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TORONTO, NOVEMBER, 1897.

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VOL. VI—NO. XI

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## THE WEEKLY PRESS.

THE EDITOR AS A CITIZEN.

THE translation of The Kincardine Review editor to another sphere of action was the occasion of a pleasing demonstration. Mr. Clark was told by the leading men of the place that his public spirit was recognized and that his removal was felt to be a loss. This is a tribute of respect which any man may be glad to have. It is the kind of reward which an editor gets when he really does his duty as a newspaper man. That duty is necessarily something more than making a living. In his genial and amusing way Mr. Pirie has said that the country editor's motto is: "Let me do the job printing of the nation, and I care not who makes its laws." This is one of many good jokes from the same source. As a matter of fact Mr. Pirie is a thoroughly public-spirited man, and will make an excellent representative in the House. The local editor who is unselfish enough to put spare time into public affairs, who is ready to work hard for the community, and, when any local enterprise is on foot, puts forth effort in getting up the facts and advocating the measure, is really fulfilling part of his duty as a journalist. The commercial view of a newspaper may take first place; but its other obligations are not to be lost sight of. It happens that the editor who makes himself a factor in the life of the locality reaps direct returns for his paper.

A VALUABLE FEATURE.

A new department in The Junction Leader and Recorder, which circulates largely in the county of York, Ont., round about the city of Toronto, calls for a remark. It is entitled "Our Poultry Corner" and is to be written by Mr. Joseph Dilworth, formerly editor of The Poultry Review, and one of the best posted men on the poultry industry in the country. If a weekly can manage to get a special feature of this kind, the value of the paper is greatly enhanced. In this case, no doubt,

the editor has found out that many readers are interested in poultry raising and the information, by a specialist, will be appreciated by them. According to the industries in the locality, other editors will make a note of this idea for adaptation elsewhere. The news comes first, and after the news features that have a distinctly local value should come next. Fruit culture interests many parts of Canada, and farmers often fail to make a cent out of the orchard because they have no time to go into fruit raising on any large scale and have no practical hints as to buying new trees and keeping the old ones in order. Clippings from agricultural exchanges by men who know really nothing about agriculture do not fill the bill. It is also a question whether the speeches of men like Prof. Robertson and bulletins from the Government model farms get enough attention from the weekly press. The daily papers often give great prominence to this class of stuff and thereby work even their daily editions into the country districts.

FOREIGN NEWS IN THE WEEKLY.

The summary of foreign telegrams in The Clarksburg Reflector is well done, and the news condensations in the city press are oftentimes not half so well boiled down. The matter is arranged under each day of the week, about four or five paragraphs to a day. The whole occupies about three-quarters of a column in a paper containing ten columns of home-printed matter. On another page the editor says: "In our Foreign News Column we have endeavored to keep our readers pretty well informed as to the affairs in Northern India. These reports, culled from the daily papers, have been very conflicting—one day we read that the tribes have yielded submission to the British army, to be in turn succeeded by the news of a fresh outbreak and more serious fighting for the troops." Then follows a half column of intelligent descriptive comment on the war with the tribes of the India frontier. The merit of the work must not blind one to the serious inroads on space made by a department of this sort. It takes time as well as space, and both could be better expended on local matter. If news runs short, there are always local features that will bear writing up. The local paper cannot hope to be accepted as an authority on foreign news, while it is supreme in its own sphere.

THE WEEKLY AND POLITICS.

Now that the provincial campaign is beginning in Ontario, the weekly will be called on to take part in the fray. This sometimes degenerates into a quarrel between the two local editors who are led into doing the dirty work for the politicians, while these gentry avoid personalities themselves and hunt for

votes wherever they can find them. After a hot, bitter fight in the editorial columns of their respective papers, what do the two editors find? That the election is over, and, by an exhibition of angry passions and bad manners, they have discredited their papers in the eyes of the very people from whom they wish to draw subscriptions, advertisements and printing. The politician who wins has enjoyed seeing you make an ass of yourself (in his behalf) and then leaves you to live down the injury. It is a one-sided bargain. If the politician wants the insertion of abusive articles, let him pay for them at so much per line as advertisements; if necessary, top of column and next pure. There are plenty of strong party men in the press, but if left to themselves they would seldom print the offensive things one sees in papers during the campaign. One hears would-be moral reformers bemoaning "the violence of the party press." The party press is all right. Men should have opinions and stick to them, but it is the coarse personalities that do the mischief and give a local paper a bad name.

#### AN INDUCEMENT TO PAY IN ADVANCE.

The Windsor Record, in issuing its weekly twice a week in two parts, has adopted this plan: The paper will be enlarged to 16 pages, same size of page as at present. Part I, containing eight pages, will be printed on Tuesday morning and immediately mailed, and will reach subscribers on Tuesday night or Wednesday morning. Part II, containing the other eight pages, will be printed on Thursday night to catch the early morning Friday mails, as at present. Those who do not pay in advance will only get the 16 pages on Friday.

#### A GOOD LOCAL PAPER.

The Tiverton Watchman appears in a new dress of type, and is enlarged from five to six columns per page. Tiverton has less than 500 population, but The Watchman is easily worth another 500. It is filled with local news. The editorial paragraphs are brightly written, local concerns getting attention, and the nice, cleanly printed appearance of the paper is only equalled, mechanically, by the well-set advertisements. Remembering that good towns like Kincardine, Port Elgin and Paisley are in the vicinity, Tiverton ought to give its paper a cordial support, for the enterprise of Mr. J. J. Clarke, the publisher, is distinctly creditable to him and the locality.

#### HOME-PRINTED.

Despite the present popularity of boiler plate, one cannot help feeling that the home-printed weekly has merits all its own. The Weekly Record, of Sussex, N.B., is one of these, a large four-page, 36-column paper. Local news monopolises the two inside pages with the editorials, which deal with home questions especially interesting to farmers. The first page has a story, the last page, general reading. The provincial market prices are carefully recorded. The Record is, in short, an all-round good newspaper, of a sort that never fails to get a strong grip on its own locality. Men who build up properties of this kind have the happiest life in the journalistic business, since they have a permanency, and the future depends on themselves.

#### THE EDITORIAL PAGE.

There is something to be said for the plan which would regulate the editorial page according to the district in which the paper is published. That is, if yours is the only paper and is

not political, partizan editorials are not wanted. If the district is not particularly active politically, then the editor will probably devote his space to local subject—the best rule in most cases. A glance at The Stayner Sun suggests a compromise course which impresses one favorably. It fills one column and a half of space. First, a piece of good poetry (the selection in The Sun of Nov. 11 is by Thackeray, the lines young Pendennis wrote for the literary album), then the "Point of View" containing several paragraphs with both information and reflection in them, then Timely Intelligence, and, lastly, the Spirit of the Press with short comments from contemporaries, etc. In short, the department which is always arranged in the same order seems to keep this in view: The verse to be well selected; the "Point of View" thoughtful and interesting; "Timely Intelligence" up to date, and the "Spirit of the Press" the best things appearing in the previous week's exchanges. The editor's policy evidently is to be brief, original, comprehensive and timely, never forgetting the necessity of local application. This is an excellent programme. Other papers can vary it, but it boils down a great deal of readable material.

#### NEWFOUNDLAND "JOURNALISM."

Feeble imitations of the Newfoundland papers have occasionally been conceived, such as The Arizona Kicker or Dickens' Eatanswill Gazette, but none come up to the originals. The recent election campaign brought out all the varied qualities of the editorial pens. The St. John's Herald remarked: "On Monday week an article appeared in The Telegram, signed by Murphy, Fox and Furlong, in which we, the editor of this paper, were characterized as a 'palsied brat' and a 'nervous paralytic.' Murphy was the writer, and we submit that there was no more justification for his dragging into a political discussion the infirmities with which the Almighty has afflicted us, than there would be for us to use it against him that he has a crooked eye."

Proceeding to get even with "Murphy," The Herald went on to say according to The Toronto Mail, that he is soaked with rum, that whenever a crisis arises he is "drunk," that he washes himself just twice a year, that he is always placed in the ship's hold when traveling because he is so dirty, that the hotels decline to admit him for the same reason, and that his presence in the city is a standing proof that the sanitary conditions are not properly attended to.

#### DISAPPEARANCE OF A NEW BRUNSWICK EDITOR.

The St. Andrew's Beacon says that Editor Anslow, of The Newcastle Advocate, who mysteriously disappeared while out hunting with his son several weeks ago, is still among the missing, and it begins to look now as if the mystery of his disappearance will never be revealed. Hundreds of men have searched through the forest for him. They have dragged the beds of all the streams in the neighborhood. They have sought for him everywhere, but in vain. Had the earth opened up and swallowed him, had he been transported bodily to heaven, his disappearance could not have been more complete.

The Woodstock Sentinel-Review is being congratulated on its appearance in its new dress from the Toronto Type Foundry. The dress was cast by the American Type Founders' Co. with their celebrated copper alloy metal.

## THE CABLE NEWS SERVICE.

**I**T IS refreshing to hear that the desire for reform in the Canadian cable service is invading influential circles. For years I have bored worthy people about the matter until it became a question how long further badgering would be permitted without injury to life and limb. A cold shudder would creep over some prominent newspaper men when I ventured to point out the sins of omission and commission characteristic of the service via New York. They slunk round a corner if they saw me coming; when fairly caught they would rapidly begin talking about the weather or politics in order to head off a discussion on cables. Finally, one eminent person mopped the floor with me at a meeting of the Canadian Press Association and left me gasping for breath for several months. The by-standers simply sniggered.

The fate of the man who believes he has invented the perpetual movement motor, who has a new system of street cleaning, or is agitating for pure food, was mine. Publishers were out, editors were called to the telephone, and reporters with that honest candor that makes them a power in the land, would remark: "Don't be a blamed crank; give us a rest." But these were trifles light as air compared to the horrid suspicions that a mild agitation for a better cable service aroused. At first, the idea grew that it was a device of the jingoes to load up public opinion their way and dress us all in court costume. Again, they would say that it was a nefarious scheme to breed trouble for the good Uncle Sam on his north frontier by making us all so British that we would be forcing him to wear a necktie of the Union Jack pattern. One of my best friends printed a withering article in which he said European news with a Yankee flavor was an admirable diet, for it tended to keep us humble as a community, otherwise we would all want to be K.C.B.'s—or "something higher," G.C.M.G.'s—and loll about at Vice-Regal receptions.

