W. Campbell, Dean Bishop's University; Hon. Peter Mitchell; B. Hal Brown; G. E. Langlois, La Patrie; Frank Murphy, manager Academy of Music; R. G. Starke; Rev. John B. Pyke; M. Porteous; J. T. Mitchell, Witness; G. H. de Kermeno, Minerve; J. A. Garvin, W. E. Burgess, Miller McConnell, Herald; A. G. Macpherson, W. A. Weir; C. S. Roy, La Patrie; Jos. R. Roy.

Mr. James Harper, secretary treasurer of the Press Association, read letters of regret for non attendance from the following: H. Beaugrand, La Patrie; D. McNicoll, passenger traffic manager C.P.R., and N. J. Power, general passenger agent G.T.R. Sir Mackenzie Bowell wrote saying that nothing would give him greater pleasure than to spend an evening in the company of the association, and regretting that his public engagements prevented him from leaving the capital.

Before proposing the toasts of "the Queen" and "Governor-General," President Browne spoke a few words on the importance of looking after the junior members of the profession. They were the men of the future and the older members should make it a point to associate with them more and draw them out. He concluded with the loyal toasts named, and then the health and prosperity of Canada was drunk with three times three. The Hon. Peter Mitchell, in responding, gave a very interesting talk on the difficulties he had experienced getting the Maritime Provinces to agree to confederation. He extolled the proud position which the Canada of to-day had attained as a result thereof. There was no country with greater facilities, with greater security to life and property and with a greater degree of justice administered by the courts of the land. "Sink party politics," said Mr. Mitchell, "when the interests of our country are to be considered. I am an old pressman and I

have suffered dearly for it. I am no party man, I am a New Brunswick Liberal, born one, brought up and educated one, and I will die one."

President Brierley, of the Canadian Press Association of Ontario, opened a capital speech by some pleasing compliments to the beauty and financial position of the city of his hosts. It was a city of which they had every reason to be proud—not only Montrealers, but all other Canadians, for, as the speaker pointed out, its progress and development, from the days of La Salle to the present time, were so intimately associated with the growth of the country in general that one could not be divorced from the other. He then went on to speak of the work that was being done by the Ontario Association, pointing out that its intent was the practical benefit of its members. With this object in view their annual conventions were devoted to the discussion of all matters pertaining to the business of publishing a newspaper. He showed clearly how the conventions of the Ontario Association were made valuable to those who attended by the interchange of ideas on such subjects,



HENRY MASON
1st Vice-President Quebec Press Association

for instance, as uniformity of advertising and printing rates, publication of advertisements and in other ways emphasizing the responsibility of newspaper proprietors to the public. He urged that if the responsibility was not recognized the result would be slovenly work. He illustrated his argument by a comparison of the treatment accorded the Venezuelan troubles by the English and Canadian and American press respectively. The

former had treated the matter calmly and logically, while the latter had seized on the sensational features and neglected all else. That such a course was dangerous none could deny. If the Press Associations could educate the profession up to a higher standard in all matters of this kind and the cultivation of a broad national spirit among Canadians their work would not be useless. President Brierley closed an eloquent and patriotic address by urging his hosts to extend their provincial association with the view of merging it into a Dominion association, and promised the hearty co-operation of the Ontario Association in this connection.

Speeches from P. D. Ross, of The Ottawa Journal, His Worship the Mayor, Col. Stevenson and Dr. F. W. Campbell, all short and crisp, followed. During the evening there was some capital singing, Johnny Roche, of The Gazette, giving "The Vicar of Bray" as he usually does, and Bob White, in lieu of a speech, the patriotic song and chorus, "There's a Land That Bears a Well-known Name." Dr. Reid delivered his own poem, "Canada," and a lot of other talent helped toward the evening's enjoyment.

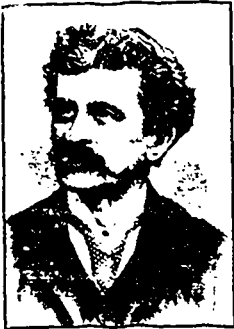
THE OFFICERS OF THE ASSOCIATION.

Dunbar Browne, M.A., D.C.L., the president, is one of the editors of The Shareholder. He is a graduate of McGill College, where he took high honors. He practised at the bar for a number of years, but eventually the attractions of journalism fascinated him and he joined the staff of The Montreal Herald as one of its leader writers. After three or four years' service in

the ranks of daily newspaper work, he acquired an interest in the paper he is now editing, and has since been connected with it.

Louis Charles Belanger, Q.C., the second vice-president of the association, is one of the representative journalists of the Eastern Townships. He is a native of the district, having been born near St. Hyacinthe. After graduating from the college in that city he practised law for several years, being at one time Crown Prosecutor for the district. In 1874, with his brother, L. Belanger, he started a paper called *Le Progres*, afterwards selling out. In 1882 he started another paper, the *Progres de l'Est*, a lively French-Canadian weekly, in the Liberal interest. He has served in the militia, organizing the first purely French-Canadian company in the Eastern Townships, viz., No. 4 Company, 53rd Batt. Civic honors have also sought him out, for he was elected in 1881 to the South Ward of Sherbrooke. He contested the county of Richmond and Wolfe in 1875 for the Commons. He is now Mayor of Sherbrooke.

Mr. Henry Mason, proprietor and editor of *The Trade Bulletin*, Montreal, is a native of Holt, Norfolk, England. He came to America in 1870 and entered the field of journalism as commercial editor of *The Montreal Star*, which position he resigned to accept a similar post on *The Gazette*. This he held for several years, and eventually commenced the publication of *The Montreal Produce Bulletin*, a weekly circular, which is still issued for the use of the produce trade. Encouraged by the success of this venture, Mr. Mason started *The Trade Bulletin*, a weekly commercial journal, in 1886, which soon began to be recognized in the trade as an authority on commercial and financial matters, and from its inception has proved a success.



L. C. BELANGER
2nd Vice-President Quebec Press Association.

Mr. Mason is a member of the Board of Trade and Corn Exchange, with which institutions he has been closely connected for the past fifteen years.

Mr. James Harper, secretary-treasurer, is a native of Edinburgh, Scotland, and saw journalistic service in Boston, Chicago and New York for several years before settling down in Montreal. He was for many years city editor of *The Gazette*, afterwards city editor

of *The Witness*, publisher of *The Cornwall Standard*, and at present is on the editorial staff of *The Witness*. Mr. Harper has been president of the Press Association, was for several years Montreal correspondent of *The Globe*, when the Hon. George Brown was at the helm, has been president of the Montreal Caledonian Association, hon. secretary of the Quebec Provincial Equal Rights Association, and has held other positions of usefulness in public service, all of them purely honorary in character, except the service with his regiment at the front during the Fenian raids of '66 and '70.

"My article on the death of Col. Jones was plain enough," said the enraged editor. "I wrote in plain words that 'he died shouting praises and went where all is well.'" "Doesn't it read that way in the paper?" asked the proofreader. "It does not!" shrieked the editor; "it reads: 'He died shouting blazes and went where all is hell!'"—*Atlanta Constitution*.

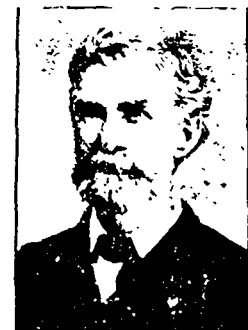
SCRAP BOOKS FOR NEWSPAPER OFFICES.

FOR the past twenty-five years, says Will Hamilton, in *The Clipping Collector* for April, I have endeavored to find a comprehensive, a secure and a simple way to save my scraps and newspaper clippings. During this time, being engaged in the newspaper business as editor, publisher, owner, also as correspondent for several metropolitan papers, I naturally came across many things worth saving—saving for the use of others and for myself in my newspaper work of the future. During these twenty-five years I have tried almost as many different plans; have devised a number of my own. I have used boxes and envelopes, alphabetically arranged and dated; I have used a book similar to the one I believe I saw advertised in your paper, viz.: a book with pockets, alphabetically indexed, but all of these plans I found inconvenient, and if not inconvenient, subject to a loss of some of my most valuable selections and then the wear and tear of handling them soon made them unintelligible.

Of all the methods I have used, I find my present scheme the best and most satisfactory. While it cannot be carried out without care and work, and the clippings can only be disposed of by copying, it is certainly a plan that gives the most satisfaction. In case I wish to send to a friend a clipping on any subject, whether in brief or in whole, I can easily make a copy either by pen or typewriter, and then have the satisfaction of still retaining, myself, the clipping for my own or others' use in the future.

Every state in the Union, every year, publishes yearly reports. For instance, the State of Indiana issues the *Indiana Biennial*, or, mayhap, a *Report of Agriculture*, another of *Geological Formations and Discoveries*, *Reports of the Health Department*, *Report of Statistics*, and so on. These books are well bound in black cloth, the binding being firm and durable. The pages are eight and a half inches long and five and one-fourth inches wide. There are 500, 600, and 700 pages in each book. These books can be obtained direct from the State Capitol, or at the county offices, a few at a time, and cost nothing (I have now 13 copies ready for use when I need them). I take one of these books, cut out two pages and leave one, which leaves about 215 pages for my reading matter—the paste and clippings taking up the vacancy of two pages cut out, and leaves the book in proper thickness. I do not cut the leaves out at one time, but 25 or so, as I use them. To do otherwise would make the book unwieldy to use until half full. Having my book ready, I have selected my clippings, cutting to column rules all the time. These clippings can be assorted and arranged to suit.

Having the book and clippings, I make good flour paste, place some wide and long magazine which I do not care for on the table near me, lay my clippings face down on a page of the magazine, or what I use for "paster," put the paste on the back of the clipping with a small brush, and lay the clipping where I want in the book, wipe it down to its place and as smooth as I can, and continue in this manner until I get as many in pages as I want for that time.



JAMES HARPER
Sec. Treas. Quebec Press Association.

THE DINNER TO GILBERT PARKER

AT the dinner given to Gilbert Parker, the Canadian novelist, at the National Club, Toronto, on the 6th inst, capital speeches were made by two of the newspaper men present: J. S. Willison, of *The Globe*, and A. F. Pirie, of *The Dundas Banner*. Among other newspaper men present were: Stewart Lyon, John A. Ewan, Frank Smith, Carter Troop. Mr. Willison replied to the toast of "Canadian Literature," and Mr. Pirie to that of "Canada and the Empire." The humorous allusions of both speakers were keenly appreciated. Mr. Willison repelled the charge that Canadian literature was not making progress. They need not go outside that very room to find writers of note. There was Mr. Creighton, for instance, well-known to fame as the author of that valuable book "The People's Almanac," noted for its deadly accuracy and its equal distribution of weather and political information. (Loud laughter, in which Mr. Creighton led.) There was Hon. G. W. Ross, whose works commanded an immense circulation. His latest book was meeting with the same success as its predecessors. He referred to the report of the Minister of Education for 1895. The Lieutenant-Governor was also a successful literary worker, and his annual achievements at the opening of the Legislature were always read by the nation. Colonel Denison as the author of "Judgments at Short Notice" was justly known to fame. Last, but not least, was Mr. Pirie, whose book on the "Economic Relation of Cordwood to Subscriptions" was a text book in the publishing offices of the country, while the same author's scientific treatise on the manufacture of cheese in a churn held the field in its own line. When the laughter had subsided, the editor of *The Globe* branched off into a serious vein and delivered a telling and eloquent speech.

