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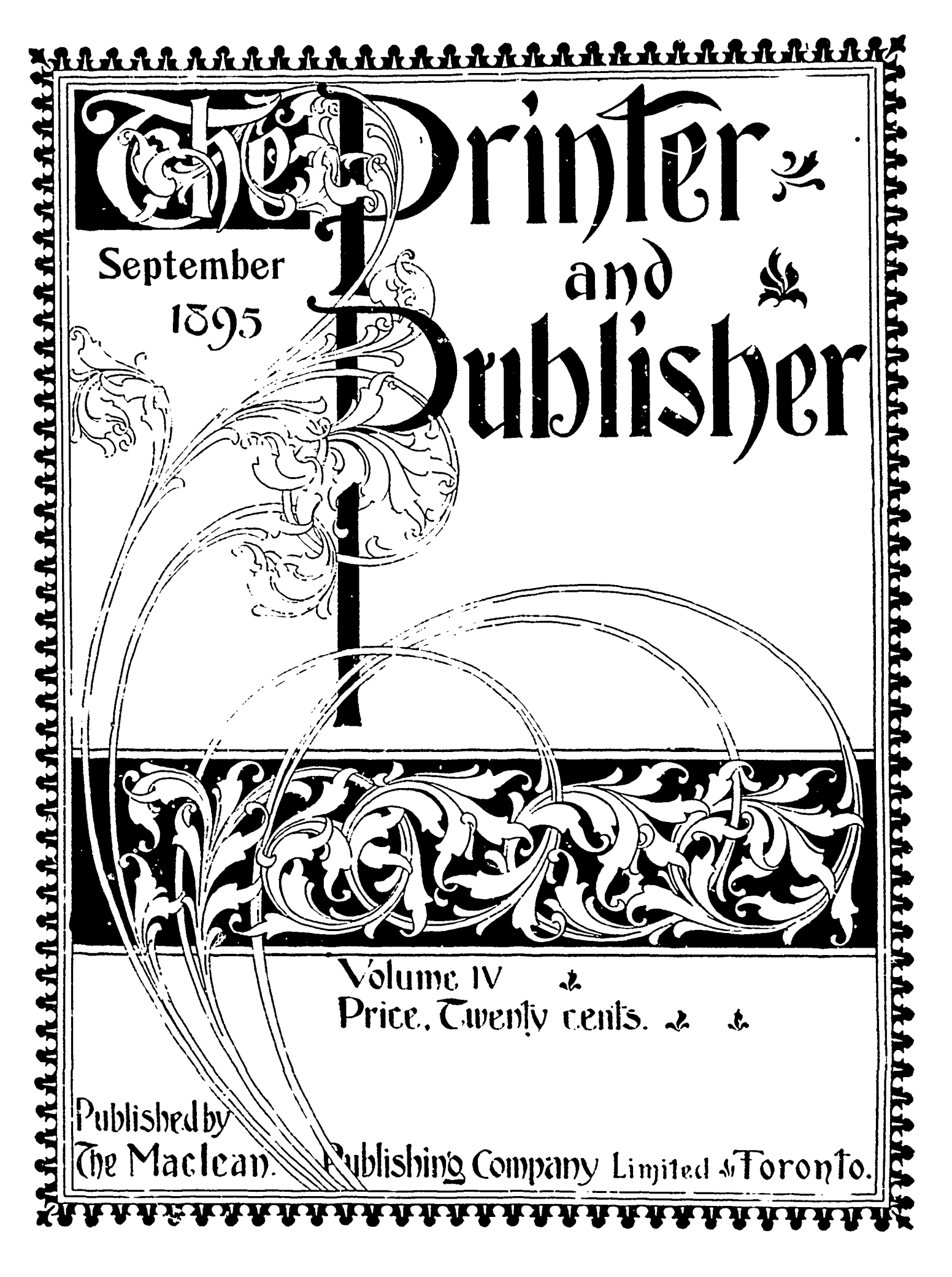
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The Printer  
September  
1895  
and  
Publisher



Volume IV  
Price, Twenty cents.

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Hoe Country Cylinder. Bed, 33 x 48 in. A good Press for newspaper work. Runs by hand or power	\$450 00
Potter Two-Roller Extra Heavy Drum Cylinder. Bed, 29 x 42 in. Will print Double Royal sheet. In splendid order.	\$650 00
Payne Wharfedale Cylinder, with Flyers. Size of bed, 29 x 30 in. A good Press for jobbing	\$400 00
Reliance Wharfedale Press, with Patent Flyers. Bed, 47 x 51 in. In A 1 order.	\$700 00
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Campbell 23 x 28 Pony Two-Revolution Press. Bed, 23 x 28 in. In first-class order.	\$750 00
Hoe Double Cylinder Press, latest Box Frame Pattern, with Patent Sliding Fountains. Will print a 7 column Quarto sheet of 13 ems measure. Only used a few weeks, and as good as new	\$2,000 00

If you find among the above Presses one that you think will suit you, write me, and if you wish to exchange any machinery, so state; also state what terms you will require, so that I can answer your inquiry without the delay of writing for further details. Second-hand Machinery will be taken in exchange at a fair valuation.

The \_\_\_\_\_

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## Four-Roller Two-Revolution Press

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With Four Rollers Covering a Full Form

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But many of them do not have enough of this particular class of work to warrant the purchase of a large Four-Roller, Two-Revolution Press. To many of these printers we are now selling our Pony Four-Roller, Two-Revolution Press.

**What it does.**

It puts them immediately in a position to accept any kind of illustrated or color printing, and execute it in the finest manner, and at the lowest cost. At the same time, it gives them a press which is fitted to do all the ordinary work of the office, at an easy speed of 2,000 an hour on a 24 x 36 sheet.

**Size.**

A considerable portion of illustrated work comes inside a 26 x 37 size, and all work in excess of this size can be cut in halves, and the high speed at which this press runs will prevent any serious loss in time from this division of the form. Thus, this press fills a wide field, and has no rival in a class of work that includes small illustrated booklets, art brochures, frontispieces, magazine covers, insets, small catalogues, half-tone cuts, etc.