I am not quite sure what has brought about a change, but rather suspect it was the Marlborough baby. The career of that youngster, from the hour it first drew breath, was followed with devoted care by the cable service. When the baby smiled, the announcement was flashed to this continent. When the baby cried, all Canada wept. We had to, because the details appeared in the papers every day. We wrapped little Marlborough in his first long clothes, we admired their old lace trimmings, we (and the Prince) attended the christening and gloated over daily enquiries from royalty as to how the baby had slept and whether its dear ma was able to take nourishment. And why did all Canada stop marketing wheat and buying mining shares in order to read daily bulletins about the Marlborough baby? Why? Because the little darling's mother was the daughter of a divorced New York couple who owned millions, and what interested the scandal-mongers and peer-worshippers of the Knickerbocker aristocracy was of absorbing interest also to Canadian men and women. I think little Johnny Churchill has done the business, and that Canadian editors are beginning to tire of the present system. C.

### THE POPE TO BLESS NEWSPAPER MEN.

It is stated in ecclesiastical circles here, says Mr. Mosher, The Toronto World's Montreal correspondent, that Pope Leo XIII has signified his intention of issuing a brief to the journal-

ists of Montreal, expressing the thanks of His Holiness for the address which the Montreal press, irrespective of creed, presented to Mgr. Bruchest on the eve of His Grace's departure for Rome. This is perhaps the first time that such an event has taken place in America, although the thanks of the Papacy have on more than one occasion been tendered certain sections of the French and Italian press.

### THE OTTAWA CITIZEN CHANGES HANDS.

The Messrs. Shannon have sold The Ottawa Citizen to a company, the controlling interest in which is owned by Messrs. Southam and Carey, of The Hamilton Spectator, who have a few Ottawa persons associated with them. Mr. Wilson M. Southam will be the manager and publisher, and Mr. Hugh Clark, late editor of The Kincardine Review, will be editor.

Before the new editor left Kincardine the leading men of the vicinity, headed by Mayor Macpherson, of Kincardine, presented him with an address and a purse of gold, and wished him good speed in his new field of labor. When Mr. Clark was in Toronto, November 9, on his way to Ottawa, a number of news paper men entertained him at supper. Among those who joined in a very jolly gathering of newspaper men were: J. S. Brierley, Montreal Herald (who happened to be in town); Arthur F. Wallis, Mail and Empire; John Lewis and John Ewan, Globe, J. T. Clark, Saturday Night; J. A. Cooper, Canadian Magazine; Fred. Campbell, of the Canada Paper Co., and others.

### THE NEW JOURNALISM.

Sixty-nine pages of rubbish,  
Twenty-two pages of rot,  
Forty-six pages of scandal vile,  
Served to us piping hot.  
Seventeen hundred pictures—  
Death, disease and despair—  
Lies and fakes and fakes and lies  
Stuck in 'most everywhere.  
Thirty-four sad comic pages,  
Printed in reds, greens and blues,  
Thousands of items we don't care to read,  
But only two columns of news.

—New York Life.

### USEFUL HINTS TO PRINTERS.

To separate type that has been standing for a long time, pour glycerine over it and let it stand eight or ten hours. Then rinse with lye or soap water. A good method of getting rid of electricity is by saturating the fingers or sticks of the fly with glycerine and water. Apply when the press is idle until the wood is thoroughly saturated with it. Spirits of wine is recommended as excellent for cleansing rollers used with copying ink. It removes the ink instantly, evaporates at once and does not injure the rollers like water. Printers who suffer from sore or dry skin on their fingers will find the following mixture very beneficial and soothing: Glycerine, 1 ounce, rosewater, 3 ounces; carbolic acid,  $\frac{1}{4}$  ounce. Before retiring at night wash the hands in warm water, then rub the lotion thoroughly into the skin. The carbolic acid is very healing, the rosewater is a good dilutant of the glycerine, and likewise tends to counteract the odor of the carbolic acid, which is unpleasant to many people.

## NEWS OF THE MONTH IN BRIEF.

**A.** B. MORINE is one of the members of the new Winter Government in Newfoundland. Mr. Morine was long a leading journalist in St. John's and was in the press gallery at Ottawa for a session or two.

R. L. Werry, of Port Stanley, has joined The St. Thomas Times staff.

The Price Current is the name of a new Winnipeg weekly publication.

Lindsay Bros., printers, Sarnia, have placed an engine and boiler in their premises.

C. Williams, who has been in Winnipeg, has gone to Vancouver to The News-Advertiser staff.

A. M. McDonald, of St. Thomas, agent for The London News, died very suddenly at Aylmer, Nov. 6.

It is reported on apparently good authority that Henry M. Stanley, the African explorer, will resume journalism.

There is some talk among Toronto newspaper men of reviving the sociable fortnightly dinners which were a feature last winter.

E. E. Sheppard is still in South America on the Government's trade mission. He has visited Brazil and is now going to Chili.

Mr. Arthur J. Stringer, who is well known to Canadian journalists from his poems, is now on the local staff of The Herald.

Miss Cowan, a talented graduate of Toronto University, is now assisting Mr. Macdonald, editor of The Westminster, in editorial work.

Owing to the loss sustained at the late fire in Windsor, N.S., the publication of The King's College Record has been discontinued for a short time.

Eddie Coombes, a well-known Toronto newspaper man, who has been in New York for some months, is again back among his old conferees in the "Queen City."

J. W. Dafoe, of The Montreal Star, has an article in the December number of The Canadian Magazine on the Fenian Raid of 1866 along the Quebec boundary.

Mr. Scaife, of The Province, Victoria, B.C., whose place Mr. W. C. Nichol took recently, is on his way home to England, where he remains, it is understood, some time.

George Peart, editor of The Chatham Banner, formerly of the Toronto press, has accepted a position on the staff of The Montreal Herald, and will assume his new duties on Dec. 1.

The Hon. Mr. Dechene may start a new French Liberal paper in Quebec city. It was rumored some weeks ago that he had purchased L'Evenement, but there was no truth in the report.

Mr. Wm. Templeman, of The Victoria, B.C., Times, is the new British Columbia Senator who succeeds to Mr. McInnes' place. Mr. Templeman is a pioneer Liberal journalist of British Columbia, The Times having conducted a vigorous campaign for many years, even before the Liberal party had much organized existence at the Pacific coast.

Sanford Evans, of The Toronto Mail and Empire editorial staff, with a number of other young men, is organizing a Canadian Club for Toronto similar to the one in Hamilton. At the

opening dinner the speeches were nearly all made by journalists, among the speakers being J. S. Willison, W. F. Maclean, M.P., J. T. Clark, J. A. Cooper, and Gordon Waldron, who writes editorials for The Toronto Weekly Sun.

Advices from New York say that the demand for Linotype machines is very great. The World has just added five new machines to its already extensive plant. Other daily papers are following the same line.

It is reported from Winnipeg that Lieut.-Governor Mackintosh is to become editor of The Rossland Miner as well as manager of a large English mining company, when his resignation takes effect on January 1st.

J. C. Walsh, of The Toronto Globe staff, and president of the Toronto Young Liberal Club, has gone to The Montreal Herald as editorial writer. Mr. Walsh was formerly editor and publisher of Walsh's Magazine and is a clever writer and ardent Liberal.

Alderman Rutter, of Warwick Bros. & Rutter, has been elected a director of The Toronto Globe, replacing Mr. Joseph Tait, ex-M.P.P., who was appointed to a position in Osgoode Hall. Alderman Rutter is also a member of the Executive Board of The Globe.

The monument to the late Alphonse Lusignan, journalist, author, member of the Royal Society, and for many years in the Inland Revenue Department at Ottawa, was unveiled November 1 in the Notre Dame Cemetery. The monument was erected by the numerous friends of deceased in Ottawa and Montreal.

Frank P. Birley, of the Dominion Paper Box Co., Toronto, died Nov. 2. Deceased was well known in Toronto, having been in business for upwards of 15 years, and he, with Alfred Jephcott, founded the Dominion Paper Box Co. He was born in England in 1853, came to Canada and settled in Toronto when a young man.

W. F. Thompson, publisher of The Trail Creek News, will head the first Klondike party from Trail. He proposes to leave there about March 1 and go to the gold fields by way of Ashcroft and the Cariboo country. He will be accompanied by Loss Bernard, of Trail; John Garvin, of Denver, and Rev. F. L. Pollard, of East Orange, N.J.

Mr. J. Hayward, correspondent of The London, Eng., Mail, is fitting out for the Yukon. He will explore the upper waters of the Yukon River, and if supplies are short at Dawson City will endeavor to relieve the starvation, having received authority from his paper to do so. Mr. Hayward was a member of the Jackson-Harrisworth Arctic expedition.

W. D. McBride, who has resigned the city editorship of The Montreal Gazette, received a warm mark of esteem from the Montreal newspaper men, before his departure for England on the ss. Labrador for a holiday trip. Mr. John S. McLean, of The Toronto Globe, presided. In a felicitous speech he presented Mr. McBride with a handsome traveling bag and dressing case. Mr. McBride made a happy reply. Other speeches followed.

The following are the newly elected officers of The Templar Publishing Co., of Hamilton: Messrs George H. Lees, Hamilton, president; F. W. Watkins, Hamilton, vice-president; W. W. Buchanan, Hamilton, manager; Henry Morton, Montreal; George Wrigley, Toronto; John H. Land, Hamilton, and Rev. W. Kettlewell, Galt. Mr. J. W. Jones is secretary. Of the proposed capital of \$50,000 over \$30,000 has been subscribed, and the rest will be secured by Jan. 1., when publication under the new auspices will be begun.

## THE COUNTRY APPRENTICE.

THE EXPERIENCE OF AN EX-MEMBER OF THE FRATERNITY,  
AND THE FAULTS OF THE TRAINING THEY GET.

ONE frequently hears the statement that the compositor who learns his trade in a country newspaper office should be an all-round man, that the system of training apprentices in these offices is such that a man who undergoes it should be "thorough," that he should have mastered the "details" of the work.

This may be the case as far as those who have worked in some country offices are concerned, but the system of training which fell to my lot—a system I believe to be widespread—is not calculated to instil into the minds of apprentices either thoroughness or a mastery of details. Many good people are of the opinion that a man should be "called" before he enters the Christian ministry. It must have been a decree of fate that I should enter a newspaper office, for I was "called" to the work by a newspaper proprietor to whom I had never applied for a situation.

My work for the first ten months was that of the "devil," such as sweeping out, running errands, carrying the paper to subscribers, sawing the wood used, cleaning the presses, Gordon and power, and the engine—a dirty, greasy, coal-oil engine—after each time they were used. (I learned the "details" of this kind of work). Between odd jobs of "devilling" I was allowed to work at the case, and in ten months was able to set up three thousand ems in a day.