Mr. Pirie's turn came, and he began by announcing that the previous speakers had referred to London and to Toronto and other places as literary centres. He desired to protest against the pointed omission of Dundas in the list. (Laughter.) He had no sympathy with the complaint that in fiction Canada was not holding its own. The presence of the distinguished guest of the evening (Mr. Parker) was an answer to that. "Besides," he continued, "have you read the editorials in *The Globe*?" (Laughter). They excelled as works of fiction. There was also Col. Denison's "History of Cavalry," which was a fine effort of pure imagination. (Renewed laughter.) Mr. Pirie also concluded his speech with an eloquent tribute to Canadian literature and national unity. As after-dinner speakers it is hard to beat some of our newspaper men. It should be added that the success of the Parker dinner was largely due to the initiatory efforts of Mr. Willison, Mr. Ewan and other journalists.

THE CHARACTER OF THE DAILY PRESS.

THE Age of Steel, the St. Louis (Mo) iron trade weekly, makes this charge against the daily press. "Anyone whose reading of newspapers has been close, and at the same time extensive, must be impressed by the changes which have come over the morale of the daily press. From ideals and aims none too high a few years ago, yet inspiring a standard of moral conduct whereunder the sinning was mainly political, the metropolitan daily newspapers have, with a few honorable exceptions, sunk themselves to the plane of characterless and thrifty commercialism. To-day, the average newspaper in New York, Boston, Philadelphia, Chicago is, in reality, in both its business and

editorial management devoted in spirit and purpose to the interests of its local advertisers. As between these special interests and any great principle in which the people at large are interested, the former take precedence and are given the right of way when the clashing compels a decision.

"Evidently the great cheapening of newspapers to the public has made them more dependent than ever before upon advertising patronage, notwithstanding the lessened cost per copy at which they may now be turned out; and it is in this fact possibly that the secret of the steady deterioration in newspaper character may be discovered."

DIVISION OF ARTICLES.

The practice of dividing long articles into separate items by means of the three-em dash is criticized by THE PRINTER AND PUBLISHER, Toronto, Canada. The editor asks, is this a device to get people to read the article? He believes the use of the three-em dash to be a doubtful expedient—typographically and grammatically. However this may be, it is a fact that the practice reveals a feature of popular taste directly created by the short editorial and paragraph of the daily newspaper. Typographically, there seems to be no objection to the character itself, as an asterisk is equally objectionable from the same point of view. Whether it is or is not legitimate to divert a character from its original use we do not feel able to decide. People now want condensed information, and the paragraphed, divided article shows it.—N.Y. Paper and Press.

BUSINESS FROM CLIPPINGS.

Not long ago a little item about a new school house appeared in the correspondence of a Michigan newspaper; the paper went to Boston, where a clerk with a pair of scissors, dutifully scanning its columns, cut out the innocent two-liner, pasted it on a slip, filled in some blanks, and forwarded the slips to a large furniture firm in Chicago. The furniture firm sent the slip to their traveling man in Michigan, and that man went to Benton Harbor, inquired the way to Oronoko, and engaged a livery rig to drive him to the new school house, in hopes of selling the School Board the furniture for their house. A little round-about, but quite unique; and this is only another illustration of how business men in this age "get there." Another firm who deal in another class of goods may pay the bureau for information regarding possible openings in their line, and so it goes. The man who does business nowadays must go after it, in some manner, through the newspapers.—Clipping Collector.

DON'T BE WITHOUT IT.

Chatham Banner: "The February number of PRINTER AND PUBLISHER, the trade journal of Canadian newspaperdom, is to hand, containing a concise yet complete report of the proceedings of the recent annual meeting of the Canadian Press Association, in addition to several pages of news items and articles invaluable in every newspaper office. To its brothers of the press who are not subscribers to THE PRINTER AND PUBLISHER, The Banner would say, like Punch, 'don't—be without it any longer.'"

Palmer's machinery agency has sold a two-revolution Cottrell press to The Brockville Times. The same office has also bought a large paper cutter.

NORTH AMERICAN LIFE ASSURANCE COMPANY.

THE annual statement for 1895 of this solid and progressive company has just been published, the official returns to the Dominion Government having been promptly made on the 31st of December last at the close of its year's business. The report shows that substantial and solid additions have been made to the insurance in force, assets, net surplus, the movements of which items from year to year indicate progress or the reverse of a company.

There are four items in a life insurance company's statement from which a very good idea can be obtained of its progress or retrogression. If these items are carefully compared at the end of certain years, the company's record and standing can be ascertained. The items referred to are cash income, assets, net surplus and insurance in force, and at the end of the last three quinquennial periods of the North American were as follows.

| | Cash income | Assets | Insurance in force | Net surplus |
|------|-------------|------------|--------------------|-------------|
| 1885 | \$151,402 | \$ 343,746 | \$ 4,849,287 | \$ 16,001 |
| 1890 | 354,651 | 1,434,325 | 11,076,554 | 127,149 |
| 1895 | 581,478 | 2,389,518 | 15,442,444 | 405,218 |

During the last quinquennium it will be observed that the cash income has increased by 64 per cent., the assets by 122, the insurance by 53 and the net surplus by 219.

The operations for 1895 were more successful than in any past year; policies issued exceeded \$3,000,000, the cash income reached \$581,478, while the sum of \$67,000 was added to the net surplus, now amounting to over \$405,000, after setting aside \$25,000 out of the year's earnings as additional contingency reserve fund to anticipate a change in the basis of valuation. The solid character of the company's assets is vouched for by the comparatively small amount of interest due, and the failure to find among them any trace of such undesirable items as "commuted commissions," "agents' balances or advances," "bills receivable." The North American claims a higher ratio of assets to liabilities than any other Canadian company, and compares most favorably in this respect with the very best of the American companies.

It is well known that mere size does not always guarantee strength or ability to make satisfactory profit returns to policyholders, and this is practically borne out in the record of the North American Life, for not only is it relatively about the strongest life company in the field, if we gauge strength by a comparison of assets to liabilities, but it has for several years past been paying handsome returns under its investment policies, which has tended to make the company one of the most popular in the Dominion and a favorite with its agency staff. As an evidence of this, it may be mentioned that several policy holders have just received from this company a return under fifteen-year investment policies, which have given them insurance for the term named, and then returned the whole of the premiums paid with compound interest thereon, at the rate of about five per cent. per annum. Certainly such a result as this should satisfy any policy-holder, and no doubt will attract the attention of intending insurers to the special forms of investment policies issued by the North American.

The success of the company and the high standing it has attained owing to its splendid financial position must be exceedingly gratifying to all those interested in the company, and also to those who watch the progress of our Canadian institutions. It has an excellent staff of officers, and the mention of the name of the president, Mr. John L. Blaikie, is sufficient to inspire

confidence and give assurance of caution and skill in everything connected with the investments of the company, while the name of the managing director, Mr. William McCabe, F.I.A., is sufficient evidence that all that experience and actuarial skill, so essential to the success of a life company, is being exercised in the management of the North American. In the efforts made by Mr. McCabe to push forward and promote the interests of the company, he has always been ably assisted by Mr. L. Goldman, A.I.A., the company's secretary since its inception.

A CAUTIOUS HOUSE.

A notable exception to the printers' supply houses who have been so reckless in giving credit to weak concerns, is the old established and conservatively managed (in this respect, at least), business of Buntin, Gillies & Co, Hamilton. Doing a large business with the best printing trade throughout Canada, they carefully avoid selling to anyone who is not financially sound. Some years ago this firm did a considerable business with Toronto printers, but found so much difficulty in steering clear of the numerous (more numerous at that time, we are happy to say) concerns who had no right to credit; they therefore withdrew from Toronto, and the events of the past few years show their wisdom in doing so. Buntin, Gillies & Co. have just taken stock and closed their books for the year. They state that their losses, from failures of customers, were smaller than in any year for the past decade, which in the present state of trade says a great deal for their judgment of whom to sell to on credit; nor do they hold, nor are they even indirectly interested in, any chattel mortgage. Very few wholesale houses doing such a large trade can say so much.

THE PRINTING BUSINESS IN MONTREAL.

CUTTING in prices is a serious matter with the printing trade, the multiplicity of small offices aggravating the evil. Perhaps no place in the country is worse cursed in this respect than Montreal. People go into business with a small hand-press, a few fonts of type, and call it a printing office. They will take orders for the class of work they are capable of turning out at any figure. The result is that any attempt to maintain prices on a reasonable scale is impossible, and concerns who have an expensive plant and large capital invested have to suffer. Many of the latter are beginning to give the matter serious consideration, in view of the frequent failures in Montreal of late. In many instances these failures have been due more to reckless cutting in prices than anything else. Accordingly, the more reputable printing houses propose to watch the list of creditors very closely in future. If they find that firms to whom they give their custom encourage these privateers of the trade by allowing long credit, they say they intend to cease dealing with the former, explaining at the same time their reason for doing so.

A CANADIAN INVENTED TYPEWRITER.

The Linotype Co. of Canada have secured the patents for Canada for the Oliver Typewriter, which they will manufacture at their factory on Bleury street, Montreal. This typewriter is the invention of a Canadian, the Rev. Thos. Oliver, late of Woodstock, Ont., and now of Woodstock, Ohio, at which place the American factory is situated.

IN DARKEST TORONTO AGAIN.

THE newspapers in various parts of Canada continue to discuss warmly the present state of the printing business, which, by reckless rate-cutting from houses that are not leaving themselves sufficient profit, is being reduced to a serious condition. Toronto is looked upon as one of the centres of this kind of thing, and Montreal, apparently, is another. The only hope for a reform is a vigorous crusade against the system by every legitimate means. The men who pay cash, for instance, are singularly lax in bringing their influence to bear to prevent weak men from getting credit. The supply houses are not worrying themselves much over the matter, and will, no doubt, continue—in some cases with less caution, in others with more—to fit out the price-cutters as long as the rest of the trade will stand it. How long are they going to stand it? The supply houses should be solemnly warned that the eye of the trade is upon them, and that lists of creditors will, in future, be scanned with the closest scrutiny. Take a case in point. About ten years ago an American press manufacturer used to supply machines without any regard to the financial standing of the customers. Several weak houses got an outfit in this way, and, after bleeding part of the life out of the business, collapsed. The printers who are trying to pay a hundred cents on the dollar got angry and pointed out to the manufacturer the injustice of setting price-cutters up in business. He took no notice. They then held a meeting and discussed the situation. They decided that there were other makers of presses who would suit them better. In consequence, during the last five or six years the presses of Cottrell, Miehle, Scott, Kidder, and one or two other makes have been replacing those of the house which kept weak concerns afloat. We are not in favor of boycotting the supply houses without giving them fair warning. They now know that the printers do not approve of their action in supporting price-cutting houses. We will forgive the past. If, however, they continue the practice they will find that the leading firms will, wherever possible, go elsewhere to buy.