**Another Use.**

And yet it is the best press in your office for ordinary, everyday work, at a conservative easy speed of 2,000 an hour.

Whether you have cut work in hand or whether you don't have cut work to do, it is always a profitable machine, earning its way every day of its life. It is an all-around press, which combines the speed of the Pony with the finer printing qualities of the large Four-Roller, Two-Revolution Press.

**For a small Office.**

In effect, it is a press which makes it possible for a small office to compete with a large one, for it combines two kinds of presses in one, and gives high speed with the finest quality on a medium sized sheet. The smaller office, as it has less of illustrated work to do, can afford to divide the form much better than to refuse such work altogether, for it is no longer a question of the purchase of a large and more expensive press, as it has heretofore been.

**Conclusion.**

In conclusion, all that the large Four-Roller, Two-Revolution Press can do in the direction of quality, and nearly all that the Pony Two-Revolution Press can do in the direction of speed, are combined in the press. The purchaser secures the best all-around press in the world, and one which, as it will never be idle while there is any work in the office, must be a most profitable press to run.

One of the above presses has been ordered by THE CANADIAN PRINTER AND PUBLISHER, and can be seen running on the premises.

SIZE.	No.	Size Form Inside Rollers	Size Form Covered By Four Rollers
	3	26 x 37 inches.	22 x 34 inches.

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VOL. IV.—No. 9

TORONTO, SEPTEMBER, 1895.

\$2.00 PER YEAR.

A JOURNAL FOR PRINTERS AND PUBLISHERS

PUBLISHED MONTHLY BY

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## TOPICS OF THE MONTH.

THE daily papers of Monday, September 9, were filled with London cable letters to the New York Sunday papers, dealing with two Canadian matters in a decidedly anti-Canadian spirit. About copyright, the cables intimated that Deputy-Minister Newcome was being sent back to Canada with a modified Act which, if satisfactory to the States, might be allowed to pass, but concluding with the stale old allegation that Canada only wanted her Act to flood the United States market with cheap reprints. The other piece of cable fiction was that a new fast Atlantic service, with vessels running to New York, was one of Mr. Chamberlain's possibilities. Canada has not voted any subsidy for a line to foreign ports. Why do our dailies allow themselves to be filled up with such offensive rubbish as many of these New York cables are? Why don't they combine to get a good Canadian cable service, instead of accepting the warmed-over viands from Uncle Sam's pantry?

Mr. Harper's remarks in this issue on the financial helplessness of working journalists appeal particularly to the editors and reporters who have no money interest in the concerns they toil for. In the matter of short engagements they are especially at the mercy of the fates. With few exceptions the best newspaper men we have can get their walking ticket at a week's notice. It is noteworthy, however, that the appointment this month of Mr. Dafoe to The Montreal Star staff is sealed by a five years' engagement, which lends a permanency to the arrangement that must be satisfactory to both sides.

That was a rather painful break of The Montreal Herald in publishing the sea serpent yarn along with a cut of the serpent.

The fraud was so elaborately worked up by the perpetrators that deception was not unnatural. The Herald did the very best thing in the circumstances: It gave equal prominence to the exposure, and denounced the fakirs who were taking the people's money to see the stuffed-with-sawdust wonder.

Newspaper men will relish the latest story of Hon. A. S. Hardy, Ontario's Minister of Crown Lands, told by Mr. Lee, of Parry Sound. Mr. Hardy has just returned from a trip up north. While there he went fishing one day, and proudly displayed a long string of fish (with many bass) on returning to Parry Sound. But the local inspector, on inspecting the string, saw that the worthy Minister had taken more than the legal allowance of bass, so he was asked to step before the magistrate and pay a fine of \$10, which he did!

Poor Mr. Hardy is very unfortunate. Last summer he innocently went for a walk on a fine Sunday morning up in the northern districts where there was no church to attend, and, more innocently still, carried a fishing rod for company. The minion of the law perceived him on that occasion also, and he had to appear before the authorities and explain. We would advise the Minister to swear off fishing. Fate seems to pursue him.

The complaint recorded in the letter from Mr. Cooper, secretary of the Canadian Press Association, appearing elsewhere, is a serious one. A member of the association has been refused by one of the railways a ticket at the special rate agreed upon with both railway companies. This was done at a minor station and the action may be disavowed by those in authority. At the same time it is a very annoying thing, and the member thus inconvenienced will have the support of the association in settling the dispute. The certificates of the association are recognized at all the principal stations of the Grand Trunk and Canadian Pacific without question or delay, and why this rule does not prevail everywhere is just what publishers wish to know. If the head of some local railway magnate is getting too big for his hat this is a good time to bring the ambitious one to the notice of Sir Charles Rivers Wilson, who will, no doubt, be glad to retire in his favor. There's always room at the top.

In announcing its excellent weekly, The London Advertiser asks this pointed question. "What is a good newspaper but a

review of the most important events just transpired?" That is true. The best and only real basis for a newspaper's success is news. This is just as vital to a weekly as to a daily.

In the matter of news and the weekly press, it is only fair to say that our weeklies in Canada cover the local field very well as a rule. Some weeklies are exceedingly enterprising in this respect, and it will generally be found that the paper which gets the firmest hold on its section of country is the one that makes a feature of its district news. This correspondence need not cost much. It can be worked up by judicious methods and fostered till it becomes a valuable feature of the paper.

Lady Aberdeen at Edmonton, N.W.T. "We should remember that the newspapers supply just what the public demand, and if we want good, high toned newspapers, we must show that we appreciate them."

In his charge to the grand jury at the opening of the Court of Queen's Bench in Montreal, Judge Wurtele complained "of the sensational nature of many of the articles published in some of our newspapers in reporting the proceedings before the criminal courts." The Judge commended the style of reporting pursued in this department by The London Times, and in Canada by The Toronto Mail and Empire and The Toronto Globe. It is a pity the Judge did not specify, for the information of publishers, the papers whose reports he does not like. We do not know of any flagrant offenders in Canada. Criminal cases are almost invariably reported with fairness and intelligence in our press; and, farther than that, the Canadian papers never dream of giving the fulness of detail which The London Times does of objectionable and indecent evidence.