At the end of these ten months, one cold December night, "we" were burnt out, and the management decided not to start up again. It was a custom in this town that the boy who carried the paper to the subscribers, should on New Year's Day present to these subscribers a "Carrier Boy's Address," generally in verse, when he received from each some gratuity for his services during the year. Although "we" were out of business I was not, and had an address printed, the verse principally of my own composing.

As I now look at these verses, I wonder my friends ever allowed me to have them published, but they yielded me more cash than many a standard poem has yielded its author. Five months later I secured a position on the staff of one of the other papers in the town. As there were two apprentices who had not served as long at the work as I had there was no more "devil" work for me, and in a short time I was put on "stint."

This system of "stint" is the bane of many a country apprentice. Not that he does not like it! Oh, no! With a "stint" such as we had, we were gentlemen of leisure as compared with the fellows at other trades. "Stint" in a country office means giving the boys a certain amount of work to do each day and letting them go home when that amount of work is done. When an apprentice has been long enough in an office to distribute type cleanly he is given about 2,500 ems to set in a day, and as he improves his stint is raised till he is given 5,500 or 6,000 ems to set without distribution, equal to about 4,500 ems with "dis." On publication day there is no "stint," as there is some work for each boy to do in the printing, folding and mailing of the paper.

The usual time of apprenticeship in such an office is four years, leaving one year of apprenticeship in the city. This year is looked fondly forward to by the country apprentice as the

time when he will learn "job work," so he is satisfied with from one month's to six months' experience at that line of work in the country office.

After we were about two years at the trade we could set our "stint" in seven hours on an average, and on special occasions would do three days' work in two to get a holiday on the third. So we were contented—no thoughts of the future, no ambitious desires for a thorough knowledge of the trade we were supposed to be learning were strong enough to determine us to ask the proprietor for a "show" at job work. We were satisfied to go down to work at eight o'clock in the morning and in a happy-go-lucky way "rattle up" our stints, and get off about four o'clock in the afternoon.

The effect such an experience as this will have on a boy is varied—it depends on the bent of his mind, on the tendencies of his ambition, when he is thus at freedom from four o'clock. But one thing is certain, and this is the fact that this system tends to send a boy to the city more ignorant of than master of the details of his trade. When I came to the city I did not know there was any difference between long primer and small pica, nor how to place quoins in a chase to lock it up. This was not because I had not opportunity to learn these matters, but because I had no interest in job work, due to the pleasure of the short hours of the stint system.

We, the three boys in this office, used to sit down sometimes and calculate how much money we could make if we were to go to the city. We made all our calculations at 33 $\frac{1}{3}$ c. per thousand ems, the price we had learned was the city scale, and were each one confident we could easily make \$11 per week.

In the course of time we all found our way to the city. One of the three started work in Montreal at \$4.50 per week, and has, after eighteen months steady application to business, had his wages advanced to \$6 a week. Another was glad to find work in Toronto at \$5 a week. He also is now receiving \$6 a week. And these boys are steady, intelligent, industrious fellows, but who, unfortunately, like myself, did not know as much about printing as they thought they did.

As for myself—my experience in that office has made me so fond of leisure that I have been driven to find employment among the newspaper fraternity.

DONALD O. MCKINNON.

### TAKING UP REPAIRING.

Mr. C. J. Robertson, 588 Craig street, Montreal, who opened up a printing machinery supply store a few months ago, is going to take up the repairing business as well. Mr. Robertson has had a thorough training as a mechanic, and can be relied on to refit old machines, and make as many additions of the newest devices as it is possible to do. Mr. Robertson thoroughly understands his business, having designed several presses for some of the best houses in America.

### CHEVIOT COVER.

The "Royal Cheviot" cover offered to the trade by Buntin, Gillies & Co., Hamilton, is a new line of heavy weight cover paper which promises to have a large sale. As the name suggests, the finish is the same as that of the well-known Cheviot cloth; the colors are rich and the surface will commend itself to printers who desire effective work. Samples will be sent to the trade on application.



### GOING AFTER SUBSCRIBERS.

THE VALUE OF NEW NAMES AND HOW THEY MAY BE OBTAINED.

THE Mexico (Mo.) Ledger, owned and edited by Robert M. White, has for a country newspaper an unusually large subscription list, says *The Country Editor*. The rate charged is \$1.50 a year, not cash in advance. Much of the success of The Ledger is due to the foreman and business manager, B. B. Runkle. Mr. Runkle is not only a splendid office man, doing everything that a foreman, book-keeper or editor could do, but he is a general all round hustler outside. Indeed, he bears the reputation of getting more subscribers in a single day than any other man in the state.

"There is no set rule for getting subscribers," said Mr. Runkle. "I go as often as possible to public sales, country picnics, fairs and gatherings of all sorts, and ask everybody I meet. I take along The Ledger's subscription list and collect on subscription also, when the opportunity offers. The tax collector in our county makes regular trips in October and November of each year to the various townships to collect taxes. I make it a point to go with him. When a man pays his taxes promptly he will generally subscribe for a paper. If he is a slow taxpayer it doesn't always do to credit him."

"Do you take subscriptions on credit?"

"Yes, My plan is to size up a man and give credit only to those I think will pay. Then, before I leave the place, I go to the local merchant and ask him which ones he would credit. The ones the merchant would credit I keep. We do not lose much by bad debts."

"What is a new subscriber worth to a newspaper?"

"That depends, of course, upon the subscriber. The publisher can often afford to pay several dollars to get the head of the family on the list. A man will bring all his advertising, news items, job printing, etc., to the office that prints the paper he reads. And when a good paper gets a subscriber he usually stays. It is the business of the editor then to keep him by getting out the best paper in the county."

"Do you ever offer special rates?"

"Sometimes. I don't believe a good paper can be profitably printed with an ordinary subscription list at less than \$1.50 per year. Certainly it cannot where the subscribers do not pay in advance. We make a 25 cent offer to subscribers for three months. And when I go out with the collector we make a 10 cent offer for a month or six weeks. I find it pays. After all, the only way to get subscribers is to keep after them. You must never let up."



THE INCOMPLETE ANGLER.

JOHN BULL: "I don't seem to be doing as well as I did."

JOE. CHAMBERLAIN.—"Well, if you want to get the better of those foreign chaps, you must choose your fly to suit the fish—as they do."—Punch

# Dexter Folder Co.

WRITE FOR CATALOGUES  
AND PRICES.

PAPER FOLDING AND FEEDING MACHINES . . . .

Branches—

CHICAGO—315 Dearborn St.  
BOSTON—149 Congress St.  
Factory—Peart River, N.Y.

Main Office :: 97 ::  
Reade Street, New York

## NEWS OF THE MONTH IN BRIEF.

J. W. CORCORAN, A. W. Lee, E. Corcoran, Catherine Lee and Joseph Wright, of Toronto, are applying for Dominion incorporation as the Canada Printing Ink Co., capital \$40,000, for the manufacture and sale by wholesale and retail, and the buying, selling and dealing in printing inks, printers' supplies and machinery, dry colors, oils, varnishes and varnish-makers' supplies generally.

The Fort Fairfield, N.B., Leader is out in a new dress of type and is doing well.

The Montreal Gazette, in its new dress from the Toronto Type Foundry, looks very handsome.

Messrs. Newton & Treloar, the enterprising job printers of Toronto, have ordered a large two-revolution press from the Toronto Type Foundry.

Messrs. Clark & Stuart, of Vancouver, B.C., are putting in a complete new job office. They purchased most of the plant from the Vancouver branch of Toronto Type Foundry.

The Bryant Press are moving to larger premises on Richmond street, Toronto, and are putting in their new pressroom a large two revolution press from the Toronto Type Foundry.

The Vernon News, British Columbia, was burnt out last month, and have ordered from the Vancouver branch of the Toronto Type Foundry a complete new outfit, including a power press.

J. L. Acker has sold his interest in The Bridgeburg, Ont., Review and Fort Erie Times to Mr. John T. James, who will manage the paper, with Chas. Brock continued in charge of the mechanical department. Mr. James is a live, capable man, and PRINTER AND PUBLISHER wishes him all success in his new sphere. He will doubtless join the Press Association and become one of us.

Much sympathy is being expressed for J. H. Thompson of The Thorold Post, owing to a serious accident which befell him Nov. 3. By accident a cow which was in a stall where Mr Thompson was doing some carpentering, drove one of her horns into his left eye. The best of medical skill was summoned, and it is hoped that the sight of the eye will not be permanently injured. Mr. Thompson has the cordial sympathy of all his conferees.

T. H. Sears having withdrawn from the publishing firm of The Galt Reporter, the paper will in future be published by Jaffray Bros. "Both members of the firm are natives of Galt. Each lifted his first type on the jolly old Reporter, the days of their apprenticeship going back to the time when their uncles, Richard, Harry and George, constituted the firm of Jaffray Bros. The new proprietors have had a varied experience in the publication of daily and weekly newspapers in this and other countries. The resident and managing partner will be Mr. J. P. Jaffray, who needs no further introduction to the people of Galt and vicinity. Mr. R. M. Jaffray is the joint proprietor of one

of the most successful trade journals in the world, The Chicago Referee, with its English connection, The American Referee, of London, both newspapers, published weekly, being devoted to the interests of the American bicycle manufacturers." Arthur Donaldson will continue city editor and W. H. Wilson becomes business manager. All their conferees wish Jaffray Bros. all success.

Mr. John Ross Robertson, M.P., proprietor of The Toronto Evening Telegram, is building a new establishment for his paper on Bay street, on the corner of Melinda. It is a fine site for a newspaper office, as Bay street, on the opening of the new Court House and Municipal Building, will be one of the chief thoroughfares in Toronto. Work is now going on. The building will cost about \$35,000 and be a four-storey structure of pressed brick with stone facings. From Mr. Robertson's enterprise and success as a publisher and journalist the new building may be expected to be a thoroughly complete, up-to-date establishment.

## A "PASS-IT-ON" PLAN.

J. W. Darrow, of Chatham, N.Y., writes to Newspaperdom: All editors have a surplus of exchange reading matter, and when once perused it goes either to the waste-paper bin or possibly is laid away in the garret "for future reference." I have adopted a plan, which, to me, is new, and which will help me to dispose of such periodicals as Harper's Weekly and Bazar, McClure's, Munsey's, The Independent, The Examiner, The Christian Advocate, The Musical Record, National Music Journal, and some of the better agricultural papers, in a way that will extend their usefulness to a wide circle of readers. On the margin of each paper I wish to send out I paste a little slip like this:

This paper is from The Courier, Chatham, N.Y., with its compliments. When you have read it hand or mail it to some friend who would be pleased or benefited with its perusal, and in turn let him pass it along until it is worn out "doing good."