In common with its contemporaries, *PRINTER AND PUBLISHER* has spoken out plainly on this subject. When a failure occurs, it is fitting that a moral should be drawn. The man who happens to furnish the moral naturally does not like being referred to. No one cares to have his business difficulties discussed in public, but when the common interests of the trade demand it, there is no reason why temperate discussion, without personal motive, should not do good. In last issue the case of the Brough Co. was referred to, and Mr. Brough complains to *PRINTER AND PUBLISHER* that no mention was made of the fire at his premises, which crippled his business when he was putting it on its feet after the first failure, and to which cause he attributes a good deal of his subsequent embarrassment. No doubt the fire was a blow. Mr. Brough is entitled to some sympathy on that score, especially as he has made strong efforts to repair his business and put it on a better footing. As we said last month, Mr. Brough is a good printer, and, it might be added, a popular man, too, and just here we are not going to insist too strongly on the necessity of a business man making adequate provision against even such an unexpected set-back as a fire. *PRINTER AND PUBLISHER* has no earthly interest to serve except the common good of the printing trade and the principle of sound business. Anyone who states the contrary

is talking through his hat. But free discussion is a good thing, and we propose to follow it. In connection with the Brough matter, allusion was made to a number of supply houses, among them Buntin, Reid & Co., and Mr. Buntin makes the following explanation of his policy regarding this particular case: When Brough & Caswell failed, his firm made a loss and determined not to repeat it. On the concern being reconstructed as the Brough Printing Co., credit was not given, and for eight months cash was demanded on sales aggregating over \$3,000. As the Brough Co. were apparently doing well, a limited line of credit, amounting to \$1,000, was allowed, and when it ran to \$1,200, further credit was not granted. A purchase of paper for a certain job amounting to over \$600 was made. This the fire destroyed. To let the office continue, a second supply for this job was allowed. This \$600 and the \$1,200 line of credit make up the \$1,900 odd for which Buntin, Reid & Co. figure in the list of creditors. Mr. Buntin claims to have done all he could to preserve the interests of cash customers, and believes this statement puts the matter in a fairer light for him. What we have to say at present is this: If the supply houses think they are being unjustly criticised by the trade of the country, why don't they, in their own interest, get together and resolve to pursue a uniform conservative policy in regard to all weak concerns?

Meantime, the newspapers are down on the whole system. The Brockville Times says: "Unfortunately, it is not the supply houses who pay the losses in this business or any other. It is the hardworking publisher who pays one hundred cents on the dollar, and who has to pay his proportion of the estimate calculated by the wholesaler to cover bad debts. It is the rotten system of long credits, and reckless credits, permitted by the wholesale house in its anxiety to do business. If the wholesale houses would only sell more for cash and at lower uniform rates all concerned would be benefitted and make more money."

The Arnprior Chronicle alludes to the habit which cut-raters in cities have of sending out canvassers into the country soliciting orders. "Quoting very low rates, they are in receipt of plenty of orders, and the patrons wonder how the local printers can have the effrontery to charge rates so high as they do. As a matter of fact, the rates of local printers are far from being exorbitant. They are only living rates, based always upon the cost of production. When city printers have a lower tariff or when mushroom local concerns offer to turn out work for a mere song somebody is suffering."

GILDING A DISTASTEFUL PILL.

A practice that is much more common in England than in this country is that in which the large employers of labor remember the old hands when laying them off. Substantial gifts are usually the form adopted. This practice has been frequently followed in newspaper offices upon the installation of composing machines. A recent case is that of The Manchester Guardian, which has been compelled to reduce its staff of compositors. Five of the older men received the usual fortnight's notice. To enable them to have an opportunity to seek other situations, the firm made the grants in proportion to their length of service. Two have had checks for \$500 each, one for \$375 and two for \$250 each.—Newspaperdom.

NEWSPAPER POSTAGE.

RECENTLY in the House of Commons at Ottawa Mr. Devlin asked Sir Adolphe Caron why *Town Topics*, a Montreal publication, had been refused free transmission through the mails by the Government. In reply the Postmaster-General stated that it was because the publisher had not complied with the statute in that he had been unable to produce a list of subscription.

And therein lies the keynote of a matter of injustice that militates against the progress and success of the newspapers of to-day.

Since newspapers have been carried free there has been an immense increase in that class of publications. Under guise of newspaper matter the insurance companies and big concerns of all kinds have sent catalogues in thousands all over the Dominion. With long lists of prices and alluring advertisements many of these—for postage purpose—newspapers have nothing but stereotype matter, purchased by the column, all ready to use. Instead of being news of the day this matter is scissored from old newspapers, and usually consists of wonderful happenings that have long since been chronicled in the legitimate newspaper sphere, and a collection of venerable jokes that have done almanac duty for many years.

American publishers are meeting with the same difficulty and a very radical bill has been introduced in the House of Representatives. The bill is being fought by a committee of New York publishers, who argue that enormous correspondence results from the circulation of this class of publications which will be ostracized by the proposed legislation. The Postal Department, say these gentlemen, reap benefit in this way, and they dignify the fake advertising sheet with the name "trade paper." The measure may not pass in quite so radical a form as it now is, but what the bona-fide trade paper publishers think of it is shown by the fact that at a meeting of the directors of the American Trade Press Association, held in New York, the following resolution was unanimously adopted:

"Resolved, That the Board of Directors of the American Trade Press Association desire to express their approval of the provisions of the bill (H. R. 4566) introduced in the House of Representatives by Mr. Loud, of California.

"This approval is based particularly on its provisions excluding from the mails a class of printed matter, not in any sense publications based upon a list of bona fide subscribers, but which is made to assume some of the characteristics of legitimate periodical publications for the purpose of securing the advantage of second-class postage.

"As publishers of established newspapers, whose business is based upon a legitimate constituency of paying subscribers, they are entirely willing to forego the advantage of mailing sample copies at pound rates, and gladly advocate the change proposed, believing that in no other way can the abuses which have injured the post office revenue and the business of reputable publishers be overcome. David Williams, R. P. Bothwell, L. J. Mulford, W. M. Lawton, secretary, Clifford Thomson, L. D. Gallison, directors."

Christmas and holiday price lists, gotten up in gay style, have been sent out postage free until the Post Office Department has found the work of handling thousands of tons of such matter too great an expense to the public. It is said that some big concerns now send out free every month 100,000 circulars that used

to cost one cent each for postage. Big manufacturers start a little trade journal and fill it with a small amount of re-hashed reading matter and a large amount of judicious booming of themselves. This proceeding overloads the mails.

It is proposed to establish regulations, and the Canadian Press Association are obtaining information, with a view to moving for them. An endeavor will be made in general terms to secure the following changes:

So that no paper shall be carried free in the mails if it is directly or indirectly supplied free to its subscribers. That every paper shall be registered, and no paper shall be sent free if its proprietor is interested in the sale of goods for booming which the paper evidently exists. That sample copy rates shall be four cents per pound. That new papers must pay a certain sum to a fund to prevent free transmission of "fake" publications. That a newspaper shall give three months' notice in the *Canada Gazette* of its objects, proprietors, etc. That a newspaper must be three years in existence before it becomes entitled to free mailing privileges.

These propositions will likely be modified in the course of their passage into law, but some similar regulations, removing the unjust postal expense and unfair competition of the "fake" periodical from the field of legitimate newspaper competition, should meet with the favor of the taxpaying public as well as the members of the fourth estate.—*Toronto Telegram*.

A TRIBUTE TO THE CANADIAN PRESS.

At the dinner of the Canada Club in London lately, at which Mr. Chamberlain, the Colonial Secretary, made his great speech on an Imperial trade policy, the toast of "The Press" was coupled with the name of Mr. C. Moberley Bell, the able manager of *The Times*, reference being made to that great paper's sympathetic course toward Canada. Mr. Bell, in replying, said: "Comparing the press of other countries with ours, if I place the country of the paper with which I am connected first, I should place second not those which belong to any foreign country, not even those which belong to that country which is not foreign quite—the United States—but I would say that the press of the colonies, the press of Canada and Australia, is superior to the press of any other nation in the world."

REID'S QUESTION ANSWERED.

Before Whitelaw Reid became Minister to France he devoted a good deal of his time to the conduct of his paper, *The Tribune*. The copy editors, who put up the headlines of stories of the day, fell into the habit of making most of them interrogative, as, for instance, "Was It Murder or Suicide?" or "Did She Kill Him for Love?" or "Will the President Sign It?" etc.

The entire paper was specked with interrogation points. This thing had been going on for weeks, till one day a postal card arrived, addressed to Mr. Reid and marked personal. It read as follows:

"I'm getting awfully tired of your questions. Why don't you find out something? A great newspaper is supposed to know everything, and ought not to annoy its readers with needless inquiries. This morning you ask, 'Will Mr. Platt Consent?' How the hell do I know?"

That night an order came that *The Tribune* must ask fewer questions.—*Fourth Estate*.

25TH ANNUAL REPORT

OF THE

Confederation Life Association.

A PROSPEROUS YEAR.

AN INCREASED VOLUME OF NEW BUSINESS WRITTEN—A VERY FAVORABLE DEATH RATE—A REDUCED EXPENSE RATE—INCREASES IN ASSETS, INCOME AND SURPLUS.

THE annual meeting of the Confederation Life Association was held at the Head Office of the Company, Yonge, Richmond and Victoria streets, Toronto, on Tuesday, March 17th, at the hour of 3 p. m. There was a good attendance of policy holders, shareholders and members of the agency staff.

On motion, the Hon. Sir W. P. Howland, C.B., K.C.M.G., was called to the chair, and Mr. J. K. Macdonald, Managing Director, appointed secretary of the meeting.

The Report and Financial Statements relating to the business of the Company for the year 1895 were submitted as follows:

REPORT.

During the past year the Directors have had under consideration 2,540 applications for insurance to the amount of \$3,736,150. This includes five applications for \$8,000, which was deferred at the close of 1894, 2,389 for \$3,474,150 were approved, while 134 for \$230,000 were declined, not being up to the standard; and 17 for \$32,000 were incomplete at the close of the register and were deferred. Adding to the above issue the revived policies of previous years, which had been written off, and the bonus additions, the total issue for 1895 was 2,421 policies for \$3,544,920. The total business on the books at the close of the year was \$26,611,718, under 17,590 policies on 15,413 lives. From this it will be seen that, though the year was quite unfavorable for the life insurance business, and many companies fell behind in the volume of new business as compared with the previous year, and while the total insurance written by all the companies for the year is a good deal less, we have been able to maintain an equal volume with a lesser expenditure of several thousand dollars than in 1894.

The claims by death were 108, calling for \$171,847 under 121 policies. In view of the amount at risk, it will be observed that the death-rate was very favorable, a fact which bears continued strong testimony to the care exercised in the admission of only good, healthy lives.

The Financial Statements which form part of the report will be found to furnish full information regarding the position of the Association.

The past year, on account of the continued and intensified commercial depression, called for more than usual care in conducting a business such as ours, combining insurance and investment: it cannot, therefore, fail to be a source of gratification to our policy-holders and shareholders to observe the very substantial advances made in all those features which indicate real progress and careful management. Some of these are:

1st—Maintaining an equal volume of new business and carrying on the old with a total expenditure over four thousand dollars less than in 1894.

2nd—Increased income.

3rd—Increased assets.

4th Increased surplus, notwithstanding the payment to policy-holders during the year of over \$87,000 in profits.

These facts will prove the wisdom of the policy pursued by your Directors and Management to secure a fair volume of business at a fair cost. The business has been sought for on strictly business principles, and means unfortunately too frequently used to procure applications, such as rebates, are strictly prohibited.

The report of the Auditors, who have continued to give regular and careful attention to their duties, will be found appended to the report.