An editor usually hesitates before refusing publication to a signed letter on a public question, when it is brief, contains no libel and emanates from a well known man. But The Edinburgh Scotsman, the principal newspaper in Scotland, has no such qualms. It declined to insert the protest of the Duke of Westminster, on behalf of the National Trust for Places of Historic Interest or Natural Beauty, against the diversion of the water which flows over the famous Falls of Foyer to supply power for an aluminum manufacturing company.

PRINTER AND PUBLISHER is indebted to Mr. George Johnson, the Dominion Statistician, for an advance copy of the newspaper statistics, given in another column, and which will appear in the forthcoming Year Book of Canada.

Is an editor entitled to alter the language of a signed letter for publication before inserting it? Grant Allen, the well-known Canadian novelist, who lives in London, has just had a quarrel with The London Chronicle on this subject. The editor omitted certain passages in a two thirds of a column communication on the causes of the Liberal defeat. Mr. Allen was very angry at the omissions, and wrote to the editor: "You had a perfect right to alter my letter; you had no right to mutilate it." The editor replies that the omissions did not alter the sense. In Canada the rule, if there is any rule, generally is to insert signed communications as received, or leave them out altogether. If the letter is of immediate interest, and the author not easily accessible for consultation, a change in phraseology, so as to

avoid a libel or some other objectionable reference, is considered advisable. This is certainly the safest method, and probably the fairest.

There appears to be no foundation for the report that The Toronto News, originally the evening edition of The Mail, is to be taken back to the parent building and published from there. There is not, PRINTER AND PUBLISHER is informed, any intention of doing so. The only change of importance is that Mr. W. L. Smith, its experienced chief editor, has severed his connection with the paper and Mr. H. Hockin replaces him as writing editor. Mr. Hockin is a good writer and especially well posted on municipal affairs.

Ald. Fred. Cook, The London Times' Canadian correspondent and Ottawa correspondent of The Toronto World, has returned home after a trip to England and was in Toronto last week. Mr. Cook told PRINTER AND PUBLISHER that The Times people are now well satisfied with their Canadian service. Besides Mr. Cook himself, who is chief correspondent, assistant correspondents have been appointed in four other Canadian cities, namely, John A. Ewan at Toronto, Austin Mosher at Montreal, J. A. Payne at Winnipeg, and J. D. Taylor at Victoria, B.C., while the service will be extended as circumstances may require. The Times is now devoting great attention to all the colonies and its colonial department is in charge of Miss Flora Shaw, who, it will be remembered, visited Canada some time ago.

In connection with the resignation of the editor of The Montreal Herald, it seems probable that Mr. John A. Garvin will be promoted to the vacancy, Mr. John McLean being managing news editor with Mr. McLean, sr., giving more attention to editorial.

The Hamilton police authorities threatened to stop giving information to the press because one city paper published a report of a local housebreaking. Every newspaper man will agree with The Hamilton Herald that: "The newspapers have no desire to protect criminals or defeat the ends of justice, and when the circumstances are of such a nature that publicity would hamper the detectives, they are always willing to stay their hand. But, as a rule, publicity is an aid rather than a hindrance to the detection of crime and the punishment of criminals, as witness the Holmes case in Toronto."

Three of Toronto's newspapers are going extensively into building operations. A handsome block on Adelaide street west, opposite the Grand Opera House, now nearly completed, will contain the offices of Saturday Night, and the new building of The Globe on Yonge street, on the old site, promises to far surpass the burned structure in appearance and solidity. The World has rebuilt in the rear of its present offices a large four-storey structure, which is well lighted, extends the accommodation over an additional area of about 100 by 30, and the whole will be embellished this autumn by a handsome front on Yonge street. The new extension contains the Central Press Agency, and affords ample space for The World's newsroom, which is now fitted up with four typesetting machines, and two more may be added later. The pressroom in the basement will, when

completed, be one of the most commodious in the country. The World's circulation has made great gains during the last six months.

Recent events illustrate the growing independence of Canadian newspapers. The Liberal papers, as a rule, have always been noted for freedom of tone in discussing the proceedings and policy of the party. The *Globe*, which was long devoted to straight party allegiance, now strikes out on a line of its own on the school question, regardless of the course pursued by the party or the leaders. The *Mail and Empire* is free from thick and thin endorsement also, and the example thus set has been followed with startling distinctness of late in the comments of many Conservative papers on the Government's school policy. The day when politicians ran the papers seems to be over. Few of them are at the beck and call of the party bosses, and the change is at once salutary and suggestive.

"It always pays in the end to maintain advertising rates," says Mr. Smeaton White, manager of The *Montreal Gazette*. "When rates are fixed at a fair value cutting is poor policy. The effect of it is to depreciate profits, and at the same time to lower the standard of the paper. The advertiser gets to think a paper which cuts rates is less valuable than he formerly thought it. When the time comes for restoring prices to a better basis the advertiser is found difficult to convince, and sometimes drops out sooner than yield. In the long run it will be found that advertisers who cannot command the situation, and are not allowed to dictate prices, have really greater confidence in the paper as a good medium.

Why worry about grammar when a race is in progress? The *London (Eng.) Chronicle* says the *Defender* is the "fastest" yacht of the two.

The *Hamilton Herald* refers to a rumor of a new morning paper for the Ambitious City. The three dailies are all evening papers. The *Herald* points out that The *Spectator* abandoned the morning field after years of experience, finding that it had to compete with the *Toronto* morning dailies, which are sent to Hamilton on an early train. There is also to be faced the probability of one of the existing papers issuing a morning edition in order to meet a new rival in a field already well supplied. It is surely not likely that anyone will repeat in Hamilton the mistake made in the case of the late *Toronto Empire*, that of starting a new paper where there is no commercial opening for it.