This slip is intended to remain on the paper, and will carry the instructions to each successive reader. Perhaps some of your readers may like to adopt a similar plan.

## JUST WATCH AND SEE.

A typewriter firm has sent a ten-cent souvenir advertisement of its machine to Canadian newspapers, soliciting a free notice, worth \$3, in exchange. How many publishers will give this, thereby cheapening their own franchise and injuring their contemporaries?—Kingston Whig.

## SECONDS IN COATED BOOK PAPERS.

Users of coated book papers should enquire of Buntin, Gillies & Co., Hamilton, in regard to the seconds of this paper they are selling. While not perfect, it is sold at such a low figure that it is remarkable value and for a great deal of work is quite good enough. Case lots a specialty.

**Paper Cutters**  
**Wire Stitchers**  
**Paging Machines**  
**Perforators**  
**Folding Machines**  
**Ruling Machines**  
 Embossing and  
 Gilding **Presses**



## The J. L. MORRISON CO.

Makers and Importers of

### BOOKBINDERS' MACHINERY

Sole Agents

Seybold Machine Co.



28 Front Street West, TORONTO

#### ADS. IN THE WEEKLY PRESS.

SOME POINTED CRITICISMS ON PRESENT NEGLECT, AND ADVICE ON HOW TO IMPROVE.

THE average country paper presents a sorry appearance in its advertising columns, says Frederick Vail Owen, in The Ad. Book. It is one of the anomalies of the business that the principal thought bestowed on the advertising columns is getting the ads. Once a man's ad. is secured, no further is he or his ad. thought of except to collect the bill. Resting secure on the idea that "advertising pays," no effort is made to make the advertising attractive or readable, and, as the best positions are secured by the patent medicine ads., it makes no difference where the local space-user is located. These same monopolizers of position, the patent medicine ads., also have the only decent, though disparaging, display, and the local advertiser, unless he has better ideas than the average, and demands his rights, might as well keep his money in his pocket for all the good it will do him.

There are generally one or two local advertisers who buy a large space (frequently two or three columns wide) and secure good positions, but the rest of them are not in it at all. But I believe that the local advertiser should get value for his money, and if publishers would consult the interests of their local advertisers more than they do, that it would prove profitable.

How to give equal prominence to the advertisements is no easy matter, but there are methods that will accomplish much. The great trouble is that generally the composition of an advertisement is considered of little consequence further than to get in as many big, black lines as possible, with "astonishers" at the end of them. As all the ads. are set on the same plan, nothing is gained by the big lines. Frequently the ads. come in late, and it is necessary to jump them up in a hurry. The foreman is annoyed at the never-ending delays incident to closing up the last form, and the exasperating requirements of the patent medicine ads., so he dumps the local ad. in the most convenient corner.

On assuming the business management of a local weekly newspaper, several years ago, the unattractive and dull appearance of the local ads. was an eyesore to me, and I felt, when collecting monthly, that the advertisers gave the money begrudgingly and unwillingly. It was a folio sheet of seven columns, miscellany on the first and fourth pages, local news on the third page, editorial on second. The first move was to get all the foreign and legal ads. on the outside of the paper, reserving the third page entirely for local news, and from two to two and a half columns of editorial on the second page, which left four and one-half to five columns on that page for local advertisers, with some local display ads. on the outside pages. The paper issued on Saturday, the outside going to press on Wednesday and the inside on

Friday night, when the force worked late, so Saturday was a half-holiday. Monday and Tuesday the type was distributed, the foreman occupying himself in the job department. Thus it was that I hit upon Monday as a good, quiet day in each week to improve the advertising. Our second largest merchandise dealer had a column in which was enumerated nearly everything in the store, headed by:

JOHN SMITH

Has Just Received His  
 NEW FALL STOCK

—of—

and winding up with the stereotyped injunction to "Call and see us." The word "Fall" was changed to "Winter," "Spring," and "Summer," as the season changed, but otherwise the ad. might have been electrotyped, to the advantage of the office, saving the wear on the type year in and year out. The first thing was to throw it out entirely, and set it up anew. The storekeeper was glad to give points on seasonable goods for frequent changes in his ad., and gladder yet to have the changes made. With the smaller ads. the copy was changed, and designed so as to bring some one point into prominence. Instead of filling the space with heavy lines that accomplished nothing, but one or two lines were displayed, contrasting them by using small type for the body. Another thing was to contrast ads. with each other. Thus when an ad. with plenty of white space was set adjoining several others with but little white space, the contrast seemed to help all of them. And this is a point to be emphasized; even one or two good ads. on a page, if not of the overpowering, obtrusive style, lighten and improve the whole page. The use of cuts in ads. is good if appropriate to the business and to the ad. Nearly all newspapers use plates, and among their illustrated features are cuts that can be made use of. From other sources the wide-awake printer will secure material he can use. All the old electro ads. were saved and sooner or later use was found for them, either for some part of their printing surface or as base material to mount other cuts on. There are syndicate illustrations of low price and good quality the printer can use to advantage.

An addition of a few sizes of De Vinne and a font of modern border to the office helped wonderfully, and the paper had a new, fresh appearance that could be imparted to it in no other way. The ads. were changed frequently, some weekly, some every other week, some monthly, and so on. The compositors quickly caught the idea, and new ads. that came in, however late, showed the effect in an improved display each week. The advertisers appreciated the change and were glad that some interest was taken in their behalf.

The average local advertiser knows nothing of such things, generally saying: "Oh, you fix it up; you know how to do it." Prove to him that his confidence is well placed by putting his

ad. in attractive shape, and you will receive his thanks and his continued patronage. Charge a good rate for your space, and then see that you make the space worth all you charge, and you will be happier and wealthier by it. You do not need a type foundry at your command to do it either. Study the possibilities of original display, together with a more simple yet more attractive wording of copy, and you will find that a few fonts of gothic, a font each of nonpareil and bavier bold face, title or most any other such letter that is to be found in every office, and the usual fonts of romans, will suffice to get up many an attractive ad. Put a little brains into it. Take a half day each week, when other work will not bother you, and you will be surprised at what you can do. Occasionally introduce a bit of straight rule or border into the ad., but never, no, never, use curved or diagonal lines, or rule-twisting of any kind.

**IMPROVING THE QUALITY.**

A noticeable improvement is made in the well-known Lakeside Mills writing paper, the paper being now a loft-dried, tub-sized paper, and, considering that the price has not been advanced, the users of this line will appreciate the change. Buntin, Gillies & Co., Hamilton, carry a complete stock in all weights and sizes of flat papers as well as ruled forms.

The Newmarket Era office has lately produced some blotters advertising the office. The blotters are on one side smooth and are tastefully printed in colors.

**THE UNITED TYPOTHETAE.**

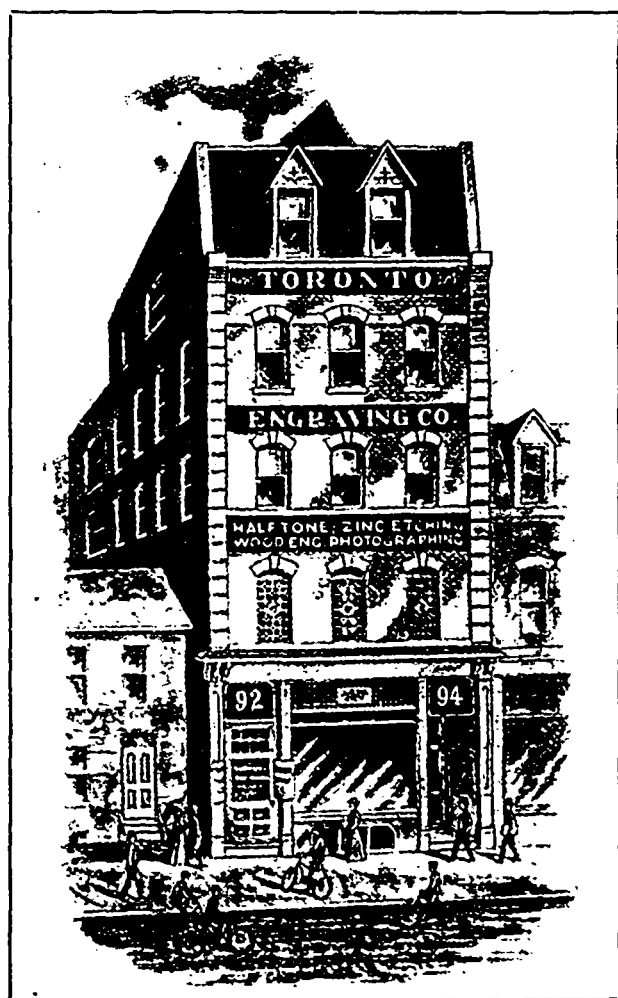
The United Typothete of America met at Nashville, Tenn., last month, J. H. Bruce presiding. E. J. Hathaway, of Warwick Bros & Rutter, Toronto was a delegate from Canada. The meeting was very successful, and the delegates were handsomely entertained. The next place of meeting is Milwaukee, and N. L. Burdick of that city is the new president. Alderman Rutter, of Toronto, is the vice-president from Canada.

**THE NEW COMPOSITION FINDS FAVOR.**

The Re-Melto Roller Composition made by the Toronto Type Foundry is having an immense sale all over the Dominion, and their Gatlign roller casting department is crowded with orders from city and country. By the Gatlign casting process all air is kept out of the mold, and the composition is forced in the mold under steam pressure thereby making a roller free of air holes.

**BRONZING.**

Many a job printer has found bronze hard to handle with good clean results. The following scheme is well worth the trouble it entails: Run the sheets through the press a second time. After the bronzing has been done, and the sheets are well dusted, take off the rollers, wash the form and pass the sheets through again. The second impression of the clean type against the bronze will give a brilliancy almost equal to gold leaf.



**What about the Cuts  
for your Special  
Edition ?**

WE ARE IN BETTER POSITION THAN  
EVER WITH OUR ENLARGED  
PREMISES AND INCREASED FACILITIES  
TO GIVE THE HIGHEST QUALITY  
AT THE SHORTEST NOTICE.

THE ...  
**TORONTO ENGRAVING CO.**

IN THEIR NEW BUILDING  
At **92 Bay Street**

"THE ART ENGRAVING CO. OF CANADA."

## THE ADVERTISING SOLICITOR.

HINTS TO THE ARGUMENTS HE MAY USE TO THE TRIBE OF DOUBTING THOMASES.