It is a source of deep regret that we have to announce the death, since the completion of the audit for the past year, of Mr. William E. Watson, F.C.A., who has intelligently and faithfully discharged the duties of joint auditor for a period of six years.

Your Directors are pleased to report that the office and field staff continue to discharge their respective duties in a zealous and efficient manner.

All the Directors retire, but are eligible for re-election.

W. P. HOWLAND, President.

J. K. MACDONALD, Man. Director.

FINANCIAL STATEMENT.

| | |
|----------------------------------|----------------|
| Receipts | \$1,622,642 02 |
| DISBURSEMENTS. | |
| To Policy-holders. | |
| Death Claims | \$165,879 17 |
| Endowment Claims..... | 75,444 00 |
| Annuities | 4,693 40 |
| Surrendered Policies | 63,650 11 |
| Dividends | 57,105 19 |
| | \$307,073 87 |
| Expenses, Commissions, etc. | 196,281 30 |
| Dividends to Stockholders | 15,138 00 |
| Balance | 454,148 85 |
| | \$1,062,642 02 |

BALANCE SHEET.

| | |
|---|--|
| Total Assets | \$5,324,438 89 |
| Total Liabilities | 4,090,184 86 |
| Cash Surplus above all liabilities | \$ 1,234,254 03 |
| Capital Stock | 1,000,000 00 |
| Total Surplus Security for Policy-holders | \$1,334,254 03 |
| | J. K. MACDONALD, Managing Director. |

AUDITORS' REPORT.

We beg to report that we have completed the audit of the books of the Association for the year ending December 31st, 1895, and have examined the vouchers connected therewith, and certify that the financial statements agree with the books and are correct.

The securities represented in the assets (with the exception of those lodged with the Dominion Government, amounting to \$84,500, and those deposited with the Government of Newfoundland, amounting to \$25,000) have been examined and compared with the books of the Association and are correct and correspond with the schedules and ledgers.

The bank balances and cash are certified as correct.

W. R. HARRIS,

WM. E. WATSON, F.C.A.

Auditors.



Toronto, February 27th, 1896.

The retiring Board of Directors were all re-elected, and a meeting of the new Board was held immediately after the annual meeting adjourned. Sir W. P. Howland, C.B., K.C.M.G., was re-elected President, and Messrs. Edward Hooper and W. H. Beatty, Vice-Presidents.



CHROME CO., LTD.,
LONDON, W.

PRINTED WITH
A FULTON & CO'S DIFFERENTIAL TINTING INK

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|---|--|---|
|  Normal Yellow 100% 4-10-13 |  Normal Red 100% 4-10-13 |  Normal Blue 100% 4-10-13 |
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(Always used in combination)

CANADIAN PRESS ASSOCIATION.

A WRITERS' SECTION SUGGESTED BY THE PRESIDENT.

EDITOR PRINTER AND PUBLISHER:

SIR,—Your kind offer made at the time of the late meeting of the Canadian Press Association, to place each month a portion of your space at the disposal of the association, to be used by it for the publication of official notes and of such matters as may be of value and interest to its members, is one of which full advantage should be taken. I trust that through this means PRINTER AND PUBLISHER will become more and more a medium for the interchange of opinion of members of the association, bringing the editors and publishers of the province into closer touch with one another, and thus very materially promoting the very objects for which the C. P. A. exists.

In the newspaper business supply often creates demand. The fast press that puts the paper on the street a few minutes after composition is ended frequently proves the existence of a demand for early news not previously appreciated. It is to be hoped that in like manner the existence of a C.P.A. column in your valuable publication will bring home to our members a realization of the use they may make of it. Meeting but once a year, members cannot derive from the association the full measure of benefit which co-operation of men engaged in kindred pursuits can be made to secure, but if in the interval between sessions we were to make such use of your columns as is entirely practicable the disadvantages of having but one meeting in twelve months would be greatly diminished. Suggestions, questions, comparisons, criticism, discussions—there are a score of ways by which we may be mutually helpful if we but take advantage of your offer.

Will you permit me to draw attention, in the hope of provoking a movement which will remove the cause, to one respect in which our association is not as representative in its character as it ought to be, and as we are all anxious it should be. I refer to the comparatively small representation at our annual meetings of the writing class of newspaper men—if they may be so designated—and to the absence from our list of topics for discussion of subjects of peculiar interest to that class. Which is cause and which is effect I will not venture to say. The fact remains that, with a few notable exceptions, the men wholly engaged on the literary work of making newspapers do not take an active interest in the association. Were they to do so, the influence of the association would be widened and its value to all its members greatly increased, while the literary workers themselves would find a very decided advantage in membership. Merely from a dollars-and-cents stand-point it would pay every Ontario writer, be he editor or reporter, to join the association, for at its meetings are formed those personal intimacies which are so potent in promoting our material welfare.

I am glad to be able to say that several writers on the Toronto press have signified their desire to take a more active part in the proceedings of the association than they have in the past, being satisfied from their experience of the late sessions, that much of value to them may be found within the association. Their hearty co-operation in our work will be warmly welcomed, and it is also to be hoped that at the next meeting more of the writers on the London, Hamilton and Ottawa papers will be present than in the past. In order to increase the interest of

the meetings to this class of newspaper men, it might be practicable to have a "writers' section" of the association, which could hold one session devoted to those matters of more especial interest to the men of the literary end of the papers. In any case programmes of future meetings should be prepared in such a manner as to leave no room for even a suspicion that the special interests of this important class have been ignored.

Yours truly,

JAS. S. BRIERLEY.

St. Thomas, March 24, 1896.

C. P. A. NOTES.

Copies of the proceedings at the annual meeting of the Canadian Press Association, in pamphlet form, have been sent to every member. Anyone who has not yet received his copy should drop a post card to the secretary before the supply is exhausted. These reports are worthy of careful preservation.

*

Among the latest applicants for membership in the association are John R. Robinson, editor, and George J. Bennett, city editor, of *The Toronto Telegram*. Both are well-known and experienced journalists.

*

There are a few members of the association who have not yet paid their fees for the year. This should be done at once. Renewals have, however, been more prompt this year than in former years.

*

There is a possibility that the railway rate for members may be reduced to one and a half cents per mile. Application to the railways has been made and this is now under discussion.

*

President Brierley has addressed a circular to the members of the craft not at present connected with the association. It shows very conclusively why every Ontario publisher should be connected with the association.

*

No member should arrange for his summer holiday trip until the association has had an opportunity of laying its plans before all concerned. This will be done in a very few days.

*

Mr. Cooper, our secretary, has quite recovered from his illness, and is at work on the May issue of *The Canadian Magazine*.

*

Mr. Brierley's suggestion re a writers' section for the association is taking well in Toronto. Those whom PRINTER AND PUBLISHER has spoken to are in favor of it. Mr. Clark, of *Saturday Night*, cordially endorses it, and believes that the city newspaper men who have not, as publishers or managers, hitherto connected themselves with the association will now join. It is suggested that Mr. Goldwin Smith be invited to accept the chairmanship of the section.

EDDY'S BAG BUSINESS.

The E. B. Eddy Co. have decided to add one, and possibly two, new presses to the bag printing department. They seem to have made quite a hit with this new departure, for they are gradually working into a leading position in Canada, as they have with their paper.

JOB PRINTERS' CORNER.

A PRINTER TAUGHT A LESSON.

THERE is a good story this month of an old printer who worked hard, but could hardly keep body and soul together, because he did not leave enough margin for profit. It is told by A. K. Taylor in *The Inland Printer*. The printer one day got a plumber's bill, and the way it was made out started him thinking. The work the plumber had done was not very extensive. A water pipe had frozen and burst, and in order to repair the damage a sink had to be removed, a new piece of pipe put in place of the burst one, and the sink replaced. The old printer started to examine the bill, the first line of which read:

To 1 man, 1/2 day \$1.75

"One man, one-half day," repeated the old man, in a meditative tone, "let me see. The young man brought a push cart full of gas pliers at 8:30, and at 9:10 he had discovered that the assortment was incomplete. He returned to the shop and by 10:30 he had the remainder of his employer's machinery on the pavement in front of the office. And although he left at 11:15 I suppose that that constitutes a plumber's half day. I think that I must have missed my calling, as the man said who over-slept himself." The next item was like unto it. It read:

To 1 boy, 1/2 day \$.75

The disciple of Gutenberg soliloquized: "75 cents for a half-day, \$1.50 a day, \$9 a week; that's pretty fair for a boy. I wonder if I could get a job for my son when he graduates."

The remainder of the bill defied comment. It ran:

| | |
|--|---------------|
| To lead pipe, 15 pounds at 6 cents | \$1.35 |
| " 6 nails | .05 |
| " 1/2 dozen screws | .03 |
| " 1 foot white pine lumber | .10 |
| " putty | .05 |
| " solder, 1/4 pound | .12 |
| " 1/2 pint gasoline | .05 |
| | <u>\$4.30</u> |

"I don't see anything wrong in it," admitted the printer, "but it does seem rather small to make a charge for that putty and those nails."

Then he thought of the times that he had printed bill-heads for that same plumber and only charged for stock, composition, and presswork. "I wonder if I couldn't make out a bill the same way the plumber does." So he sat down and figured up a bill for 1,000 bill-heads, for which he usually charged \$2.75.

| | |
|--|---------------|
| To composition | \$.75 |
| " correcting time | .17 |
| " presswork | .75 |
| " time lost on press proof | .25 |
| " stock | .10 |
| " tabling, time, backs and composition | .25 |
| " wrapping, making out bill and label | .05 |
| errand boy | .15 |
| " collector, for calling to collect bill | .15 |
| | <u>\$2.22</u> |

"Now I can't see that I have overcharged a single item and every one of them went into the job. Why haven't I as much right to get paid for the little things as the plumber?"

The printer thereupon inaugurated a new system of charging. He always made out two bills for every job done; one of these contained every item, however small, which went into the job, the other merely gave the one charge of the total which was shown by the other bill. Well, he knew that it wouldn't do to show a fully itemized bill to a customer, especially to one subject to heart disease—the shock would prove too much. But most of them, he thought, could stand the one charge, and if

they wanted to know why the charge was so high he had his itemized bill to show them.

The great change in his business policy proved the printer's salvation. He is now able to move on the same plane socially as the plumber, and he now hopes that when his time has come he will be able to own a lot in the cemetery, and who knows but that he may be able to afford a tombstone if he is only spared a little longer?

TO BRIGHTEN COLORED INKS.

Somebody recommends the white of fresh eggs to brighten colored inks. Only a small quantity should be used, and this when working; it will aid in drying. For fine grades, Japan dryer is recommended, in small quantities. For coarser inks, good turpentine, mixed with balsam of copaiba, is efficacious. The same writer also advises spirits of turpentine, worked in with damar varnish previously thinned with raw linseed oil for thinning ink.

PROFIT IN FINE PRINTING.

It is a fact that if the question "Does art printing pay?" be put to the average printer he will answer in the negative. Why? Because this kind of work is attended with so much uncertainty as to have proved unprofitable in the vast majority of instances. The reasons are not, strictly speaking, due to trade conditions or to overweening competition; they lie within the more technical departments of the business. To produce a piece of work worthy of classification among "fine art printing," every material must contribute its share to the sum of efficiencies. The paper must be in every way adapted to the end desired; the ink must have just the quality needed; the plates must be up to the highest standard and the press a good one. Then, if the printer has brains, knows what art printing is, and is not circumscribed by mere routine—which is the curse of finer classes of work—he will be able to produce the right kind of a result. It is generally because of failure in some one of the factors mentioned that the work falls below the standard set for art printing, and not, as many think, because the price is made too low by those who do the work. Where details can be anticipated, price can be defined, but where there is no end to accidental slips, what margin can one set as the limits of safety?—Paper and Press.