The journalistic event of the month in Montreal has been the appointment of John W. Dafoe, of The *Herald*, to The *Star* staff. Mr. Dafoe began newspaper work in The *Star* office about twelve years ago. He made a successful parliamentary correspondent for the paper during two sessions, and shortly afterwards, viz., in 1885, accepted an offer from Mr. A. S. Woodburn, of Ottawa, to become the first editor of The *Evening Journal*, which Mr. Woodburn started in the autumn of that year. Mr. Dafoe next went to The *Manitoba Free Press*, where he remained for several years, returning to Montreal as editor of The *Herald* in 1890. His new appointment is that of assistant to Mr. Hugh Graham. The *Star* staff, it is understood, remains unchanged, with Mr. Henry Dalby as managing editor, Mr. Macnab as news editor and Mr. Miller as city editor.

#### THE JOURNAL LIBEL SUIT.

NOTICE of action for \$5,000 damages each has been served on The *Ottawa Journal* by the city auditors, G. S. Macfarlane and J. N. Rattey. The cause of complaint is a paragraph signed "Observer," in the "City Hall Notes" of the paper, which, after speaking of infringements of by-laws and illegal expenditures, and placing the responsibility for some wrong payments, went on:

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

The *Journal* meets the complaint in a frank and manly fashion. After pointing out that they are not permanent officials but appointed yearly, and may be different persons each year, the editor continues:

"A criticism of the city auditors is not, therefore, necessarily a personal criticism, and undoubtedly 'Observer' in the above paragraph intended to strike at the system which places our city auditors (whoever they may be) at the mercy of the aldermen, not to strike offensively at the present occupants of the audit office. In so far as the paragraph may be considered objectionable or offensive personally to Messrs. Macfarlane and Rattey, The *Journal* regrets that it was so worded. In saying this, The *Journal* does not shirk any responsibility for 'Observer's' argument that the city auditing is not properly done. We want to avoid hurting the personal feelings of respected citizens like Messrs. Macfarlane and Rattey. But we do not wish to escape any responsibility for the charge that the city auditors have not done their duty. We are prepared to face this issue in court, believing the issue is in the public interest."

For dignity, fairness and courage in meeting a notice of action it would be hard for a newspaper to beat this. Even if it wins, there are always costs in such an action which are not payable by the plaintiff, and these The *Journal* will be out. This is a clear case of a sacrifice in the public interests, and it is to be hoped good will result.

#### OUR BRITISH BRETHERN.

The annual conference of the British Institute of Journalists was opened this year at Plymouth on the 3rd inst. The Mayor of Plymouth, who welcomed the gathering, said that the power of the English press was great because it followed the line of duty, and had been the champion of progress and the palladium of our civil, political and religious rights. No historian could ignore the influence upon a nation's progress of its public press. The new president of the Institute is Mr. J. A. Willox, M.P., editor of The *Liverpool Courier*.

#### NOTES.

The Board of Customs has decided on the following rates of duty: Advertising rules and yard sticks, 35 per cent.; stationery, 27½ per cent.

Job printers who are exercising their taste on private post cards just now will note with approval one presented by W. H. Gillard & Co., wholesale grocers, Hamilton. The design surrounds the firm's name with a fancy scroll, the whole printed in gilt with two colors. There is a framed space in one corner for stamp, and at the opposite corner a shield with "private post card" thereon.



## CANADIAN ILLUSTRATORS.

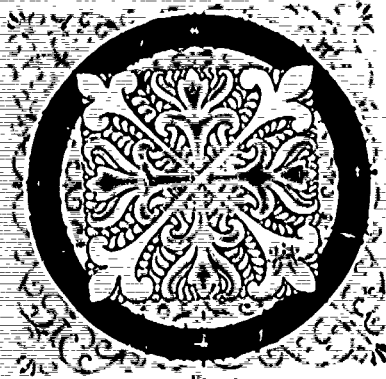


FIG. 1.

IF ALL the departments of modern illustration none covers a wider field of practical demand than that of decorative design. It has become the fashion to exercise the greatest taste and care in book and pamphlet covers of every kind; to present a title page that is at once striking and of artistic merit; to also bestow thought on a border or initial, and, in general, to reflect some of the spirit which animated those who prepared manuscripts and records before the printed page was born. The work is different, is better, but it exhibits exactly the modern view that all high class work cannot depend on the types, but must be embellished with as much artistic taste as one bestows on any kind of illustration. As marked a triumph, perhaps, as the printing-art has achieved in these times is the way in which it has employed decorative design to embellish its pages, to banish crude severity, and to obtain new effects by judiciously borrowing the work of the artist. This has called into the field artists of marked talent, who devote their whole time to evolving designs for the covers of books and magazines, for the borders of pages, for ornamental letters, like the simple scroll (Fig. 1) which begins this article, as well as for the engrossing of addresses. In Canada there is a certain demand for this work. The field is not great, but it is limited more, probably, by the inherent limidity of publishers' tastes than by a small population. There is a tendency to copy the successes of bigger communities rather than to encourage local originality. Despite this and other depressing influences, we are doing good work in Canada, and in this article a few specimens of what one of our designers has done are selected, both to indicate the nature of decorative design and as examples of native production. This artist, A. H. Howard, R.C.A., has developed under conditions which cast some light upon the work itself. He was trained in England, and early felt under the influence of the South Kensington school, with its predilection for the flat or "conventional" as opposed to the employment of light and shade. On coming to Canada he remained sufficiently open minded to study the newer ideals of design work, to keep in touch with the men who were rising into authority in the department of design, and to adapt himself in some degree to new schools and standards. The illustrations which accompany this article will indicate how he has succeeded, and will give at least a faint idea of his talent and power. The "In Memoriam" design (Fig. 2), the original of which, on a much larger scale, formed an introductory page to a handsomely bound volume containing an address of condolence to the relatives of the late Sir John Macdonald, departs from the South Kensington principle by showing some light and shade, while it also affords no mean example of the artist's aim to do original work, to frame his designs that they may express and embody ideas that bear upon the subject. This, after all, is art, because the designer who deals in a selection of stock figures, to be adapted as circumstances and depth of purse demand, is at once stifling his own talents and doing no good to