THE newspaper-advertising solicitor meets many and varied arguments as he endeavors to secure business from merchants and others who refuse from one to twenty applicants for advertising (?) in "schemes" of more or less (usually less) merit each day, says O. F. Byxbee, in *The Inland Printer*. Some of the arguments advanced and the successful answering of them are hereset forth, and may be of benefit to those who strike similar snags.

New ideas (or old ones disguised in new garb) are continually being placed in competition with legitimate newspaper advertising, and these must be met with some unequivocal argument or inducement to prevent the money usually spent in the newspaper ad. being diverted into other channels.

A young man, an acquaintance of the writer, learned that he was likely to loose his position in a wholesale grocery establishment, and decided the best way to insure an income was to devise something for which he could secure advertising. He proposed getting out a pamphlet with every other page advertising. I asked him what his pamphlet would contain besides ads. "Oh, most anything," was the reply.

It seems the sole idea was to get the advertising, and most of these schemes have just as little foundation upon which to expect profitable returns to the advertiser as this. The victim is approached and, through fear of losing some trade that he has formerly considered his own, but not with any hope of gaining new business, he yields and charges \$2 to \$10 to profit and loss.

With such an army of voracious till-robbers to contend with, the newspaper-advertising solicitor needs to be unusually wide-awake, and must possess an almost inexhaustible fund of argument and illustration.

One of the best ways to get into the good graces and confidence of the merchant is to talk of the many appeals he has along this line, and the demands upon him for the purchase of tickets for everything from a 10-cent raffle to two \$5 or \$10 tickets for a charity ball. Follow this up with the many convincing arguments of the superiority of the newspaper ad. over these catchpenny devices. There are few merchants who will not admit their belief in this principle, but some will claim that there are so many of these outside demands that they feel they must patronize that they have nothing left for the newspaper man. Endeavor to persuade such a one to try the experiment for one year of doing absolutely nothing in the way of ticket or other advertising outside of the newspaper. Let him figure out what he has spent for all classes of advertising during the previous year, and then devote the entire amount to yearly advertising in the papers of his own town or city. Suggestions as to the most profitable form, size and other details could then be supplied. I believe that in adopting such a course a newspaper is in no sense stepping outside of the bounds of a conscientious business policy. The solicitor is not asking a man to drop his ad. in other papers and give it all to him; he is simply suggesting that the advertiser give up worthless schemes and refuse to be blackmailed out of his profits.

In regard to the appeals of charity, if the business man will adopt the course suggested, he will find at the end of the year he will have a larger sum to devote to worthy objects of this nature. A shoe dealer being approached for a newspaper ad said: "No,

I don't advertise at all. The only advertising I ever have done has been on these cards got out by some society to advertise an excursion, or picnic, or something of that sort, and that did me more harm than good."

"How was that?"

"Why, every member of the organization kept away from my store for fear I would put the price up on them in order to get my money back."

This is a good story to tell other business men, and it is a story with an excellent moral, too.

A man may say, "I must patronize these societies or all their members will boycott me." Ask him these questions: Does such a solicitor keep a list of those who refused to advertise and report to his society? Do you suppose the members look over the ads before making purchases? Do you suppose they ever take the trouble to read them, anyway? Would they miss your name from the list, do you think? No; it is not a question of who advertises, but a question of securing the required number, and there their interest ends until a new scheme is concocted, and then they look over their former victims with a view to trying it on again.

An argument advanced by a photographer was that he did absolutely nothing but first-class work, and he believed that unless he could advertise some bargain sale it would not pay him. This is easily answered by pointing out the fact that people outside of his own customers, and perhaps their immediate friends, have no means of knowing that he conducts his business upon this policy. He should advertise the fact in an attractive ad., frequently changed, but always keeping this thought to the front.

Here is a proposition worth considering. A merchant said: "If you would set my ad. in different type from all the rest in your paper it might pay me, but as long as it looks like the rest it is never read." This opinion is no doubt shared by many another business man, and his wishes are easily gratified. Don't say: "If I do that for you every other advertiser in the paper will want me to do the same for them." Suppose they do. It will be money in your pocket, for if you please your advertisers you will keep them, and the number of cases will be small where the merchant cannot be induced to bear the expense. It will be found that it is the man with a small ad. that desires this digression. A very few dollars would buy all the type necessary for such an ad., and if the man for whom it is purchased should stop advertising, you have got the type to offer to another man.

It is a great mistake to say "No" to anything an advertiser suggests until it has been well considered and proven entirely impracticable.

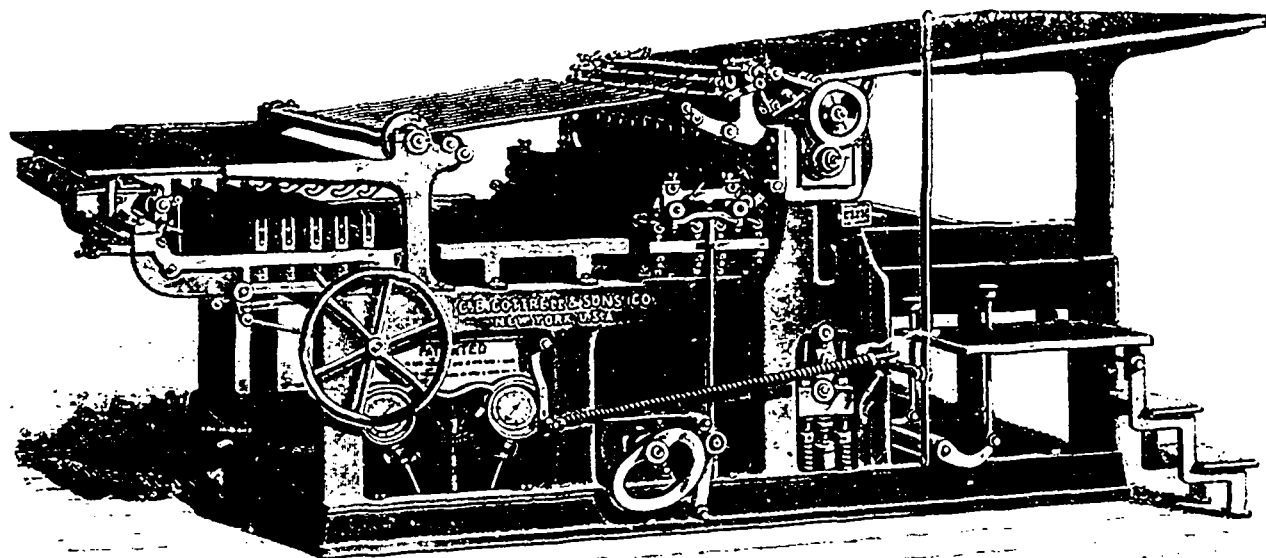
A Boston despatch says that the leading pulp paper mills have formed the American Pulp Paper Makers' Association. It was decided that the most practicable way to improve trade conditions was to increase exports. The manufacturers have therefore made an agreement that all the surplus pulp produced in the mills of the United States and not supplied at list prices to buyers in this country is to be exported through the Executive Committee of the association. Any loss on this paper so exported is to be divided among the mills, and any profits are also to be shared in the same manner. The handling of the over-product through the association is expected to do away with excessive competition in the home market.

# C. B. Cottrell & Sons Co.

Four Roller  
Two Revolution

## PRESS

With Front  
Fly Delivery



THE above engraving represents a Four Roller, Two Revolution Press of our New Series.

This machine is for fine illustrated book and color printing, and can be run at a high rate of speed.

It is especially valuable on wood engravings, photo-engravings, half tone and zinc etchings, where a clean, even impression and a fine distribution of ink are required. A large part of the illustrated catalogue and book work of the United States is printed on this Press. Quality, speed, and ease of handling are the causes of its great popularity.

We build all sizes, styles and varieties of machines, and make a specialty of Flat Bed Perfecting and Rotary Wed Presses for fine work. We would be pleased to mail our illustrated catalogue to anyone on application.

Times Bldg., 41 Park Row,  
NEW YORK.

## C. B. Cottrell & Sons Co.

Sole Agents for Canada



### TORONTO TYPE FOUNDRY CO. Limited

Toronto,  
Montreal and  
Vancouver, B.C.

## THE MAKE-UP OF THE WEEKLY.

JAMES L. THORNTON, IN NEWSPAPERDOM.

SHOULD the first page of the country weekly be the local news page? is a question often asked, and one that each publisher endeavors to answer to his own satisfaction and that of his readers. In this, as in many other puzzling questions that confront the country publisher, local conditions must dictate the answer. It is well, however, that general rules should be observed in the matter of make-up—rules that are the result of experience, the wisdom of which is self-evident.

The folio weekly, in which there is a goodly showing of home and country news, and which admits advertising to the first page, finds it to the interest of the advertising end of the business to use the inside pages for the local news. The value of advertising space on the first page is but little enhanced by the placing of local news on that page, because first-page advertisements are conspicuous because of their position, and command a rate commensurate with the degree of conspicuity imparted by the page. The same is true, in less measure, of the fourth page.

The value of the inside pages for advertising purposes is greatly increased by the presence of the local and county news. Policy would, therefore, seem to indicate that the best form of make-up for the folio is in placing story and miscellany on the first and last pages, where such matter is used, and devoting the inside pages to editorial, local news and county correspondence. By following this method of make-up, the publisher makes every page of his paper of equal value to the advertiser.

In the case of the quarto, whose pages are usually smaller than those of the folio—in most cases half the size—the first page is very often given up entirely to telegraphic plate, story or miscellany, while all the local news is buried among the inside pages. This is wrong. Where no advertising is admitted to the first page of the quarto, it should carry the long, important pieces of local and county news, well headed and arranged with an eye to proper page-balance. The local news, the personals, the county correspondence, communications and editorial should be judiciously distributed on the inside pages, keeping in mind the enhancement of space-value in the placing of the various departments. By this I do not mean that advertisements should be given the right of way over news matter in every instance. Some publishers, hampered by a multiplicity of next-reading contracts, go so far as to alternate columns of advertisements and reading matter on some pages, giving a striped or zebraic effect that is painful to look upon.

The make-up of inside pages should be from left to right, beginning with reading matter at the left margin of the page. This form is but a natural accompaniment of our reading from left to right. In the make-up of the first page, however, this rule should be disregarded where advertisements are admitted to that page. The obvious reason is that when the paper is folded and laid right side up, the news will be uppermost.

The appearance of the paper depends so much upon its proper make-up that the matter should receive the serious consideration it deserves at the hands of every publisher who is anxious to bring his paper as near to perfection as time and means permit. In reality, make-up is a matter of time: and the reason why so many papers fall short of perfection in that particular is because the make-up, unfortunately, comes at the beginning of the hurry and bustle incident to "getting out the

paper." One or two hours each week spent upon improving the make-up, sizing items and the like, would do wonders in the appearance of many a paper now lacking only proper make-up to be rated as country weeklies of the first-class.