AN OFFICE FOR GOOD MEN.

W. J. Foster, of Warwick Bros. & Rutter's staff, has gone to The Presbyterian office as foreman. He is not by any means the first competent man to go to a responsible position from the same office, which seems to be an excellent training school. Among others who have graduated, as it were, from Warwick Bros. & Rutter's in recent years are: Mr. Davidson to the Copp, Clark Co., Ltd., John Wrigley to The Ladies' Pictorial, A. H. Cobbett to The Canadian Queen, John Coulter to The News, J. Arthurs to Rowsell & Hutchison's, George Harrap to Imrie & Graham's, and Wm. Wallace to be head proofreader at Devienne's, New York.

WHO IS HE?

The Hamilton Herald, in an entertaining article on the plagiarism brought home to Rev. Dr. Morgan, of New York, says it knows "of a newspaper man in Toronto who used to make quite a tidy addition to his income by writing sermons for a clergyman whose own efforts in this direction were weak."

BRIEF NEWS OF THE MONTH.

ONTARIO.

THE Orillia News-Letter, so long conducted by Mr. John Curran, has been purchased by his three sons—James W., George and Robert, and permanently enlarged to twelve pages.

The Brantford Daily Expositor has been enlarged to eight pages.

The printing office of The Orono News was burned April 8th.

The Orillia News-Letter is now a seven-column, twelve-page paper.

Mr. R. D. Harmer, of Forest, is now on the staff of The Sarnia Daily Post.

The Port Perry Standard, published by Newton Bros., was burned out last month.

Messrs. E. H. Hugill and H. F. Jell have bought The Rodney Mercury and the Newburg Journal.

Mr. Oscar Eby, manager and editor of The Hespeler Herald, has bought Mr. Sears' interest in the paper.

Mr. W. G. Cave has removed to Merrickville, and is publishing there a five-column, eight-page paper.

Mr. W. McIlwraith, formerly of Galt, has become a staff artist on The Ladies' Home Journal, Philadelphia.

Messrs. Thoburn & Co., printers, Ottawa, have bought the necessary machinery and are about to start a box factory.

The Citizen Publishing Co., Ltd., Ottawa, have purchased a double cylinder press on which to print their daily edition.

Mr. E. D. Lowe, formerly foreman for the Poole Printing Co., Toronto, has taken charge of The Carleton Place Central Canadian.

Mr. D. McGillicuddy, of Goderich, has informed his patrons that on and after April 1 all work done at the office of The Signal must be done on a cash basis. Subscriptions must be paid in advance.

MacLeod & MacEwen, Almonte Gazette, who turn out a bright, newsy, well-printed weekly, are adding to their plant. Palmer's machinery agency sold them one of Westman & Baker's Improved Gordons. They have also put in some new type.

The Ottawa Weekly Times has been awarded the contract for the municipal printing. It is worth about \$3,300. Their tender was about \$150 below the highest offer. They are in the market for some new machinery in consequence. They do their own photo engraving, having recently bought the plant of another concern.

Mr. Rolla L. Crain, Ottawa, has purchased from the Strohm Stereotype Co., of Newville, Pa., an 8 x 18 stereotype outfit, as advertised in the last number of **PRINTER AND PUBLISHER**. Mr. Crain, who is known as "the neat printer," makes a specialty of embossing and office stationery. He also does a large amount of catalogue and magazine work. He has recently added to his plant, which is all up-to-date, and intends to still further increase it in the near future.

W. J. Healy, editor of The Brockville Times, which property he and Mr. Wilgess purchased last year, was married, April 8, at the First Presbyterian Church, Brockville, to Miss Emily Maude, only daughter of the late William McCullough. The ceremony was performed by Rev. W. A. Mackenzie, in the presence of a large number of invited guests and friends. The

bride was supported by Miss Edith Folger, of Kingston, and the best man was I. C. Panet, of the House of Commons, Ottawa. The happy young couple left by the afternoon train for the east and will visit Montreal, Boston, New York and other eastern cities.

W. W. Cliffe, of The Central Canadian, Carleton Place, has bought a fine new Cottrell for newspaper and job work. It has a 33 x 47 bed, and will print the new size to which he proposes to enlarge his paper. The Canadian is now a four-page, and when the new press is in running order it will come out in an eight-page form. The new press is a drum cylinder, tapeless delivery, table distribution. This will give him the best press in that part of the province.

TORONTO.

Lud K. Cameron, Queen's printer, has returned from Florida much restored in health.

The Star has moved into its fine new offices on Adelaide street in The Saturday Night building.

E. R. Hoogs, printer, 9 Buchanan street, had his left hand badly injured while running his press a few days ago.

Edmund E. Sheppard has returned from his trip to Winnipeg. The Winnipeg Saturday Night is to cease publication.

Rev. J. A. Macdonald, of Knox Church, St. Thomas, is to be editor of a new Presbyterian monthly, to be called The Westminster.

Chas. Mathews, who has been in the civic service for ten years, latterly in the City Engineer's office, has returned to newspaper work and is on The World staff.

Some time ago the Ministerial Association, on motion of Rev. Mr. Frizzell, resolved to exclude the press, and furnish reports of their meetings to the newspapers themselves. Since this, Mr. Frizzell has had to write correcting an error in the official report.

The Toronto Lithographing Co. are now settled down in their fine new premises, corner King and Bathurst streets, Toronto. The establishment is equipped with the most extensive and most modern plant, and all the departments are housed in large and splendidly lighted rooms.

MANITOBA AND THE WEST.

J. T. French is the new editor of The Virden Banner.

There is some talk of a daily edition of The Brandon Sun.

Mr. Stanley, of Gretna, has started a weekly at Morris, Man.

The proprietors of The Souris Plaindealer are going to re-issue the paper.

R. L. Richardson, editor of The Winnipeg Tribune, is the Liberal candidate in Lisgar.

The Dauphin Pioneer Press, issued by Editor Perry, is a new paper at Lake Dauphin, Man.

A. E. Goodman, of The Victoria Colonist, formerly of St. Catharines, Ont., is to be married on the 15th inst.

The Province of April 4 is a special anniversary number, with excellent reading matter and colored photogravures.

It is said that Mr. C. Cliffe, editor of The Brandon Mail, will contest Brandon as a McCarthy candidate at the coming Federal election.

English papers contain announcement of the registration in London of the Newspaper Publishing and Printing Co. of British Columbia, Ltd., with a capital of £100,000 to print and pub-

lish a newspaper or newspapers in Vancouver or elsewhere in British Columbia, acquire the good-will and copyrights of any existing newspapers, and to carry on the business generally carried on by newspaper proprietors, printers, and publishers of books, magazines, journals; also as papermakers, stationers, engravers, advertisement contractors, and agents. The signatories are: F. Williams, 1 and 2 Great Winchester street, E. C.; E. C. Robson, 28 Carlingford road, Hampstead; W. A. Turner, 22 Jenner road, Stoke Newington; H. E. Tarver, 26 Whitelands grove, Chelsea; W. J. Hampton, 6 Auriol road, West Kensington; C. W. James, 65 Cranfield road, Brockley; E. Welton, 39 Claremont square, N.

Anthony Hogg, formerly of The Winnipeg Free Press, and Carman Standard, and a native of Nova Scotia, where he learned printing in The Eastern Chronicle office, is dead.

Miss Fanny Lawson, daughter of Henry Lawson, editor of The Colonist, and formerly editor of The Charlottetown Patriot, was married at Vancouver, March 30, to Evan Hooson, of that place.

A TRIBUTE TO TIM HEALY.

The following reference to Mr. W. J. Healy's marriage by The Montreal Herald will be cordially endorsed by all newspaper men who know the genial "Tim:"

The announcement of the marriage of Mr. W. J. Healy, editor of The Brockville Times, to one of the most charming daughters of that town, recalls the fact that Mr. Healy is one of the ablest of the younger journalists of Canada. Having taken high classical honors at the University of Toronto, he entered the newspaper business some ten years ago as a reporter for The Toronto Telegram. His letters from Ottawa to that journal during several sessions of Parliament were conspicuous for their breadth of political view, their wealth of descriptive power, and their exceptional literary merit. Leaving The Telegram five years ago, Mr. Healy accepted a position as Ottawa correspondent for The Toronto Mail. Last year, with a partner, he bought The Brockville Times, which upon his advent took on a brightness which is not common among the local papers of Eastern Ontario. Mr. Healy has already enriched Canadian literature with several excellent short stories and some very acceptable verses, and in this direction much more is expected of him. He has thoroughly endeared himself to his fellow toilers in the Canadian journalistic field, where the name of "Tim" Healy is a household word, and where wishes for more happiness than falls usually to the lot even of the newspaper man, will be general on the occasion of his entrance to the blest realm of matrimony.

FOUNDATION OF GOOD TYPE.

The prime necessity in making good type is a perfect punch. At the World's Columbian Exposition in Chicago it was conceded that the most perfect mechanical exhibit was the punch cutter invented by Mr. L. B. Benton, and the award given to this machine by the judges is in the highest degree commendatory. A medal was granted, and the accompanying award says: "Cuts typefounders' punches absolutely correct, and at the greatest rate of speed known to the art. The sensitive minuteness and absolute precision of working mechanisms and cutting tools enables an operator, by following prepared patterns, to produce a typefounders' steel punch of perfect contour, with any angle or bevel and any desired depth of counter. * * * Produces type punches at minimum cost,

and insures an accuracy and speed not otherwise obtainable. * * * This machine is the embodiment of the highest order of mechanical construction; cuts a line in steel to one-ten-thousandth of an inch, and produces perfect type punches." This machine is one of the most valuable inventions owned by the American Typefounders' Co., and is used by that company for the benefit of printers in producing artistic and useful type faces with marvellous rapidity.

ITEMS OF PROGRESS.

The Tilsonburg Liberal appears in a new dress of type supplied by R. L. Patterson, Toronto. The Liberal is a bright, newsy paper, and its publisher, Mr. W. McGuire, has the good wishes of the craft.

The Georgetown Herald, in enlarged form and new type, is getting deserved praise from its contemporaries all over Canada. These are deserved, because Mr. Warren has reached an enviable standard of typographical excellence. The Herald is all printed at home on paper manufactured in town, the presses being run by a water motor, also made in Georgetown.

The North Star, of Parry Sound, appears in enlarged form, and other improvements are contemplated. The Star is cleanly printed, and its news and editorials are turned out in excellent shape. It well deserves the hearty support of its district.

The Mitchell Advocate has just celebrated its 35th birthday. One of the original founders is still at the helm, it announces, although the other has passed away. The Advocate continues to be a well-printed, strongly conducted weekly with a well-equipped job office. Local matters, wisely, have its first consideration. We observe that the notices of local merchants are not run between news items, but are put by themselves in an attractive and prominent column, each paragraph with a small cap. side head.