the designers' art. Some effort, at least, should be made to cultivate Canadian reliance on its own artists by means of its original work, and Mr. Howard has the reputation of being artist enough to see the truth of this, and with the talent necessary to put it into practice. Another design (Fig. 3) is intended for color ornamentation, and the black and white rendering here hardly does justice to the artist's full conception, or to the skill with which the foliage design—a free rendering of the acanthus—has been handled. The illustration itself formed the cover of the calendar of the Art Students' League for 1894, a piece of work which he has done every year from the first issue. It ought, indeed, to be mentioned here that Mr. Howard was one of the originators of the League in 1886. Mr. Howard is a member of the Royal Canadian Academy, having been elected an associate in 1881 and an academician in the following year. His merits alone must account for his position in the artistic ranks, since he seems to cultivate sedulously the English reticence that disdains adventitious aids to fame. It is much to be hoped that excellent work in decorative design, such as we are capable of producing in Canada, may be better appreciated than the frequent demand for mere modifications of foreign work would now lead one to fear is the case. When our designers are



FIG. 2.—DECORATIVE DESIGN BY A. H. HOWARD.

avored with orders from the United States, where Canadian originality is occasionally sought for as worth having, we may surely anticipate a time when it will be equally prized at home.

THE INTERNATIONAL LEAGUE AND LIBEL.

ON JUNE 12-16, the International League of Press Clubs met at Philadelphia. The president elected was Louis N. Megargee, Philadelphia, and the secretary is Harry D. Vought, Buffalo. Why the League is called "International" does not appear, as every officer holds a position in the United States.

But a most interesting result of their labors was a series of resolutions on libel, here reproduced for the benefit of the readers of this journal:

WHEREAS, It is asserted in the constitution of several states, that "the printing press shall be free to examine the proceedings of legislative bodies and other branches of government;" and

WHEREAS, It is further asserted, that "the free communication of thoughts and opinions is one of the inviolable rights of man, and that every citizen may freely speak, write and print on any subject, being responsible only for the abuse of that liberty;"

WHEREAS, The newspapers of the nation are the chief weapons of defence against official corruption and vice, and that it is not only their duty but their right to expose public scandal, maladministration of office and violations of law, therefore, be it

RESOLVED, That the secretary of the League request the different state legislative bodies to introduce and pass the following bill:

That before any suit shall be brought for the publication of a libel in any newspaper in this state, the aggrieved party shall at least three days before filing or serving the complaint in such suit serve notice on the publisher or publishers of said newspaper at their principal office of publication, specifying the statements in the said article which he or they allege to be false and defamatory. If it shall appear on the trial of said action that the said article was published in good faith, that its falsity was due to the mistake or misapprehension of the facts, and that a full and fair retraction of any statement therein alleged

to be erroneous was published in the next regular issue of such newspaper, or, in case of daily papers, within three days after such mistake or misapprehension was brought to the knowledge of such publisher or publishers, in as conspicuous a place and type in such newspaper as was the article complained of as libellous, then the plaintiff in such case shall recover only actual damages. Provided, however, that the provisions of this Act shall not apply to the case of any libel against any candidate for a public office in this state, unless the retraction of

the charge is made editorially in a conspicuous manner at least three days before the election, in case such libellous article was published in a daily paper; if published in a weekly paper, at least ten days before the election.

PAPER IN BRITAIN.

The London Times publishes from a correspondent an estimate of the difference between the States and England in the matter of paper, and says: "America is the home of that very highly glazed paper which, while serving as an admirable medium for displaying 'process' illustrations to the best advantage, is singularly displeasing to the eyes of most readers. It is a pity so many first class books have been printed on this paper, for the process and materials employed to obtain the high glaze are said to affect the

wearing properties of the paper and its power of keeping its color. The secret of this kind of paper is only imperfectly known to British paper makers, who cannot supply the quality used in the United States. Prices of paper do not now vary greatly in the two countries, some grades being cheaper in the United States. I believe that very little is now being exported from England, and there would be considerable imports were not the American manufacturers in the fortunate position of being kept so busy supplying their own market that they do not trouble themselves much about Great Britain."



No. 3. DECORATIVE DESIGN BY A. H. HOWARD



No. 4. DECORATIVE DESIGN BY A. H. HOWARD

# Correspondence

## RAILWAY PRIVILEGES REFUSED.

EDITOR OF PRINTER AND PUBLISHER.

SIR,—Allow me through your columns to call the attention of members of the Press Association to their rights and privileges re purchasing railroad tickets. I find this necessary because one or two cases have been reported where these privileges have been denied.

The certificate issued by the association should be honored by every station master in Canada. He should sell single tickets to every presenter of a certificate at 2 cents per mile. No further endorsement or communication is necessary beyond what appears on the face of the certificate.

The railways do not seem to have fully informed their agents of this, or the agents have neglected to read their instructions. Some of them have refused to sell tickets at a 2-cent rate when confronted with a press certificate. It is sincerely hoped that any member who has been, or may be, treated in this way, will at once report the matter to the secretary, so that full particulars may be laid before the railway authorities.

Yours fraternally,

JOHN A. COOPER.

Sec. Treas. C.P.A.

Canadian Magazine, Toronto.

[A typical instance of the conditions which have drawn out the above letter is found in the case of Mr. Macheth, of Milverton, who relates his experience as follows: "On Tuesday, Sept. 23rd, inst., I presented my Canadian Press Association Railway Privilege Certificate No. B. 127, signed by the secretary, to the G.T.R. station agent at Chesley asking for a ticket to Listowel, the regular fare for which is \$1.40. He told me that my certificate was no good and that it entitled me to no privileges on the G.T.R. I said that I secured a ticket from the agent at Milverton on it, and he replied: 'You had better whack up the difference when you go back again, as he will have to pay it to the company for you.' I then purchased a full fare ticket, paying him \$1.40." It is understood that the necessary representations are being made to the railway company at headquarters.—Ed. PRINTER AND PUBLISHER.]

