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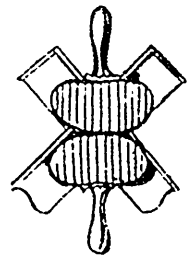
VOL. 2

NO. 4

May, 1896



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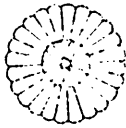
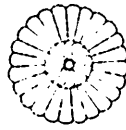
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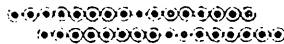
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PAPER AND INK.

Vol. II

Toronto, May 1st, 1896

No. 4

ENGLISH ENVELOPE INDUSTRY.

THE envelope trade has always been a close corporation in Great Britain, the entire business done being confined to a very few firms, who have successfully held the work in their hands for a long period, and with considerable profit to themselves. Few people outside the inner circle can have any conception of the amount of the annual turnover. The business may roughly be divided into two branches, the "plain" and the "printed" flap, the latter section having developed by leaps and bounds since 1876; the initial steps emanating from a Dublin firm, who introduced a specially invented machine for the printing of "flaps" of envelopes at a rapid rate. Fully two years time was expended in developing the invention and in getting a machine built that would work satisfactorily. But ultimately the Dublin firm, says an English paper, through the patentee, succeeded in achieving their purpose, and were thus enabled to build up an extensive business in the manufacture of envelopes, and supplying them direct to traders with their business announcements printed on the flap. In 1877 the success was so great that the Dublin manufacturer had from sixteen to eighteen machines at work.

The success of the "printed flap" envelope business in Ireland induced a London

firm, possessing its own paper mills to procure machines and set up a department, which has ever since been eminently successful. These two houses had practically the control of the printed envelope trade in their hands the average charge for printing being 6d. per 1,000 envelopes; but the advantage was not confined to the charge for printing, for it, of course, secured the supply of the envelopes, and in addition, it also led to a large increase in the plain envelope trade. Other firms associated with the wholesale stationery trade embarked in the business and procured machines of the Cropper platen class which at that period were the only machines procurable—except the patent machine. Now, however, there are machines in the market which compete in speed and quality of work with the original machine, and large and increasing trade in the "printed flaps" is constantly being done.

JAPANESE PAPER MAKING.

The Japanese beat the world for hand-made paper. The Japanese paper is especially good for etching, and is greatly in vogue among artists. It is exceedingly durable and highly finished and prints from it are very much finer than any other quality of paper. The hand-made parchment paper is made from the inner bark of the sycamore tree and is of very tough fibre and is beautifully finished.

Bond * * Papers

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a

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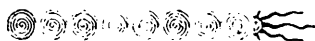
Lennox Bond, 16c. "

Broker's Bond, 13c. "

Dunbarton Bond, 10c. "



**See that each sheet is
WATERMARKED and
take no other**



Samples of these
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LIVE AND LET LIVE.

ONLY one legitimate basis for competition exists, and that is merit. The man who considers cheapness of more consequence than quality, and a variable price list more valuable than a reputation for fair and trustworthy methods, is wielding a two-edged sword which sooner or later will cut his own throat as well as that of his neighbors. To this kind of so-called competition is due the cultivation of those false ideas of value which have made that misleading misnomer, the "bargain counter," a necessary adjunct to retail selling. Underselling is not competition, although it too often parades as such, for eventually it injures rather than stimulates trade, because its practice is either a sacrifice of rightful profits, a loss which no dealer can long sustain, or a fraud on the public, which is disastrous to reputation. Rational and healthy competition concerns itself with building up a reputation for straightforward methods, for good qualities in goods offered, and honest value for fair prices; in short, "live and let live" is the countersign of legitimate and honorable competition.

PAPER SLATES.