I saw a big blanket-sheet quarto the other day which is practically run by its advertisers. Each corner of each page was given up to a large double-column, and in some instances triple-column, advertisement, and in addition, some pages carried a large advertisement in the centre. Such a make-up must be equally trying to the foreman and the reader. For the foreman it means a great deal of extra labor and for the reader a deal of optical exercise in following matter over and under big advertisements. It is all well enough to favor advertisers in the matter of position, but to make the paper over bodily to the advertiser, to the positive destruction of the paper's good appearance, is carrying the spirit of accommodation too far.

### CANADIAN PRESS ASSOCIATION.

J. A. Cooper, the secretary, has been elected president of the new Canadian Club in Toronto.

J. B. MacLean, the president, has returned from England and is now in Montreal. It is understood that the Executive will at once prepare the programme for the annual meeting in February.

### ORDERS AT MONTREAL.

The Montreal Herald have put in a very large font (nearly 3,000 lbs.) of No. 54 8-point Roman, with special sorts, made by the American Type Founders' Co., and sold by the Toronto Type Foundry by their Montreal branch. The orders for hundreds of pounds of special sorts came so fast and furious it is certain no British agency could have supplied the orders.

### THE CENTRAL PRESS.

The Central Press, of Toronto, have put in a Thorne machine to set the type for their daily press plate service. It was purchased from the Toronto Type Foundry.

There has been some rearrangement in The Toronto World office. Wallace Maclean, who retired a few weeks ago to conduct the Press Syndicate, has returned to his post, and H. Burrows has resigned to conduct, it is said, a new press service. F. Diver, the manager of the Central Press, is now secretary-treasurer of The World company, and will manage it financially for the future.

## FOR SALE.

The only Liberal-Conservative newspaper in the county in which it is published is offered for sale. City of 12,000; good circulation; large jobbing business. An excellent opportunity to issue a daily edition in connection with present weekly.

Price, \$4,000 on easy terms.

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Send for Specimen Book of the News, Book and Job Type manufactured by the Dominion Type Founding Co., on the point as well as the old body system. All must be sold before the 1st December next, and to do this I offer the following extraordinary discounts strictly for cash.

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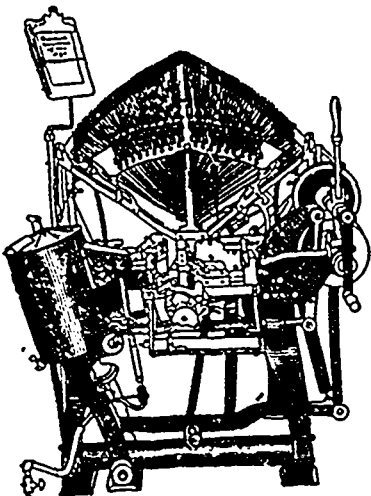


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**DANA'S NEWSPAPER RULES.**

**C**HARLES A. DANA'S rules for a newspaper office have been in print before, but they will bear repeating in view of his recent death. They are:

First—Get the news and get all the news, and nothing but the news.

Second—Copy nothing from any one's publication without perfect credit.

Third—Never print an interview without the knowledge and consent of the party interviewed.

Fourth—Never print a paid advertisement as news matter. Let every advertisement appear as an advertisement—no sailing under false colors.

Fifth—Never attack the weak, the defenceless, either by argument, by invective, or by ridicule, unless there is some absolute public necessity for so doing.

Sixth—Fight for your opinions, but don't believe they contain the whole truth or the only truth.

Seventh—Support your party if you have one, but don't think all the good men are in it and all the bad ones outside of it.

Eighth—Above all, know and believe that humanity is advancing and that there is progress in human life and human affairs, and that, as sure as God lives, the future will be greater and better than the present or the past.

**A TAKING BILL HEAD.**

The Uxbridge Journal office has lately done some hand some work in bill heads which is worthy of note. The upper half has a light lemon color which sets off the merchant's name and greatly enhances the tasteful appearance of the printing. Mr. Keller, in reply to a query, says the work was easily executed without much extra labor. "I used just an ordinary wood block (sand-papered perfectly smooth) the size of the upper part of the bill head, and the ink used for tinting was only a cheap poster yellow. It was, of course, used very lightly and constantly watched in the running to keep up proper tint."

**PRICE REDUCED.**

Buntin, Gillies & Co., Hamilton, are reducing the price of their celebrated Burnside Bristols both in white and colors, and have added to the large range of colors several additional lines, making this line of Bristol one of the most complete on the market.

**SOFT ZINC LOSING FAVOR.**

A chat with several of the zinc etchers elicits the fact that the soft zinc is losing ground. One etcher is authority for the statement that it has held its position so long for the simple reason that it was the first grade introduced, and consequently was very widely and extensively used.

**DO YOU CAST YOUR OWN ROLLERS?**

Have you tried Golding's Elastine composition put up in air-tight cans, which preserve it indefinitely? Well, just order a lot for trial; money refunded if not satisfactory. This composition will work in all climates and in all kinds of weather better than any other made. Put up in 2½, 5 and 10-pound cans at 36c. per pound. No special kettle required for melting. Order from Golding & Co., Boston, New York, Philadelphia and Chicago.

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**Buntin, Gillies  
& Co. HAMILTON**

**Envelopes**

Our 7-91 at 90c. per M. and our 7-77 at 68c. per M. are without doubt the best value on the market.

Note the extra size of these goods, large enough to enclose ordinary No. 7.

**ODD LOTS . .**

of Coated Book Paper. If interested ask for list and prices.

**Lakeside Papers**

greatly improved in quality.

Something new in Cover Paper

**"Royal Cheviot"**

**Buntin, Gillies  
& Co.**

OUR NEW  
FOLDERS, Etc.,  
are worth seeing.

**HAMILTON**  
ONTARIO

# Paper AND Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

MONTREAL AND TORONTO, NOVEMBER, 1897.

## ENCOURAGING INDICATIONS.

**T**HE reply of the Attorney-General of Ontario to the resolutions of the lumbermen's meeting, which is printed in another column, coupled with the announcement made a few days subsequent that the Legislature will meet on the 30th instant for the despatch of business, indicates that the Government has, after consideration, decided upon its policy upon this question. What that policy will be like when revealed to an expectant public is, of course, at present among the secrets of that modestly furnished chamber within the silent walls of which so many questions fraught with importance to the welfare of the province have been discussed and determined. Indications are not wanting, however, of the drift of the discussions which have taken place and the probable outcome of them. The Globe has recently given considerable attention to the question at issue, and, although not in favor of an export duty, it hints that there may be grounds of an economic and national character which may render it necessary to stop the exportation of raw material. Having admitted that the country would be benefitted if its interest in the forests did not end with the cutting down of the trees or even with the sawing of the logs into boards, it would appear that the next duty incumbent upon Canadians is to see that the country gets that benefit to which it alludes. The logical conclusion is that, having admitted the advantages under given conditions, failure to take the necessary steps to bring about those conditions can only be attributed to a neglect and disregard of the public welfare. It is worthy of note, however, that in Mr. Hardy's letter, referred to, whether accidentally or designedly, reference is made only to the cutting of pine timber. It has been stated by friends of the Government that the questions of pine lumber and spruce for pulp and paper will have to be dealt with separately, and this may possibly be the intention, as The Globe refers especially to the pulp and paper mills as being affected. It is the intention of the lumbermen to have another meeting before the Legislature deals with the question, and it would be an advantage for the pulp and paper men to hold a simultaneous meeting in Toronto and exchange views with the lumbermen. Concerted action will strengthen the claims of both parties, and the pulp and paper industries should take good care that they are not overshadowed by the older lumber industry and overlooked

in the consideration of the question. The following extract from an article in The Globe may be accepted as an encouragement to hope that the long-desired legislation will be obtained in the near future :

"It is pointed out by a good authority on the lumber question that northern towns, such as Midland, Collingwood, Penetanguishene, Waubaushene, Huntsville, Gravenhurst, Bracebridge and others, have been to a large extent built up and maintained by forest industries. These industries also furnish a convenient market for the produce of settlers, who have also the opportunity of earning money by working in the shanties during the winter. How far Government aid could be invoked for the purpose of encouraging forest industries is a large question, but it will be agreed that the country would be benefited if its interest in the forests did not end with the cutting down of the trees or even with the sawing of the logs into boards. In the natural course of development the saw mill would be followed by the sash, door and blind factory, the furniture factory, the pulp and paper mill and other industries in which the energy of Canadians would find scope. There may be differences of opinion as to the means, but there can be little difference as to the desirability of the end. And it would be well if we could not only work together for that end, but recognize the honesty of each other's motives."

## FUTURE LINE OF ACTION.

It is well that the fact should not be lost sight of that any action which may be taken by the Ontario Government or Legislature in reference to the restriction or prohibition of the export of spruce and pine logs will apply only to Ontario. The other provinces to the east of Ontario will still, it is presumed, continue to export spruce logs for the pulp mills in the United States as at present. It is a question which should be carefully thought out and some decision arrived at by the pulp and paper men whether the agitation for the imposition of an export duty by the Dominion Government, and the inevitable consequent increase of duty upon lumber and pulp going into the United States, shall be continued, or whether the agitation should be diverted towards arousing the various Provincial Governments to action upon similar lines to those which it is hoped will be laid down in Ontario. The whole question is one which requires the most careful attention and consideration in the light of recent developments and the altered circumstances of the case.

## NOTES OF THE TRADE.



THE spruce moth has made its appearance at Queen Victoria Niagara Falls Park, and from New Brunswick comes the report that in some districts the spruce forests have been invaded by the pest, but the Government of that province have not so far received any official report upon the subject. An official report upon the subject will be issued by the Ontario Bureau of Forestry shortly.

The arrival of the first lot of Canadian pulp at Sydney, New South Wales, is reported.

A winding-up order has been granted against the Cascaedia Pulp and Lumber Co.

Hamlyn & Myers have made extensive improvements to their pulp mill at Lachute, Que.

The imports of paper and envelopes into Canada during September were valued at \$103,671.

The expenditure of the Laurentide Pulp Co. on construction this year is estimated at \$1,000,000.

Ex-Senator Warner Miller, of New York, recently paid a visit to the mills at Three Rivers and Grand Mere in which he is largely interested.

Mr. J. Young Henderson, of London, Eng., has been in Northern Ontario making arrangements for a supply of the higher grades of pulp wood for an English syndicate.