## THE LATEST ABOUT COPYRIGHT.

The Copyright Association are prepared to meet any new issue that may arise in connection with the return of Deputy Minister Newcome and the visit of Mr. Hall Caine. Meetings have been held, and when a conference is sought by either of these gentlemen, the association will be ready. If Mr. Caine comes to Canada as an accredited delegate from the British authors, and is really desirous of finding out the actual conditions in Canada, he will be met by the association in the same spirit. No official intimation has yet been received of the amendments which the Deputy Minister is bringing back to Canada with him after consultation with the Imperial authorities. It is reported, however, that they contemplate extending

and confirming the British authors' rights in Canada, and with this change the Act of 1892 will be declared in force. The amendments, it is rumored, will provide, among other things, that the British author, provided he is the first to register Copyright in Canada, will not be limited to time in asserting this right. It is also contemplated, in regard to the payment of royalty, that this payment shall be made before any books are circulated. If these are the concessions Canada is to be asked to make, it is not known what view the Copyright and trade interests in this country will take of them.

## TOLD IN TORONTO.

J. H. Delamere, of The Minden Echo, and J. A. MacLaren, of The Barrie Examiner, were in Toronto on Saturday last.

Herbert Burrows, late municipal editor and parliamentary reporter of The Toronto Empire, has gone to Ottawa as night editor of The Citizen.

"Nellie Bly" (Mrs. George Matheson), the famous lady writer of The New York World, was in Toronto on Thursday, Sept. 12, though the usually lynx-eyed interviewers of the local press did not discover her presence.

Another Canadian newspaper man is taking his departure for the United States. Mr. John Russell, late assistant editor of The Christian Guardian, has accepted a position in New York on the staff of The Tribune, and departs from Canada on the 18th inst. Mr. Russell is a gold medallist of Toronto University and is well fitted to make his mark in journalism.

A very pleasant episode in journalistic life was Editor Wallace Maclean of The Toronto World's invitation to his staff on August 26 to spend an afternoon at his country residence at Norway. An enjoyable outing was the result. Mr. H. E. Smallpeice, on behalf of the staff, presented a handsome carving set to Mr. and Mrs. Maclean.

## A SIGN OF PROSPERITY.

The St. Thomas Times has adopted the eight-page form and will continue that issue daily in future. The Times is now claimed to be the largest daily, with two exceptions, published in a Canadian city of not less than 30,000 population. The advertising patronage has grown so as to necessitate the enlargement. Mr. Fred. Abraham, who is now business manager, has good reason to be satisfied with the fact that in six months, increase of patronage has twice forced an increase in the size of the paper. It is a good policy not to let advertisements unduly crowd the news, and as St. Thomas is a good centre in a rich district, its publishers are wise to cater well for its good opinion.

## JOURNALISM AND HIGH LIVING.

George Augustus Sala, the famous London journalist, is very ill and a bankrupt. Every reader of the newspapers has been familiar for a generation with the writings of "G. A. S." But living in London is expensive, and when a journalist, whose earnings depend on his own industry, gets into the fashionable swim, he pays for it twice, i. e., in decreased emoluments and increased expenses. The journalistic income is seldom equal to high living.

### ADVERTISING DURING EXHIBITION.

**S**PEAKING of exhibitions, Toronto Saturday Night has this to say:

"Hotels, restaurants, saloons, the street railway and a few kindred enterprises, reap a very large and instantaneous profit, but the average tradesman misses not only his regular customers, but finds very few new ones. The people who come to the Fair almost as a rule come to be amused or to see the articles displayed, and go home the day of their arrival. The circulation of the daily newspapers, I think, could be proven to be smaller during the continuance of the Exhibition than on ordinary days. I am quite positive that fewer people read the newspapers during the Fair weeks than at any other time of the year, yet advertisers are eager to make their announcements at the period when they are certain to have fewest readers. On the Fair grounds printed matter and lithographed cards, and all that sort of thing, are distributed by the bushel, and every observant business man will notice that the whole area of the Industrial Fair is fairly papered with cards and circulars and testimonials that have been thrown away, because the people have neither the inclination nor conveniences for carrying away the vast amount of printed matter which is thrust into their hands. I hate to see this waste of advertising space and this misuse of advertising methods, because it brings into disrepute and disuse the material which publishers offer to those who desire to make known their goods to the general public.

"During the time of the Industrial Exhibition is not favorable for either advertising of a display sort or the distribution of cards and circulars, and is without doubt the very worst time of the year for merchants to indulge in those long and fulsome 'write-ups,' into which they are juggled by advertising canvassers. Tens of thousands of dollars are wasted during Fair week in useless advertising and in throwing away cards, chromos and circulars. Nobody reads the newspapers, owing to the fact that nobody has time to do more than attend to his visitors, or, if he be a stranger, to his visit.

"The average Torontonian is prouder of the Industrial Fair than of anything else in Toronto. Nothing angers him so much as any depreciation of the great enterprise which brings so many people to see us, yet the personal effort of the individual to make his business an attractive part of the show is very small; he is willing to put a big ad. in the newspapers, where it will not be read, but any suggestion that the same money be spent in decorating his premises or improvising a unique and attractive something in his windows would be scouted. I say again that the direct advantage accruing to the Toronto business man by reason of the Fair is very small; in many cases it inflicts a temporary loss. The real advantage is obtained by influencing people to make this city the centre of their amusements and business. If we can get them to come here to the Fair we can get them to come at other periods of the year, and to make the city attractive and the amusements vastly superior to those afforded by any other Canadian city should be our chief aim."