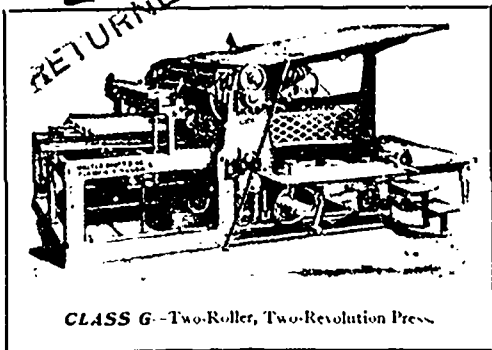
The Norwich Gazette issued last week a double number—an illustrated school edition that reflected much credit on the publisher.

The success of The London Advertiser under Mr. John Cameron's vigorous and intelligent control, is seen in an addition to the linotype machines already in the office. The increased circulation and improvements in the paper rendered necessary enlargement of facilities.

GOOD TYPOGRAPHICAL WORK.

Says The St. Thomas Journal: "Mr. Warren, of The Georgetown Herald, has a high conception of what a newspaper should be. He issues a paper that is a model of typographical beauty—the paper used being of extra fine quality, and every care being taken with the composition and presswork. There is a tendency on the part of Ontario publishers of weekly papers to devote more and more attention to the mechanical excellence of their publications, and The Herald is one of the leading illustrations of this tendency. It is a pity that the same disposition to regard appearances as of prime importance is not so marked in the daily press. Of course, it is more difficult to produce good effects on a daily paper, but there is vast room for improvement. Careless work on type-casting machines; plate matter badly printed, advertisements set without regard to proportion, or other requisites to artistic effect—all these are factors in spoiling the appearance of many a well-edited newspaper. But in these matters, in greater or less degree, all we, like sheep, have gone astray. Supposing we try and improve."

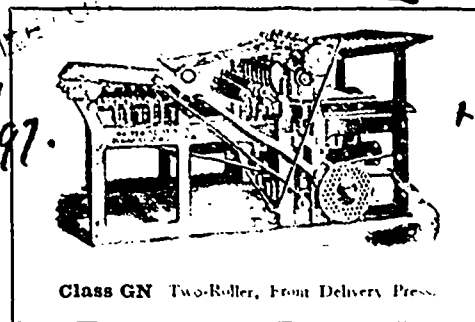
SCOTT Printing Presses



IF IT IS A QUESTION OF PROFIT

"If not superior to all others, are certainly inferior to none."

you will need a Scott Press. Most printers are in the business to make money, and when they do you will usually find them using our presses.



Do What is Right

by putting in a good press, if you don't do anything else. Get one that will last not only this year but a great many years to come.

Times Building, New York
 Monadnock Block, Chicago
 Security Building, St. Louis
 305 Carter Building, Boston

WALTER SCOTT & CO.

Our Illustrated Catalogue will be sent on request.

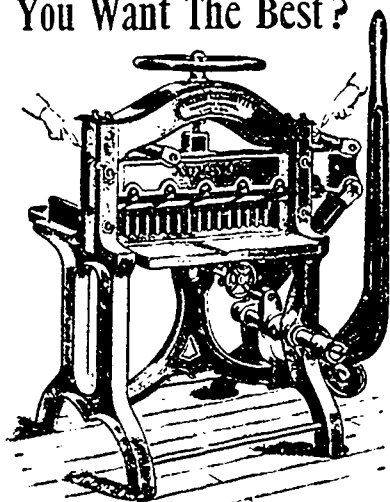
PLAINFIELD, N. J.

You Want The Best?

THEN YOU WILL BUY

THE ADVANCE

Four Sizes: 22, 25, 30 and 33 inches



2,500 NOW IN USE.

It is built of the finest materials.
 Only cutter interchangeable in all parts.
 All shafts, studs and bolts are steel.
 No lead, or soft metal, used in bearings.
 Has interlocking finger gauge and clamp.
 It has figured scale sunk in table.

New style lever gives increased strength
 knife dips, making easy shear cut.
 Has gibs and setscrews to take up wear.
 It will last a lifetime.
 See the **Advance**, you'll take no other.
 Positive guarantee with every machine.

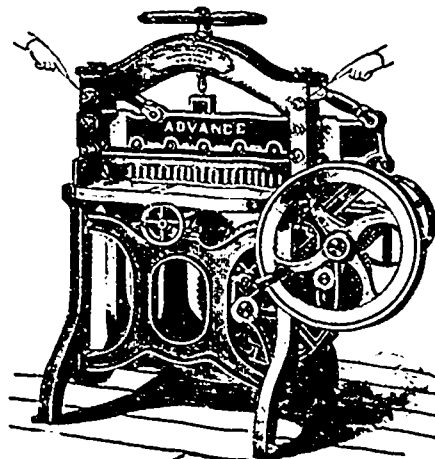
ADVANCE

POWER CUTTER

Two Sizes: 30 and 33 inches

A high-class cutter at a very low price. It is fitted for hand or steam, is solidly built, the frame is firmly stayed by two substantial cross-braces, upon which is bolted the arch that supports the centre of the bed, making it perfectly rigid and firm under pressure of clamp or knife. All shafts, studs and bolts are steel. All gears are cut. Has interlocking back gauge and clamp, by which paper may be cut to within three-fourths inch of the knife. It has brass figured rules in bed, back and front. The throw off is automatic and stops the knife instantly, or it may be thrown off at any point.

There is nothing "just as good." If anyone tells you there is he is either mistaken or dishonest.



THE CHALLENGE MACHINERY CO.

Sole Manufacturers.

CHICAGO, ILL.

For Sale by all Type Founders and Dealers

Write us or your Dealer for Illustrated Circular.

RECENT LIBEL SUITS.

MR. P. D. ROSS, of The Ottawa Journal, has emerged triumphantly from his libel suit with the city auditors. The case has been fully outlined in a previous issue of **PRINTER AND PUBLISHER**. It was the first case against The Journal ever taken into court. Last July the city auditors complained of a paragraph in The Journal to this effect:

"But the auditors, following the example of the city treasurer, say practically: 'The aldermen pass these accounts, and as the aldermen have the voting of our salaries, we must wink at and assist in breaches of both the statutory law and the city by-laws regulating the finances of the city, or we may lose our situations,' or, as it was put, 'be turned out on the street.'"

Mr. Ross published a courteous, manly editorial, pointing out that no attack on personal character was intended, but simply legitimate criticism on the system. The suits went on. In the case of Macfarlane the jury unanimously found, with costs, for The Journal. Mr. Macfarlane has accepted the verdict and paid the costs. Mr. Rattey has withdrawn his suit. The Journal took occasion after the result to make some sensible remarks on newspaper criticism:

"The management of The Journal is sensitive on this point of the alleged license of newspapers. We do not think it is true in Canada that newspapers take undue license, save in a very few cases. If our readers will try to recollect, we think they will find it difficult to remember many cases in this country of suits against newspapers. We venture to say that the records of the courts of Canada would show as many cases of alleged private slander brought to trial as of libel suits against newspapers. Yet how little chance should there be of slander cases (that is, of charges of libel uttered by private individuals by word of mouth) as compared with the chance of libel among the millions of facts published by thousands of newspapers in Canada daily, in the haste and complication of newspaper business?"

The issue of this case, in fact its whole treatment from the beginning, must raise the paper and its publisher in the estimation of its readers.

Decision has been given in the suit of Alger vs. The Toronto World. This arose over the life insurance case with which, as a matter of news, The World dealt fully. The court held the action to be a frivolous and vexatious one, which should not have been brought. The action was dismissed. Mr. John King, Q.C., acted for defendants. The freedom of a fearless newspaper to search out mysteries and enquire into allegations of wrong-doing was involved, and The World came out on top.

The Chatham Evening Banner has won its first libel suit. The particulars of the case, as given by The Banner, are worth recording: "The committee in charge of the printing for the Inaugural demonstration, 1895, decided to issue a programme in the form of a small pamphlet. The contract for this was given to Walter W. Scane, who was to secure advertisements for insertion in the same. Mr. Scane had the books printed at The Banner office. Among the advertisements he secured was one from the plaintiffs (the Walkerville-Brewing Co., Ltd.) and one from the defendants (the British American Brewing Co., Ltd.). When the books had been printed it was found that by some means a cut of the Walkerville Brewery had been inserted in the British American Co.'s advertisement. Enquiries were at once made to ascertain how the mistake occurred, and it was found that the cut in question had been in

Co-operative Freights . . .

For importers of small shipments.
HOW? Write us for particulars.

BLAIKLOCK BROTHERS, - MONTREAL

CENTRAL BUSINESS COLLEGE

TORONTO AND STRATFORD

Two great business schools under one management.
Students admitted at any time. Free circulars.

SHAW & ELLIOTT - - Principals.

Austin & Robertson . . .

MONTREAL

Wholesale Dealers in all Classes of Papers

WRITINGS, PRINTINGS,
... LINENS ...
BONDS AND LEDGER

Papers

... Also General Stationery ...

Special Bargains in Coated Book and Label Papers.

"THE AGE OF STEEL"

No wonder so-called when Steel makes the best buildings, ships, bridges, also the best Printers' Furniture, its qualities, strength, lightness, durability, hardness being so essential in this material.

OUR PATENT STEEL FURNITURE

is a great success, the biggest labor-saver invented in many years. Can be used in all kinds of work, from a postal to a poster. Its great value is in the time it saves and the greater accuracy it secures over other kinds of furniture.

It goes six times as far and can be used in a sixth of the time. A recent customer writes: "Would not be without it for ten times its cost. It is a genuine pleasure to make up forms in such a short time. Comparing it with metal furniture is like comparing day with night." Several firms are using our furniture in Canada, and all say they would not be without it. Write for illustrated catalogue. Made only by the Patentees.

Morgans & Wilcox Mfg. Co. MIDDLETOWN, N. Y.

Also manufacturers of all kinds of Printers' Wood Goods.

SELF-FEEDING . . .

PRESSES

WE manufacture a line of self-feeding job presses that will print from the web a form from 8 x 12 up to 26 x 36, which, by the use of attachments for cutting the web crosswise and lengthwise, can be made to produce and deliver almost any size of sheet from a few inches square up. We also build larger

ROTARY WEB PERFECTING PRESSES . . .

for a fine grade of cut work, and for printing from one to four colors on one side and one color on the reverse side, at a high rate of speed. Our Machine for Printing, Cutting and Scoring irregular sizes is superior to anything in the market.

The Kidder Press Mfg. Co.

26-34 Norfolk Ave.

BOSTON, MASS., U.S.A.

**PAPER CUTTERS
WIRE STITCHERS
PERFORATORS**

**FOLDING MACHINES
PAGING MACHINES**

..... Of all kinds for

Bookbinders, Printers and Lithographers.

... Correspondence Invited.
N.Y. Office: 69 Duane St., New York.

THE J. L. MORRISON Co., 28 FRONT STREET WEST TORONTO, CANADA.

the care of the London Printing and Lithographing Co., who also had a cut of the British American brewery. The British American Co. affirm positively that they telephoned to have a cut of their own building sent to their agent at Chatham (Mr. Sheldon), while the London Printing and Lithographing Co. are positive that it was a cut of the Walkerville brewery that was asked for. At any rate, the cut reached Mr. Sheldon, who gave it to Mr. Scane, who gave it to The Banner."

Shortly after the mistake was discovered an interim injunction was issued by Judge Woods restraining further use of the cut or distribution of the programmes.