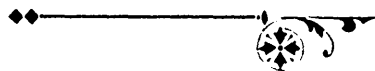
THE days of the old fashioned slate for writing purposes seem to be counted, says an English exchange, and nobody will be sorry for it, except those who hitherto manufactured them. The new substitute is made of paper, or rather a thick kind of parchment, from which writing in ink as well as in lead pencil can be easily erased with a wet sponge, as the grey marks produced by the soft pencil on the hard slate. According to specifications of the patent, this paper is composed of carbon, 80 per cent, of paper free from wood fibre, 12 per cent, and of vegetable parchment 8 per cent. The new slate is of white color with a creamish tint on it, and as it is claimed that it is

more durable than the old slate, and at the same time hardly more expensive, the advantages could not be overrated. The most important feature, however, seems to be that the writing appears on the new material in black on white, and furthermore that the color is conducive to cleanliness, as it is easier for the teacher as well as for the pupils to see whether the white surface is clean, than is the case with a black one.

CHINESE PAPER MAKING.

THE German Journal, *Export*, remarks respecting the manufacture of paper in China, that it is surprising to see how backward, the Chinese are in this branch of industry. Although they probably knew the article long before the Western nations did, their efforts have remained limited to the utilization of only one source, and this one is about the least practical of all. It may in reality be said that all Chinese paper is made from the shoots of the bamboo canes, excepting only a few instances, in which it is made of bark. The paper mills themselves are of the most primitive construction. A water-wheel, set in motion by a small mountain rivulet, raises alternately a row of wooden beaters, which drop into a rough stone trough. This trough is filled with young bamboo twigs, which are gradually reduced to a coarse pulp. This is passed through a quantity of sieves, and is then exposed to the sun, in order to become dry. As soon as this mass is dry, the article is ready for commerce. It is, of course, natural that this paper possesses little strength, and as it is not sized, it cannot be used for writing with pen and ink. There are various qualities of paper in China, but even the best of them cannot stand a comparison with the most ordinary European paper. The idea that so-called rice paper, which is principally exported from Canton, is made from rice, is utterly erroneous.

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23 “	Buff,	18 x 24	—80 “
13 “	Buff,	18 x 24	—100 “
8 “	White,	19 x 24	—100 “

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Good Blotting Paper

CHEAP

500 lb. Lots,	=	7¾c. lb.,	Nett
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JAPANESE LEATHER PAPER.

SOME years ago the Japanese government established an imperial press, which does all the printing work of the government, from postage stamps and post cards to paper money. One of the specialties of the establishment is the manufacture of leather papers, which has been brought to a great degree of perfection. The Japanese, taking as a pattern some of the finest European leathers, have succeeded in applying their own peculiar methods of manufacture, and fashion them according to the Japanese taste. The first step is the engraving of a block, consisting of a large, hard wooden cylinder, hung on to a frame, which is engraved with a knife or chisel, the worker following the model with great precision and exactitude. When the block is ready it is covered with moist paper, which is folded and pressed on to the mold, then taken off and hung across a bamboo to dry. When it is thoroughly dried by exposure to the air decoration is commenced. The paper is now spongy and almost as absorbent as blotting paper. It is now covered with several coatings of glue, which makes the surface smooth and non-absorbent. The paper is then figured, metalized and varnished, and the figure design then stands out as if gilt. The Japanese have the monopoly of the best lacquer varnish. It is this lacquer varnish which gives a golden appearance to the metal, and the exact color is at the discretion of the worker. The final operation consists in the arrangements of border patterns by means of stencil plates, an operation performed by young girls, who also touch up the border work, erasing all smudges and filling up blank spaces, etc. The rolls of paper are then hung up again, and when dry are ready for the market. They are sent first to Yokohama and thence all over the world.—*American Bookmaker.*

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the Quality**

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EVOLUTION.

EVERYTHING in life is changing. A revolution and evolution seem to be going on everywhere, which no power can arrest. Scenes, methods, habits, tastes, and even principles, are radically changing. It is a new life, with new ways and new aspirations, and not the least startling change is to be seen in business life. What would the rich old merchants of half a century ago say to the methods, expenses and fine surroundings of the business houses of the present day? They would rub their eyes in bewilderment, and tell many a story of their own day of simplicity and economy, and yet of great and honorable success. All business men, and especially the younger firms, should recognize the new state of affairs, and make a constant study of the changes and development that are taking

place. Judgment and nerve are required in a higher degree than ever before. Business must have clear brains and stout hearts. It must have constant watchfulness and energy. It must have regard not only for private interests, but the public welfare. The success and expansion of firms cannot now take place without the prosperity and growth of cities. The road to fortune in business is no longer the beaten track which can be followed from generation to generation of a family. Each season and each year is producing new elements and relations in the situation, in connection with human progress generally, and the wise and successful merchants will be those who join in the onward march with faith in themselves and confidence in the future.