Here is truth for you. Toronto daily and evening papers during Exhibition were full of half and full-page advertisements of wholesale and manufacturing concerns. Every dollar spent in this way was practically thrown away. Advertisers, think it out for yourselves. When you visited the World's Fair did you read Chicago's morning and evening papers? If you did look at them, we bet it was to see the attractions at the theatres or to take a careful look at the amusement column. Visitors to large cities have their minds made up before they arrive as to what and who they will see, so that from the moment they arrive till the moment they depart they are on the jump. What time have they to look at newspapers? None! Manufacturers and wholesalers should use the trade press exclusively for their announcements, and those catering for the general public should advertise extensively in their local papers for two or three weeks

previous to the opening of an exhibition, and if they have still some money left, spend it on attractive window display, bunting or some such attraction.

### WHAT TO DO ABOUT ADVERTISING FAKES.

**T**HE legitimate advertising medium has to meet all sorts of fake competitions, which are not only in themselves useless, but depreciate the whole value of the advertising business. The Toronto Evening Telegram has had some very pointed and true remarks about this kind of thing, and recently declared:

"Showers of coins are wasted yearly in Toronto by inexperienced advertisers. Poorly printed programmes and booklets, that look very well when the 'dummy' is in the hands of the canvasser, are circulating about the city from day to day, and not the least are these of the channels where money is wasted.

"An advertisement that does not create comment or excite interest amongst those for whom it is intended, is not a good investment in an advertising sense. How many give a second thought to the preparation of an ad. for the itinerant canvasser? Business men excuse themselves with 'I had to buy him off.' A poor excuse, surely. The modern advertising man is one who can so interest his hearer that his words will be listened to and heeded.

"'Only \$2 for this space,' and 'only,' 'only,' 'only,' is the argument of the canvasser for what is generally termed 'fake advertising.' In the history of advertising there has never yet been found a man who got results from indiscriminate, disconnected advertising of this sort.

"Examine the next proposition of the 'fake' order, and see if there is on it the advertisement of a single successful advertiser—one who admittedly makes money out of his advertising.

"Compare a five-dollar advertisement on a programme or booklet with an ad. in a newspaper. They occupy about the same space. One is printed on three thousand copies, the other on over twenty thousand. One is glanced at, and possesses not enough originality or care in its construction to excite interest. The newspaper ad. is carefully built and filled with the best store news that the advertiser can think of.

"Under the guise of 'advertisement,' many fakes are made to travel to a successful issue—for the canvasser and collector."

Now all this is perfectly indisputable, but does anyone suppose it is confined to Toronto? Not by any means. The Montreal Star exposed the other day what was still more serious than useless, though bona fide mediums, nothing less, in fact, than an advertising swindle which had been successfully practised on the merchants of that city. A man had been going about soliciting ads. for a programme of sports, etc., to be given at a picnic under the auspices of some society or organization. A dummy programme was shown to the merchant, who was asked to allow his ad. to go into one of the vacant spaces "for the small sum of \$2." Many consented; a few programmes would be printed and the money collected. The excursion would never take place, but how could the duped advertiser know that? The fraud was only discovered by a dispute which occurred with the job printer over the price of the programmes to be printed. The printer got suspicious, inquired of the society whose name had been used in connection with the mythical picnic, and found the whole thing a fraud!

The evil of this kind of swindle is that it disgusts business men with genuine advertising. They are angry at being taken in, and are apt to turn a deaf ear to the representative of a good paying medium. Newspaper solicitors should fight these fakes persistently, expose them publicly as frequently as possible, and take care, as The Telegram has done, to address a few sensible words to advertisers as often as circumstances warrant.

**THE PULPIT AS A SIGN-BOARD.**

NEWSPAPERS are deprived of a good deal of profitable advertising owing to the way ministers allow themselves and their pulpits to be used as a medium for making announcements which ought to be made through the press. The daily papers are the chief sufferers. But they have the remedy partly in their own hands, for a little gentle railing of the cleric who makes a sign-board of himself can do more to expose the ridiculous nature of the practice than any other course of treatment. There is no earthly reason why a religious service should be interrupted in order to string off a long list of meetings and amusements which have no connection with the congregation to whom they are addressed. A concert under the auspices of some local society more or less usually less associated with benevolent or temperance work, has no more claim to be heralded forth from the town pulpits than the good quality and fitting properties of the shirts of the eminent outfitter, Mr. Smith, or the excellent canned goods offered by Mr. Brown, the no less eminent grocer. Some clergymen make it an inflexible rule to limit their pulpit announcements to the concerns of their own particular congregation. There are others who, from mistaken courtesy, read out any notice placed in their hands. These are the proper material for the newspaper, and the clergy should be posted on this point by judicious advice, delicately administered, as the case may require. An English society lady is said to be abandoning the sending out of invitations when she gives a reception, and simply advertises the affair. This brings all her friends to the gathering, and saves her the trouble of writing invitation cards or notifying her clergyman.

**THE POSITION OF EDITORS AND REPORTERS.**

By JAMES HAZLER, WITNESS, MONTREAL.

AS TO the strange condition of professional journalism, I think that perhaps the fault is with journalists themselves that they are in no better position financially than they are. If there were some association among them with the aim of betterment of their position that animates the trades-unionists I am sure there would be benefit therefrom. As the matter stands, there are few professional journalists. These are nearly all poor either as proprietors or salaried men. A very large number make journalism the stepping stone to some other object—the law, the church, or the political arena. To the ordinary proprietor, it appears to me, a leather-headed, slipshod reporter is of as much account as one who is more capable, though less showy. A good many of the proprietors are poor writers themselves—would not know good grammar from bad, not to speak of the styles of composition—and actually encourage the blatant, cheeky, careless fellow in preference to the more solid and less showy individual who really takes an interest in doing his work. The one thing few journalists seem to realize—proprietors or salaried men—is their responsibility to mankind as agents of Providence in the general progress. The greatest blessing to any state, next to good schools, should be a sturdy, independent, intelligent press. This is not to be had from under-paid writers; neither is it to be had unless some discrimination is exercised as to the class taken upon newspapers as make shifts for writers. Any organization of journalists that would take up and deal with this matter would be a gain not only to the press but to the country. Surely, if the dignity of law, medicine, pulpit or

trade even, are worth preserving and elevating, that of the press—the voice, if not the mirror, of public opinion (the creator, more likely, thereof)—should be considered equally worthy. I should much like to join any such association.