The action was to have the injunction made perpetual. The result was that the plaintiffs withdrew all the charges and paid the costs, which were heavy. The solicitor for the plaintiffs admitted that Mr. J. F. MacKay, manager of The Banner, had acted in perfect good faith throughout and had published the cut innocently. Says The Banner: "There was, in the fight made by The Banner in these expensive proceedings, a principle involved, and the settlement of the case will be a welcome one to all printers. The principle was as to whether the proprietor of a printing establishment is liable for mistakes that may be made by parties bringing cuts to the office to be used in work done for these parties. Had the result been otherwise than it is, a new terror would certainly be added to the life of a newspaper man." Mr. MacKay is to be congratulated for his good sense and backbone in the matter.

At Quebec April 11, Judge Routhier gave judgment against L'Electeur for \$100 and costs in the suit of Premier Taillon against that paper. Mr. Taillon sued for \$200 on account of an article accusing him as Provincial Treasurer of partiality in collecting taxes.

ANOTHER KIND OFFER.

An esteemed correspondent sends us an interesting offer from Life, New York, to send that humorous weekly journal for a year to the publisher who will give 52 insertions free a 6-inch advertisement. Our correspondent remarks: "I read your

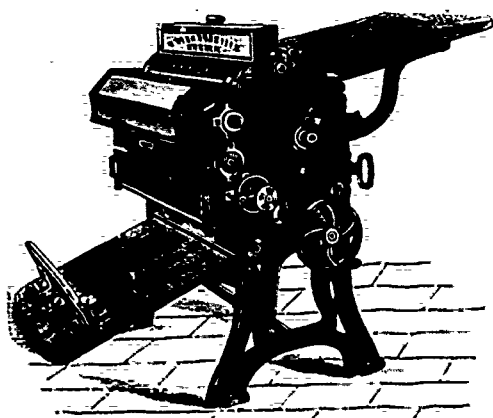
article in the last issue of 'jug handled propositions' and send you the enclosed as an additional contribution on the same subject. Our lowest cash price for six inches is \$100, for which we are asked to accept a weekly paper the price of which is \$4 per annum in payment. Is it any wonder we decline to waste a three-cent stamp?"

PUBLISHING INDECENT EVIDENCE.

A bill is before the Imperial Parliament empowering a judge to order evidence which he thinks would be prejudicial to public morals not to be published. Mr. Justice Russell and Lord Esher, president of the Divorce Court, are opposed to the bill, believing that the law is already strong enough, and if the proposed measure becomes law, it will practically establish a censorship of the press. Lord Glenesk, proprietor of The Morning Post, contended that the tendency of the press was quite against the publication of such details, and asserted that he had read more offensive things in novels than had ever been found in newspapers. The English papers are, as a rule, more given than the Canadian press to publishing objectionable evidence in detail.

ADVERTISING PAYS.

When an advertiser recognizes the direct value to him of using the newspaper for his paid announcements he shows a double supply of sense, one in advertising, the other in appreciating. The Petrolea Advertiser has such an one on its list in Mr. Albert Scarsbrook, the successful Petrolea merchant. He did not always believe in advertising, but now "he will tell any who may ask that The Advertiser alone showed him the value of advertising, and that he is a permanent convert who has profited by experience. Mr. Scarsbrook is the biggest advertiser we have. He pays the biggest price because he insists upon having frequent changes, and his advertisements must be original in design and attractive in appearance. He is willing to pay for the time it takes to design and set his advertisement—that is the great secret of his success."



THE EMMERICH... Improved Bronzing and ...

SIZES—12 x 20, 14 x 25, 16 x 30, 25 x 40, 28 x 44,
34 x 50, 36 x 54.
WRITE FOR PRICES AND PARTICULARS.

Dusting Machine

OVER 800 IN USE

oooooooooooooooooooo

EMMERICH & VONDERLEHR

Special Machines for Photograph Mounts and Cards,
Embossing Machines for roughing Litho. and
Tablet Sheets, also for Wall Papers.

191 & 193 Worth St., New York

Paper Making News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

TOO MUCH MATTER.

ALL the manufacturers and dealers in news print say that they were never busier at this season or had more orders than at present. One leading firm of makers states that it is fully six weeks behind its orders, while another told **PRINTER AND PUBLISHER** that it had received orders from no less than eleven of its travelers in one day. It keeps nineteen on the road, and considers that a good return in one day from eleven of them fully compensates them for the expense of the staff. The demand comes from all sections, and the dealers can only attribute it to the constantly increasing editions of the daily press. Metropolitan papers like *The Mail* and *The Globe*, Toronto, *The Gazette*, *The Star*, *The Witness* and *The Herald*, Montreal, are not only issuing more papers, but they are getting out supplements for the ladies, the bicyclists, etc., etc., which means double the quantity of paper. The papers in the provincial towns also have the fit, and though they don't go to the elaborate lengths of their city brethren, they get out specials on a minor scale, which means so much extra paper. In fact, the public is becoming so educated to a constantly increasing supply of matter in its daily press that it is becoming bewildering, and there is the possibility of it being carried to dangerous lengths. As it is at present the cost of issuing a daily paper is constantly expanding without the revenue account doing likewise in the same ratio. This decreasing margin of profit is the one nightmare that disturbs the sleep of a good many daily newspaper publishers at present.

ADVICE FROM ENGLAND.

Inquiries among importers of wood pulp suggest that in the development of this trade Canadians will do well to pay greater attention to the methods of shipment. The quality of the Canadian mechanical wood pulp is spoken of as, generally speaking, superior to Scandinavian makes, and consumers are not unwilling to pay higher prices for it than for other grades, but the condition in which it arrives here is distinctly bad. Ground pulp, with 50 per cent. of moisture, instead of being packed in canvas, as is Scandinavian pulp, comes in loose bundles without any covering at all, and so arrives in a thoroughly dirty state. It gathers all the coal-dust and dirt that comes near it on rail, steamship, and wagons. The chemical pulp should also come in bales, and not in awkward rolls, as now. This is probably one reason why Canadian pulp is handicapped by higher steamship freights. The industry has a great future before it if care be only taken in such matters as these. Canada certainly should have no difficulty, seeing her lumber wealth and water-power, in standing well in British markets.—*London Canadian Gazette*.

INTEREST IN THE ELECTRIC PLANT.

The Canada Paper Company have received enquiries from no less than twenty-five different firms in Canada and the United States asking for specifications in regard to the electric plant and works at Windsor Mills. A full description of these were given in the last issue of **PRINTER AND PUBLISHER**.

ENDORSED BY MR. WILSON.

Mr. J. C. Wilson, who is a large manufacturer of pulp, heartily endorses everything that Treasurer Rowley, of the Eddy Company, said in a recent interview about an export duty on pulp. That it would be a serious blow to the American pulp manufacturers the articles in the trade papers on the other side of the line clearly show. The mere possibility of Canada imposing an export duty has, says Mr. Wilson, set them in a ferment. He sincerely hopes, therefore, that the Government will have backbone enough to meet the wishes of the Canadian pulp manufacturers. The Americans can't possibly do without our spruce wood, so that Canada has the whip hand. There is, it is true, a supply of spruce in the state of Maine, but the pulp manufacturers of that state control it pretty thoroughly and won't allow a cord of raw material to leave the state if they can prevent it. With a Canadian export duty on spruce wood, therefore, the Canadian manufacturers would be in a position to talk business to the Americans regarding admission to their market for our pulp. Canada could then say: "Give our pulp makers free admission to your market—we will do the same, and also let you have your raw supplies." On this understanding Mr. Wilson believes that the Canadian pulp makers, having very little haulage, could successfully compete with any and all of the American mills. Not only that, but he believes that complete reciprocity in pulp would mean the investment of a lot of American money in Canada. While the present juggling arrangement exists, however, this very desirable result is unattainable.

Mr. Wilson is likely to be a member of the next Parliament of Canada, and is now a man of considerable influence in politics, and his views are therefore still more important.

THE EXPORT DUTY.

The editor of *Paper Making*, London, Eng., in a letter to a friend in Canada says: "I quite think you should go for an export duty on your raw wood. If it stops your export trade it will conserve much for the development of your home trade. You make good pulp, but you don't pack it properly, and it arrives here much damaged."

U. S. OPINION ON AN EXPORT DUTY.

The United States paper journals are discussing the Canadian demand for an export duty. They are all very kind in giving advice. One of them says Canadians should develop the industry by "putting a sturdy shoulder to the wheel." The United States makers will, it is threatened, use basswood if we go on with an export duty policy. Another journal is surprised that Canada should think of such a thing when she "needs the brains, capital, mills, machinery and skilled labor" to become a great producer of pulp and paper. Still another journal doubts if Mr. Rowley's views are those of the whole trade in Canada. This will give our readers an idea what is being said on the subject. We have not found in any of our United States contemporaries even the ghost of an argument why Canada should, in her own interest, promote the export of spruce logs while her pulp pays fifty-cents duty on entering the market of the Republic. This old jug-handled policy finds no defenders on either side of the line. Our neighbors ignore it. They are too intelligent not to see that the propelling force behind the Canadian demand for an export duty is their protective duty on pulp.

It is just as well to quote entire one of the current comments from across the line. The Manufacturers' Gazette says:

"We think Canada would make a serious mistake in placing the export duty at so high a figure as \$3 per cord, because that would lead to the shutting down of many American saw mills, which would sell their spruce logs to the wood pulp and paper establishments, and perhaps seek timber limits in Canada, manufacturing spruce lumber there and then importing the same into United States markets at a far less pro-rata duty, if any, than Canada would impose on pulp wood.

"A \$3 duty per cord on pulp wood would be equivalent to fully \$5 per 1,000 feet on spruce saw logs. The American log operator would be delighted to turn all his spruce into pulp wood and displace the Canadian importations if Canada would thus help him to get an extra \$2 or \$3 per cord for it. If the Canadian policy is to induce American pulp and paper manufacturers to locate in Canada, so high an export as \$3 per cord would be a serious mistake. Such a policy would undoubtedly concentrate the pulp and paper business in New England and New York, and increase the spruce lumber business in Canada. It would be much easier for our lumbermen to move than for our pulp and paper mills, with their expensive plants and skilled labor."

This argument, of course, ignores the fact that the United States spruce supply is limited, and the threat against the lumber interest is an indirect admission that on the merits of the export duty proposal there is practically nothing to say.

THE FEELING AT FOX RIVER.

A Wisconsin correspondent of The Paper Trade Journal writes: About 1,000 cords of pulp wood a day were received in this valley last week, but the shipping season is now about over. The wood came through the Pulp Wood Supply Co. Considerable speculation is rife hereabouts regarding whether or not the Canadian Government will put an export duty upon pulp wood. It is understood by people best informed that there is a great probability that something of this kind may be done. If it were accomplished that result would be serious in the western paper-making districts, as for several years past a great proportion of the wood which has been made into pulp in this state has come from Canada.

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THE PORT ARTHUR PULP CO.

The Ontario Gazette contains application for incorporation of the Port Arthur Pulp and Manufacturing Co., Ltd., with a capital stock of \$200,000, divided into \$100 shares. The powers asked for include the right to make pulp, paper, etc., at Port Arthur. The applicants are: James Conmee, contractor; James Whalen, contractor; Richard Hazelwood, civil engineer; George Clavett, merchant, all of Port Arthur; William Gray, of Seaforth, merchant; Thomas Lyle Bray, merchant, Simeon Hermans Janes, estate agent, both of Toronto; and Charles Beck, of Penetanguishene, merchant.