If a little boracic acid be added to gum mucilage, the latter can be used for metals without fear of the labels peeling off.

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ON INKS**

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STEPHEN'S	" "	1/2 "	-	1.60	"
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POMEROY'S

Mono Chromic Copying, Quarts \$3.00 Dozen

	5 oz. Copying,	-	\$0.84	Dozen
DEVANE'S	10 oz. "	-	1.68	"
	20 oz. "	-	3.35	"
	30 oz. "	-	5.00	"

PRICES ARE NETT, F.O.B., TORONTO

TURKISH JOURNALS.

THE most peculiar newspapers in the world are published in Turkey. The press is a comparatively new thing there, and unique. It is only a few years ago that Turkey had a great awakening, during which many new enterprises were established and experiments tried. The most important of these was the advent of the newspaper. The Turks did not take kindly to it at the start. It was only by means of bribes and the aid of foreign powers that they were allowed to get any foothold at all, and even the editor was in fear of his life every time the paper went to press. Every man whose name was mentioned felt at liberty to demolish the plant, and it was an every-day occurrence for the editor to be called to account at the point of a sabre. After many had been killed, and the remainder wounded and intimidated, the papers adopted a new method, and for some years dared to publish nothing about a person unless it was highly complimentary. But the Turks finally tired of this, and fresh raids were made with terribly disastrous results. The government then stepped in and after subduing the riots, publicly encouraged the establishment of newspapers, relying upon the institution of the censorship to render them harmless. Under this yoke they have existed until the present time, and, notwithstanding the terrible drawback, have gradually increased in numbers. Most of them are published in the Turkish and Arabic languages, and the most important are naturally at Constantinople and Beyroot. The latter place has now fifteen, and all in Arabic. Each issue is as good as a comic opera, and how they manage to live and find readers for the matter they publish is a mystery, for they contain little more than a few articles eulogistic of the government. The censors placed in each newspaper office are supreme, and all attempt at free ex-

Window Blind Paper

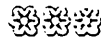
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pression of opinion is rigidly excluded. This is also true of the two papers published in French and English at Constantinople. The government really holds a string to every item that is turned in. Two regularly appointed censors are sent to a newspaper office as soon as it is established—one for day duty and one for night. They are appointed for that particular paper, and are held solely responsible for every item that appears in it from one year's end to the other. In the event of one displeasing line slipping in unawares they may pay for the oversight with their lives. Although they have no voice in the management of the paper, they are the real editors and examine every proof sheet before the paper is made up. What is objectionable to the government, their friends or themselves, is rigidly cut out. Armed with blue pencils, they sit in the office day and night, and as fast as the matter is set, proofs are handed them. Out of ten columns of apparently harmless matter—for it is so dead and dry as to be absolutely without brilliancy, force or character—they usually allow

about two to be published. It is not merely that expressions regarding political matters are excluded, as the caprice of the censor is indulged regarding the most trivial subjects and affairs. If he happens to be in good humor the paper comes out on time, and has some semblance of a "real" newspaper, but as a usual thing, after he has finished blue-penciling the proof sheets, it is the problem of the hour to find enough matter left to go to press with.—*St. Louis Globe-Democrat.*

ENVELOPES.

THE origin of envelopes, of which over 2,000,000 daily pass through the mails of this country alone, is a matter of doubt, and the exact date of their introduction difficult to determine. Mention is made of them as early as 1653; there is one still in existence that was used in 1696; one sent by Louis XIV. in 1706, and many others which those curious in such matters have discovered by searching.