The extensive works of the Chicoutimi Pulp Co. are nearly ready for business, and the manager has decided to award contracts for 300,000 cords of white and black spruce which he will require shortly.

The insurance companies have settled with the Northumberland Paper Mill at \$2,800 for the damage done by fire at their works at Campbellford. The new bleach room which is in course of erection will have many improvements.

Mr. McDougall, president of the Montreal Quarry Co., acting on behalf of a syndicate of Montreal men, has purchased the Pont Rouge pulp mill from Mr. Jas. Reid, of Quebec city. The new owners will expend \$50,000 in enlarging and improving the property.

The American Sulphite Fibre Association is the title of a new organization formed at Boston recently. The object is to maintain a uniform price for sulphite fibre and an increase of \$2.50 is expected as soon as the constitution has been ratified by all the sulphite men.

By the recent additions to its appliances the E. B. Eddy Co.'s mills are said to have the best fire protection in Canada. Two new steam fire engines have been added, and with forty hydrants around the building the company's brigade can throw 65 streams of water in case of fire.

The British Columbia Wood Pulp and Paper Co. which has been formed in England will shortly commence work. It is understood that they will acquire a mill erected at Alberni some years ago to make paper from rags. A rapid development of this industry in the province is anticipated as a result of the extension of the railway system.

By a recent arrangement with the French Government Canadian exports of wood pulp via New York will have the benefit of the minimum French tariff. Under the commercial treaty between France and Canada pulp from this country is entitled to admission at the minimum tariff rate, but as most of the

shipments made from Canada to France go via New York—there being no direct steamship connection—it was liable to be classed as American.

McLeod Stewart, ex-mayor of Ottawa, in an interview recently published by an English exchange, is quoted as saying: "We can completely beat all other kinds of pulp in the market at present, because our spruce, from which the pulp is made, possesses a special fibre which is far more suitable than any other for good pulp."

A "Wilson" filter plant of 1,500,000 gallons daily capacity was recently set up for the Toronto Paper Manufacturing Co., at Cornwall, by the Norwood Engineering Co., and it is said to be giving the best of results. A 2,500,000-gallon plant is now being constructed by the same company for the Canada Paper Co., which will be completed within four or five weeks.

The natural resources of Newfoundland as a field for the paper industry are beginning to attract attention. It is rather odd that Canadian enterprise is being enlisted for the development of the industry on the island. But Newfoundland is a long ways nearer the ultimate market than the province of Quebec, and distance counts for a good deal in the choice between two virgin fields.—Paper Mill.

The decision in the following case has been handed down by the Board of United States General Appraisers: On protest of the Graham Paper Co. against the decision of the surveyor at St. Louis as to the assessment of 35 per cent. duty under paragraph 307, Act of 1894, on silver paper entered Feb. 4, 1896. The importers claimed that the merchandise was dutiable as surface-coated paper at 30 per cent. under paragraph 308. The protest was sustained.

There has been some delay in getting the Petawawa Pulp and Paper Co., which obtained its charter at the last session of the Ontario Legislature, into active operation. It is now stated, however, that Mr. Mohr, whose persistency in the matter is born of unbounded confidence in the project, has been rewarded, and that building operations will be commenced in the spring. All the difficulties which retarded work have been overcome, and when a start is made it will be under advantageous conditions, with an unlimited supply of raw material.

A fire at the Inverkeithing paper mills, belonging to Caldwell & Co., was distinctly traced to the electric light, and points out a danger. The globe of an electric lamp in the machine room burst, and sparks fell upon some loose paper, which instantly sprang into a blaze. Before the night staff at the works could get the fire under control, which they managed to do with their own appliances, the flames spread to the finishing room. Most of the damage was done by water, and it is estimated that \$1,200 will cover it.—English exchange.

Paper makers who are interested in the march of chemical investigation will read with interest that a new element has been discovered called bythium, according to an announcement by Theodore Gross in the German technical organs. A fused mixture of silver sulphide and silver chloride is electrolyzed in a nitrogen atmosphere by using platinum electrodes free from iridium. In this melt is found a dark gray powder, insoluble in aqua regia and in ammonia; fused with alkaline carbonate it gives a melt soluble in hydrochloric acid, from which hydrogen sulphite gives a brown precipitate. The yield of this new substance is said to be 5 per cent. of the original sulphur used, and from the fact that there is a corresponding loss of sulphur, it is

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Average  
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paper  
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As the big paper supply house of the Dominion we have arrived at that stage--our facilities are so great --our output so large--that we are able to quote a better figure, or supply a better sheet, or both.

The E. B. Eddy  
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Hull Montreal Toronto

considered that this bythium is formed by the decomposition of sulphur. It is admitted, however, that, since there is a small, or 3 per cent. only, loss of chlorine in the electrolytic reaction, it is possible that bythium may be formed by the decomposition of chlorine. Future experiments with this new element will be looked for with interest.

Messrs. Taylor Bros., of the Don paper mills, recently received an order from a Japanese importing firm of high standing at Yokohama for 110 tons of paper, the firm being prepared to put up a cash deposit of half the value of the order if Messrs. Taylor Bros. decide to fill it. This shows that paper may be added to the list of articles in which it is desirable to build up a trade with the island empire. It may be added that the envelope containing the order bore evidence of the need for enlightenment of the commercial people of Japan in regard to matters Canadian, in the fact that the address located Toronto in Ontario, U.S.A.

The pulp wood and timber export problem has gotten into politics in Canada "for fair." The Dominion and Provincial Governments feel that it is an elephant on their hands, even if not a "critter" of more dangerous character. Some of the leaders are looking anxiously toward Washington for help. If the United States Congress can be induced to cut the duty on lumber in half, the Canadian Government will be able to get out of its difficulty. But it is hardly probable that the lumber schedule will be touched unless some other reason than a desire to help Canada can be brought forward. "We have trouble enough of our own."—Wood Pulp News.

Canadian paper manufacturers are worried a little over the appearance of American news paper in the Dominion market at 2c. per pound. Their own price for news has dwindled from 2.75c. to a figure only slightly higher than 2c. within a few months, but to be forced flat down to that price is a little more than they think they can endure. But they will not be tormented to any great extent by American news at 2c. A little over production may be sent across the lakes at that figure now and then, but the price does not yield enough to the manufacturer to make it worth while to sell very heavily. Besides, we want a higher price ourselves, over here.—The Paper Mill, N.Y.

Paper pipes are at present used in England with great advantage for gas delivering purposes. These pipes are produced by wrapping paper around a stick, of the desired diameter. Every turn of the paper is dipped in molten asphalt, and in that manner one secures a pipe which is thoroughly impermeable to water and air alike, and which stands a great pressure and all other destroying actions. The separate pipes are joined by means of braces, which are also made of paper, and covered with a coating of asphalt. These pipes possess the great advantage of being very light, unbreakable and cheap, and besides they offer greater power of resistance than the pipes used up to the present time.

It is reported that the Canadian Pacific Railroad has aroused a complaint from the Lowell paper mill, near Everett, Wash., by quoting a through rate of \$10 on paper from Fox River Valley points to Japan. The Lowell people are said to entertain a grievance because the same company makes a rate of only \$8 on paper from Everett to Japan. So far as the situation can be studied locally, says The Tacoma Ledger, the rate of \$8 from Everett would be much higher than has prevailed on the Northern Pacific line for some time, and a much lower

rate has been enjoyed by the Lowell people in shipments to the Orient over the Northern Pacific than the one to which they are reported to be so strenuously objecting.

W. Herzberg, of Charlottenburg, describes a test of a sample of paper. The paper in question—a white writing paper prepared from clean rags and dressed with resin paste—allowed the ink to run through in places and give rise to colored patches 1 to 3 mm. in diameter on the under side. These places were detected by the white appearance they exhibited on dampening the sheet, and from their behavior towards Congo red and methyl orange in faintly acid solution, revealed the presence of a substance with an alkaline reaction. On treatment with iodine dissolved in potassium iodide, the initially blue coloration produced by the starch gradually changed to brown from the liberation of iodine, the blue being restored by weak acid, and thus indicating free chlorine (nitrous acid being out of the question), which was found, together with lime, on extracting the paper with water. This behavior indicated the presence of traces of bleaching powder, probably due to lack of care in cleansing the materials after bleaching.

The Paper Zeitung mentions that in some vertical digesters at the paper mills, Neumuhle, near Meisbach, it was noticed that the wrought iron bolts of the upper flanges were badly and those of the lower flanges slightly corroded, while the cast iron plates were almost uninjured. In these digesters the wood is put in at the top, and during the process of steaming a liquid collects at the bottom, which covers the lower flange. This liquid consists of condensed steam, acids and other substances extracted from the wood. The authorities of the Chemical Experiment Station at Karlsruhe traced the corrosion to the combined effects of acid, steam and air. The liquid at the bottom contained 1.65 grms. of acid (calculated as acetic) to 1 litre, 1.21 grms. of which was volatile in steam. That the bolts of the bottom flange were not badly corroded is due to the fact that they were only subjected to the action of a dilute solution of acid, while the upper flanges were subjected to the combined action of volatile acid, steam and air. The plates were only slightly attacked, as cast iron offers more resistance to the action of the acid vapors. The remedy is to carefully examine the screws from time to time, and replace the injured ones, but an asphalt varnish might prove of benefit. This corrosion is liable to cause dangerous explosions, and even with copper-lined digesters the acid vapors might penetrate some defect in the lining. The authority of the paper quoted does not recommend the use of a varnish, but rather the use of phosphor bronze bolts in place of iron ones.

#### TRADE IN BRITAIN.

LONDON, Nov. 1.—The demand for wood pulp continues to grow in Great Britain. The imports for the nine months show a satisfactory improvement:

Jan.-Sept., 1896 . . . . .	236,068 tons	£1,190,508
" " 1897 . . . . .	277,013 "	1,375,207

During the present year Norway has supplied 173,833 tons, of the value of £719,878 and other countries 103,180 tons of the value of £655,329.

Although the imports of foreign paper are increasing and the exports of British paper declining, imports of raw materials have increased this year, and it may safely be regarded that if there is a greater consumption, there is also a greater output of the finished product.