POSSIBLE CHANGES IN THE U. S. TARIFF.

The Niagara Falls, N.Y. correspondent of The New York Paper Trade Journal says: "I have received a private tip which I think is worthy of record. It came from a source which is undeniably authoritative. The new tariff bill has been drafted, and this inside information is that pulp wood is entered on the bill free of duty, and, furthermore, my informant says that it will remain as it is. Here's another tip that I got, and that is that the duty on pulp has been raised by the new tariff bill, and instead of being 10 per cent. it will be 11 1/2 per cent. An export duty on lumber is also to be imposed. This, I believe, will be 60c. per M.

THE MILL COVE MILL.

The new pulp mill recently erected at Mill Cove on the Miramichi for the Messrs. Masterman will be completed in the course of a week. Work will be started then in a small way, but in the course of four or six weeks the proprietors expect to have their establishment running full force. Spruce is arriving every day at the mill, and they will have a large supply of raw material to start on, once work is really commenced.

PAPER AND PULP NOTES.

Mr. Joseph Tait, of Joseph Tait & Sons, the well-known paper makers of Inverury, near Aberdeen, Scot., has been visiting Canada. Mr. Tait says that, considering the circumstances, the Canadian demand for an export duty on pulp wood is reasonable. His mill has been getting a supply lately from Newfoundland.

There is talk of a big syndicate being formed in Nova Scotia to manufacture wood pulp for export to Europe. Several of those interested are owners of extensive timber limits in that province.

The Sault Ste. Marie Co. has despatched a collection of samples to the Canadian Court of the Imperial Institute, where they will be on-view after arrival.

Wood Pulp, the new English monthly journal devoted to the pulp and paper trade, says of the proposed Canadian export duty: "On the face of it, Canada is wise to encourage her own manufactures."

Mr. James Davy, of Thorold, told the correspondent of a United States paper journal that Canadian paper and pulp manufacturers were by no means idle in regard to the export duty, although it was doubtful if they could induce the Government to do anything before the approaching election. The trade in Canada, however, feel, Mr. Davy said, that eventually

they will receive recognition from the Government and secure the export duty asked for.

A woodenware and pulp factory is to be erected at Midland, Ont., and report says that H. H. Cook, of the Ontario Lumber Co., Toronto, Ont., is one of the promoters.

A new pulp mill will be put in operation at Church Point, N.B., at an early date.

THE ACCOMMODATING ENGLISH LANGUAGE.

"I am here, gentlemen," explained the pickpocket, "as the result of a moment of abstraction."

"And I," said the incendiary, "because of an unfortunate habit of making light of things."

"And I," chimed in the forger, "on account of a simple desire to make a name for myself."

"And I," added the burglar, "through nothing but taking advantage of an opening which offered in a large mercantile establishment in town."

But here the warden separated them.—Keystone.

TAKING THE LOCAL PAPER.

A good way to support the local paper was that of Mr. Gillies, of Mount Forest, who called the other day at The Representative office and subscribed for five copies of the paper to be sent to himself and four members of the family residing in different parts. Residents of a town do good service to the place in this way. Former residents who go elsewhere and prosper are good advertisements for a town. Their interest in it is kept alive by regularly receiving the local paper, and as it and they progress there is always a chance of mutual advantage.

LATE NEWS IN BRIEF.

The Popular Paper and Printing Co., Montreal, has dissolved.

R. P. Pettipiece, South Edmonton, Man., has sold out to Peters & Martin.

The registered partners of R. D. Robertson & Co., Sussex, N. B., are Robert D. and Howard P. Robertson and Richard C. Sherwood.

A new monthly, The Canadian Transportation and Grain Trade Journal, is to be started in Montreal soon by James B. Campbell.

The Montreal Herald Co. is offering to settle with its creditors at 25 cents on the dollar. The syndicate of politicians who own it have lost a good deal of money in the enterprise. It is said that some important changes will be made to make the paper pay. The Herald is well-conducted, but the field for an exclusively party paper in English-speaking Montreal is limited.

The representatives of PRINTER AND PUBLISHER being constantly in touch with Printers, Lithographers, Engravers, Publishers and other concerns using Type, Presses and Machinery of all kinds, in all parts of Canada, sometimes hear of bargains in new and second-hand plant. Any reader who wishes to buy anything, at any time, should send a postal card to the Montreal or Toronto offices, when we may be able to give him a tip where the exact article he wants to buy may be had.

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Scoring and Grooving Machines. P. in G. No. 65732.

Scoring and Drilling Machines. P. in G. No. 77239.

Rolling Machines for Stamping. P. in G. No. 66647.

Steam Stamping Presses, with disposition to work simultaneously on both sides. Registered No. 40977.

Patent Paste Board Cutter, with self clamp. P. in G. No. 31998.

Steam Embossing Presses, with four tables to be attended only by two workmen, with disposition to disengage each table. Registered No. 36818.

Electric Stopper for Presses. Patent applied for.

Little Elastic-Back-Making Machines. Registered No. 35850.

Knife Sharpening Machines, with automatic knife regulator. Registered D.R.G.M. No. 35080.

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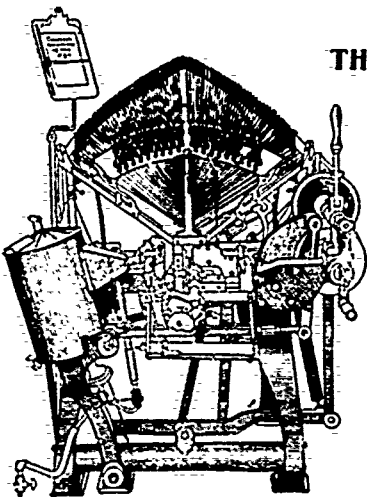
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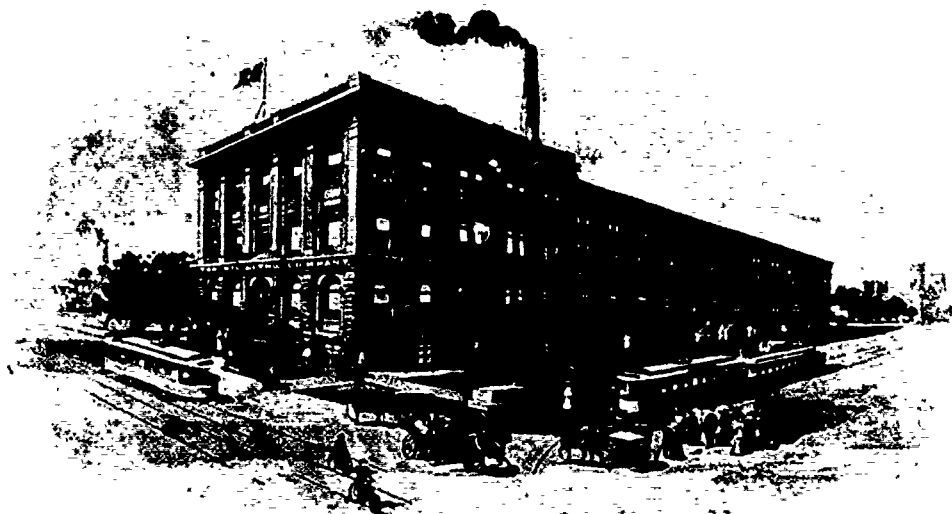
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Hope I find you busy. I am one of the salesmen from PALMER'S PRINTING MACHINERY DEPOT. Hope you can spare a few minutes and see what I have to offer. Would like to have your favors, and think I could please you. You run no risk in ordering from me, for I expect every sale to be the forerunner of many more. I send out no Machines that are not ABSOLUTELY RELIABLE. Each one is thoroughly overhauled before it is put upon the market, and it carries with it my Guarantee when it leaves my establishment. I have for sale this month the following list :

I can mail you a photograph of every machine in list, so that you can see exactly what I am offering.

Babcock "Standard" Drum Cylinder. Bed 19x74.

Babcock "Standard" Drum Cylinder.

Two-rollers; bed 22x26; rack and cam distribution; tapeless delivery; air springs. Fine order.

Campbell "Economic" Two-Revolution.

(Late build.) Four rollers; bed 47x64; table distribution; tapeless delivery. Good as new.

Campbell Two-Revolution.

Four rollers; bed 41x56; double ender inking apparatus, table distribution; tapeless delivery. As good as new.

Campbell Two-Roller Book and Job Two-Revolution.

Bed 33x46 in.; table distribution. In first-class condition.

Campbell Two-Roller Oscillator.

Bed 33x48; good condition. \$500.00.

Campbell Country Cylinder.

Bed 31x46 in., with fine distribution. As good as new.

Cottrell Country Cylinder.

Bed 32x47; air springs; tape delivery. In good order. Prints 6-column quarto. \$700.00.

Cottrell Two-Roller, Two-Revolution.

Rack and cam distribution and tapeless delivery; bed 41x60 in. This is a fine press for book or newspaper work.

Cottrell Drum Cylinder.

Two rollers; bed 32x46; air springs; tapeless delivery. In good order. Prints 6-column quarto. \$750.00.

Cottrell & Babcock Four-Roller, Two-Revolution.

Bed 35x52 in.; table and rack and cam distribution and tapeless delivery. This press will do fine book work.

Hoe Drum Cylinder.

Bed 36x52; rack and cam distribution; tape delivery. In good order.

Hoe Drum Cylinder.

Bed 40x52; rack and cam distribution; tape delivery. In good order.

Hoe Drum Cylinder.

Four rollers; tapeless delivery; bed 24x28. In splendid order.

Hoe Railway Cylinder.

Bed 31x46; will print 6-column quarto. In good order. \$500.00.

Payne Wharfedale.

Bed 29x29. With patent flyers. As good as new. \$500.00.

Potter Drum Cylinder.

Four rollers; size of bed 36½x52 in.; table and rack and cam distribution; tapeless delivery; back-up; good register. Good as new. Will print a 7-column quarto.

Potter Extra Heavy Drum Cylinder.

Two rollers; bed 29x42. Will print double royal sheet. Splendid order.

Reliance Wharfedale.

Bed 47x51. With patent flyers. A good press.

Scott Job and News Drum Cylinder.

Two rollers; bed 32x51; rack and cam distribution; tapeless delivery; air springs. Good order.

Whitlock Drum Cylinder.

Bed 22x27; air springs; tapeless delivery.

Washington Hand Press.

7-column. With inking apparatus. \$135.00.

30 Inch Shears.

Nearly new. \$70.00.

Brehmer Wire Stitching Machine.

Stitches ¼ inch. Good as new. \$560.00.

Peerless Job Press.

14x20; with steam fixtures. \$200.00.

Peerless Job Press.

11x16. \$165.00.

Two Old Style Gordons.

7x11. \$75.00 each.

Perfection "C" Wire Stitcher.

Stitches ¾ inch. Like new. \$110.00.

Perfection "A" Wire Stitcher.

Stitches ¼ inch. \$45.00.

Seven Horsepower Reliance Electric Motor.

with extra Armature. \$200.00.

One 30 Inch Sheridan Paper Cutter.

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One 31x46 Taylor Drum Cylinder.

Will print 9-column folio. \$500.00.

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