DR. GEORGE TENIUS, of Vienna, has a process for the manufacture of artificial leather from red beech. The best wood for the purpose is taken from fifty to sixty-year old trees cut in the spring, which must be worked up immediately, bark peeled off, steamed, treated with chemicals in a kettle, under pressure, and exposed to several operations which the inventor does not mention, as he wants to have them patented. From the prepared wood strong and thin pieces are made by means of pressure. The inventor states that a solid sole leather can be obtained, which he claims is superior to the animal leather in firmness and durability.

Two Frenchmen made a wager that they would go round the world and earn their living by publishing a newspaper in every town they stopped at. In India they set up a journal in English, French and Hindostani.

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FIREPROOF PAPER.

FIREPROOF paper for writing and printing purposes is now manufactured in Berlin by a new patented process. Ninety-five parts of asbestos fibre of the best quality are washed in a solution of permanganate of calcium, and then treated with sulphuric acid as a bleaching agent. Five parts of wood pulp, as used in paper factories, are added, and the whole is placed in the agitating box with an addition of lime-water and borate of soda.

After being thoroughly mixed, the material is pumped into the regulating box and allowed to flow out of the gates on an endless wire cloth, where it enters the usual paper making machinery. It is easy to apply watermarks to this paper, which ordinarily has a smooth surface, which can be satin finished for writing purposes. Paper thus produced is said to resist even the direct influence of flame and remains uninjured, though subjected to a white heat.

AN ITEM FOR PAPERMAKERS.

IN paper mills much difficulty is encountered in keeping the sheets of paper on the paper machines from sticking together on account of the electrical charges produced on them by their friction against the rollers, and special means have to be provided to dissipate these charges. In one case this was successfully accomplished by causing a small jet of steam to pass over the paper, the particles of water becoming electrified from contact with the charged paper, and dissipating the charge in the air.

A MERCHANT may have the very best class of goods in his line on his shelves, but unless they are shown and talked about they will stay there and become stickers. Don't club people into looking at goods, but a little quiet courtesy in showing them to desirable customers oftentimes results in a good sale.—*Exchange.*

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Our advertising columns again present some very interesting information for all buyers in the wide variety of lines we represent

It requires no desperation, no stumbling, no blindness in any business from this time on. Have faith in yourself, in the judgment that has placed you in it, whatever it may be, and especially in the great country in which you live, and all will be well.

SPECIAL attention is drawn to our advertisement for shipping tags. Having purchased an exceptionally large stock and obtained thereby special discounts, we are giving our customers the benefit in the prices, which are practically lower than the prices at which we have formerly bought them.

A facsimile edition of the celebrated Vienna Genesis, belonging to the Emperor of Austria, the oldest illuminated purple vellum manuscript of the Greek Septuagint translation of the Old Testament, has just been published in Vienna. The original consists of twenty-four leaves, $12\frac{1}{2} \times 10\frac{1}{2}$ inches with from thirteen to seventeen lines, written on both sides, and with forty-eight miniature paintings. It dates from the fifth century.

Italian publishers retain the copyright on the works they print for eighty years, after which the works become public property. The Government has just published a decree, however, that after the expiration of the copyright the works shall revert to the state, which will tax reproductions. The first important work to come under the new law is Rossini's "Barbiere de Siviglia," first produced in February, 1816, the rights in which were given by the composer to the musical academy he founded at Pesaro. Instead of becoming public property, the

proceeds from the opera will go to the Government, which will use them for the support of Rossini's academy.

The original giver of discount in England, if his autobiography is reliable, was James Lackington, who flourished the latter end of the last century. He commenced what became a most successful business career by selling apple pies in the streets. He opened as a bookseller with a capital of £5, and in a few years was selling books "at the rate of a hundred thousand volumes annually." He mentions in his memoirs that the doors of the trade saleroom were closed against him, by reason of his underselling remainders to the detriment of the trade and to his own exclusive interest. He was boycotted by his contemporaries, but found an easy way of obtaining the goods which he desired to purchase by employing agents and unscrupulous members of the trade.

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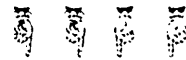
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