**AN ALLEGATION OF DISCRIMINATION.**

**T**HE Quebec Board of Trade recently interviewed Sir Wilfrid Laurier to complain of the alleged discrimination against the port of Quebec by the steamship companies both by high freight and defective service. One of the cases cited in support of their protest was the following :

Some time ago the Quebec and Lake St. John Railway Co. had to ship a large lot of pulp to Liverpool. Application for space was made to the Dominion Steamship Co. It refused to carry the pulp at all. Then freight room was spoken for on the Allan line ; but the Allan Co. took no notice of the application. The ocean liners had evidently made up their mind that it was not worth their while to take on pulp at Quebec. This, it was alleged, was a hardship to the manufacturers of the pulp, namely, the St. Raymond Pulp Co. of St. Raymond, which is about 36 miles north of Quebec. As it is unable to get its pulp taken on board at Quebec, the company has to send it by rail to Montreal, 180 miles up the St. Lawrence, and farther away from the Liverpool market. At Montreal, the terminus of their route, the shipping companies are obliging enough to accept the pulp, after the shipper has paid railway freight on it for carrying it 180 miles away from the market he is sending it to. The St. Raymond mill is still shipping to England, handicapped as it is by this action of the shipping companies.

**UNITED STATES MARKETS.**

NEW YORK, Nov. 1.

**Wood Pulp.**—A good demand for ground wood continues at \$13 to \$16 f.o.b. at the pulp mill.

**Wood Fibre.**—Little business doing in foreign sulphite. The domestic article in good demand. Foreign sulphite, bleached, No. 1, 3.25 to 3.30c.; No. 2 soda fibre, bleached, is quoted at 2.90c.; unbleached, No. 1, 2 1/8c.; No. 2, 2c.; domestic sulphite, unbleached, is quoted at 2 to 2 1/4c.; domestic soda, bleached, 1 7/8 to 2c., delivered.

**China Clay.**—Arrivals have been large upon contracts made some time since. Current orders are small ; very little demand for forward delivery. Quotations somewhat nominal at \$15 to \$17 for higher grades, \$13 to \$14 for medium, and \$10 to \$12.50 for poorer kinds, according to quality and quantity. In domestic, trade is quiet ; prices nominal at \$9 to \$9.50.

**TRADE IN MONTREAL.**

Montreal, November 11, 1897.

The paper trade here is quiet at present. In some lines the demand is large enough, but the prices offered are low, and but little business is being done. On the other hand, business generally seems to be on the mend, and paper makers are in hopes of larger and better business. Prices, of course, can never again reach the average of a few years ago, but an improvement is looked for. The continued low prices are causing the manufacturer to adapt himself to them and employ the latest and most improved methods of manufacture.

**A BOOM FOR NEWFOUNDLAND.**

There is a boom in the pulp industry in Newfoundland. Although the industry is in its infancy, much attention has been directed towards its great resources and geographical advantages. Several large Canadian concerns have recently acquired large blocks of timber lands on the island and express their intention to proceed with the work of development. A limit of

820 square miles situated about 260 miles from St. John's and covered with pine and spruce, formerly owned by the Exploit Wood Co., of London, Eng., has been purchased by capitalists from Amherst, N.S. There are large saw mills upon the property, located at a spot where the largest ocean vessels can lie alongside and take in their cargoes. Pulp mills are to be erected adjoining the saw mills by the new company. Those who know the island say that there is an abundant supply of spruce and pine. An extensive industry in the manufacture of chemical fibre is among the probabilities of the near future, and the owners of the iron mines foresee a brisk demand for their pyrites in the manufacture of the sulphuric acid which will be required.

Mr. P. E. Panneton, of Three Rivers, was in Montreal a few days ago, and, speaking of the Grand Mere pulp mills, said : "The extensive pulp industry at Grand Mere, with the large mill under construction at the same place for the manufacture of the finer qualities of paper, was having a very far-reaching influence upon all the country around, and when it is known that 1,400 hands, 1,000 of whom are heads of families, are here employed constantly, the amount and value of supplies drawn from Montreal and Three Rivers can be easily calculated."

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## PULP WOOD LIMITS FOR SALE

Very extensive pulp wood limits in  
New Brunswick for sale. . . . .

They lie on each side of a river with unlimited water power. Shipments can be made by rail or ocean vessel.

The cost of cutting and delivering at the water's edge or on board cars is probably less than anywhere else in Canada.

The property is well worthy investigation by large operators. Further particulars on application. Address inquiries care of, Editor,

◆◆◆◆◆

### Canadian Paper and Pulp News

Board of Trade,

. . . . . MONTREAL.

**THE ONTARIO GOVERNMENT'S POSITION.**

THE resolution passed by the lumbermen at their meeting in the Board of Trade building, Toronto, on Oct. 6, has brought forth the following reply from Hon. A. S. Hardy addressed to Col. J. I. Davidson, who presided on that occasion :

"MY DEAR SIR,—The Commissioner of Crown Land has already acknowledged the receipt of the resolution passed at the meeting of lumbermen held in the Board of Trade building on October 6, and which was forwarded to him by Mr. Wills, the secretary of the Board of Trade. The Government have had under consideration for some time past the question to which the resolution relates, and in that connection the resolution of the earlier meeting, which was presented by Messrs. Waldie, Rathbun, Scott and Bertram. What I understand is, that the majority of both meetings desired that a new regulation be passed by order-in-council, which will require all pine timber cut upon Crown lands to be manufactured into boards or other sawn lumber, or into square, waney or board timber, in Canada ; and that this regulation shall apply to timber cut upon all limits, including those which were originally sold by the Crown without the imposition of that condition. The proposition is a very large one, and the suggested course is not free from legal complications. It is learned that the lumbermen of the western part of the province are almost unanimously in favor of the proposition, while some of the larger operators and some of those who do not operate so largely in the eastern part of the province are averse to it.

"It has been urged upon the Government in opposition to the resolutions that the adoption of such a regulation would affect very seriously large timber interests held by both Canadians and Americans, and that individual holders would suffer serious loss ; and it is represented that the aggregate depreciation in value could only be approximately estimated.

"The question, therefore, as I have already intimated, assumed very large proportions, and is, the Government cannot but feel, too weighty and momentous to be dealt with simply by order-in-council without publicity and in the privacy of the council chamber, and the more so as the intent of the resolution is that the regulation shall apply to the timber on all limits without reference to the length of time which has elapsed since the latter were sold by the Crown, or to the prices at which they have since been purchased.

"After very full consideration we are of opinion that the question is one of such gravity and importance as regards both public interests and private rights, that instead of dealing with it by order-in-council the Legislature at the approaching session should be asked by the Government to enact such legislation as the public interests may require, and the exigencies of the situation may appear to demand, in which case the whole question may be fully and openly discussed before definite action is reached.

"The Legislature will doubtless meet early enough to enable any necessary measure to be passed before the time arrives for the issue of the licenses for the next license year."

**THE QUEBEC GOVERNMENT MOVING.**

At New Carlisle, Quebec, the other day Hon. Thomas Duffy and Hon. Geo. W. Stevens, members of the Government of that province, indicated the policy of the Government on the timber question. Mr. Duffy declared that the lumber industry should

be protected. Mr. Stevens favored discriminatory stumpage duties on pulp wood exported from the province. This latter is a significant utterance. If Quebec adopted a high stumpage duty against the United States there would be more American pulp mills affected than by like action on the part of any of the other provinces. It is by way of the Quebec frontier that most of the United States mills are reached. Mr. Stevens' words will be satisfactory to the pulp manufacturers of Quebec who last summer waited on his Government to ask, not an increase of the stumpage against the United States, but a reduction of it in favor of themselves. Such an arrangement as he inclines to would be still more acceptable to them. Mr. Stevens drew a glowing picture of the future of the pulp and paper industry in Quebec. New Carlisle is on the north shore of the Bay of Chaleurs, and the occasion of the speech-making was a visit to that district to examine the Baie des Chaleurs Railway, in whose completion the Government is asked to assist, the road being intended as part of a projected big continental system, namely, the Atlantic and Lake Superior Railway. There is plenty of fine spruce in the Gaspé peninsula, of which the completed Baie des Chaleurs road would be the outlet, and Paspébiac, its intended terminus, the railway company hopes to make a great ocean port.

**SCANDINAVIANS ALARMED.**

The Scandinavian pulp makers having become alarmed at the constantly increasing shipments of pulp from Canada to England and the growing popularity of the Canadian article among British paper makers, the Scandinavian consul at Quebec was instructed by the Norwegian Home Office to report upon possible competition from Canada and the United States in the supply of wood pulp to Europe. The questions asked the consul were :

1. In which parts of Canada and the States are pulp mills so situated with regard to the facilities for shipping, in order to be able to compete advantageously in Europe? How many pulp mills are there?
2. What is the production of the mills? What proportion is mechanical pulp and what proportion is cellulose?
3. It is important to know how many mills can compete all the year round?
4. It would be of the greatest interest to learn how much the pulp costs the Canadian mills free on board.

The consul has reported that there is no reason to fear a growing competition from North America in wood pulp, but, on the other hand, a growing competition may be expected with European paper mills in all kinds of cardboards and paper. Pulp mills in Nova Scotia can compete advantageously in Europe, also the mills of the Sault Ste. Marie and Laurentide companies, but the two latter are putting in paper-making machinery. The output of mills exporting may be estimated at 315 tons dry mechanical and 23 tons of cellulose per day. The mills in Nova Scotia can compete all the year round. One of the largest manufacturers of wood pulp has estimated the labor for production of wood pulp "from stump to the car" at six days' wage per ton, running from \$1.25 to \$2, or, in other words, from \$9.50 to \$12, to which must be added cost of transport to the shipping port, which will vary according to the distance from the place of manufacture to the shipping port.



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### Hoe

Bed 16 x 22; R. and C. distribution. Price \$450.

### Hoe Pony

Bed 17 x 21½; table distribution; tapeless delivery; box frame. \$600.

### Hoe

Bed 31 x 42; prints 8 column folio. \$650.

### Potter

Bed 32 x 50; rack and cam distribution; tape delivery. Price \$750.

### Potter

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### Scott Job and News

Two rollers; bed 33 x 51; rack and cam and table distribution; tapeless delivery; air springs. Good order. Price \$1,200.

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32 x 42; tape delivery; rack and cam distribution. Price \$650.

### Potter, Extra Heavy

Two rollers; bed 29 x 42; tape delivery; will print double royal sheet. In splendid condition. Price \$800.

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Bed 32½ x 49½; tape delivery; table distribution; two form rollers. \$750.

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Four roller; size of bed 36½ x 52 in.; table and rack and cam distribution; tapeless delivery, good register. Will print a 7-column quarto. Good as new. Price \$1,200.

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### Campbell

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### Campbell

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Very powerful machine. Price \$200.

### Job Presses.

New York Gordon, 8 x 12. \$100.

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Phoenix Jobber, 7 x 12. \$65.

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### Miscellaneous.

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Four folds; trimmer, etc.; takes five column quarto. Price \$300, cost \$700.

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