**THE NEW STATISTICS CONCERNING NEWSPAPERS.**

“OF THE making of newspapers there is no end” must be the reflection of anyone who examines the statistics relating to newspapers in Canada. The past eight years have shown a remarkable growth in the number and importance of newspapers, and Mr. George Johnson, the Dominion Statistician—himself an experienced journalist—has prepared for the forthcoming issue of the Year Book of Canada a very full and interesting statement of the number of journals in all the provinces of the Dominion. At the end of 1893 Canada had 919 newspapers and periodicals. Of these 66 were in the French language, 12 in German, and 1 each in Scandinavian, Icelandic and Gaelic. The rest were in English. Between 1885 and 1893 the number of papers in French have increased from one for every 25,810 French-speaking people to one for every 21,300 similar people; and the number in English has grown from one for every 5,480 English-speaking people to one for every 4,085.

As seems natural, the percentage of growth in the number of new papers is highest in the newer districts, like the Northwest and British Columbia, where more papers have been started than anywhere else in proportion to the number which existed in 1885. Of the 92 dailies, 35 are morning and 57 evening. In Ontario there are 31 evening papers, and 11 in Quebec. The following table gives a condensed and convenient summing up of the newspaper field in the various provinces:

PROVINCES.	Daily.	Tri-weekly.	Semi-weekly.	Weekly.	Bi-weekly.	Semi-monthly.	Monthly.	Quarterly.	Total.
Ontario	44	1	5	29	2	14	5	1	112
Quebec	17	1	3	5	1	2	1	1	30
Nova Scotia	4	1	1	1	1	1	1	1	11
New Brunswick	2	1	1	1	1	1	1	1	9
Prince Edward Island	1	1	1	1	1	1	1	1	7
Manitoba	1	1	1	1	1	1	1	1	7
British Columbia	2	1	1	1	1	1	1	1	9
Northwest Territories	1	1	1	1	1	1	1	1	7
Total	67	5	12	37	6	25	10	5	157

At a glance one can see that Ontario leads, and that the new provinces are rapidly increasing their number of publications.

Mr. Johnson notes the growth of class journals in Canada. There were, as he puts it, 22 departments of knowledge represented by 44 journals in 1885, while in 1893 there were 42 branches represented by 138 journals. Such organizations and societies as Foresters, Freemasons and Oddfellows have now 12 journals devoted to their interests, an increase of 5 over 1885. Medicine and surgery have 9 publications: 3 in Ontario, 4 in Quebec, and one each in Nova Scotia and New Brunswick.

The census returns of the printing and publishing business in Canada form an instructive conclusion to the foregoing newspaper statistics. The figures for the three decades are:

No. of establishments	171	171	171
No. of employees	145	201	329
Wages paid	\$1,010,012	\$1,725,012	\$3,826,012
Capital employed	2,357,000	4,200,000	7,000,000
Annual output	4,200,000	6,700,000	7,000,000

**THE OUTLOOK FOR WEEKLY PAPERS.**

THE position and prospects of the weekly paper are brought into bold relief just now by the fact that The New York Herald has discontinued its weekly edition, at the same time remarking: "The Herald discontinues its weekly edition because the legitimate field of weekly news is filled to the satisfaction of the local readers by county and town papers." Current tendencies certainly point to a day when the weekly editions of city dailies will be discontinued. Several forces work in this direction: subscriptions have been gradually put down to unprofitable rates through competition with local papers, and the competition with other city weekly editions is also very keen. Consequently, dependence is now placed on advertisements for a profit, and in years gone by this used to be a paying department in the office. But advertisements for the weekly editions show a tendency to dwindle. They are necessarily restricted, because they must not be allowed to encroach on the news space—the principal feature in the success of the city weekly being the enormous mass of reading matter. With few advertisements, high prices had to be charged, and these it is not so easy to obtain now. The latest move in the city weekly field is significant. One of the big Canadian dailies is offering, as an inducement to firms advertising in the daily, a free insertion in the weekly edition. This will probably prove a valuable lever in fostering city advertising, and should the same policy be followed by other papers, the weekly edition would soon cease to be anything but a source of loss. The local weeklies would then be monopolists in their own field, a state of things with which they would not be disposed to quarrel.

There is not much evidence that the weekly editions of city dailies generally are increasing their circulations, so that the weekly field ought to improve from this time forward. The policy, therefore, of starting a daily paper is one that ought to be carefully considered, unless the prospect of making it pay is bright. There have been cases where fear of opposition coming in has brought a daily into existence, and there have also been instances where daily ventures, that looked like premature enterprises, have done well. But, in the main, the cautious policy is the best. Unless the town is large and the prospect of a generous advertising patronage is excellent, the starting of a daily is a mistake. There are certain large, thriving places, like Perth, Cornwall, St. John's, Que., etc., where the daily mania has been staved off, and the owners of the prosperous weeklies there do not feel sorry for resisting the tendency. There is a temptation to a publisher to begin a daily edition on account of the increased political and other influence it will bring; but this is a very empty triumph after all, and a good-paying weekly is a far greater source of satisfaction to its owner all round. It would be easier and more profitable if publishers worked the weekly as long as possible.

This question of the frequency of publication has been under discussion in the United States, and the publishers of The Frankfort (Kansas) Twice-a-Week have been giving their reasons for favoring a semi-weekly edition. They contend that they make more money by issuing twice a week. The additional expense was not found to be as large as would at first seem. A smaller paper was issued, making it easier to handle, while the extra cost for paper, though more, was not double by any means. There was no increase of worry. As to the increase of revenue derived from doubling the number of issues in a year, the pub-

lishers aver that, after trying the experiment for nearly a year, they are convinced that it does. The readers naturally prefer a semi-weekly issue to a single paper per week, and fresher local news is claimed to be one of its leading attractions. The publishers make the bold prediction that "inside of five years the twice-a-week country paper will be the rule and the weekly paper the exception." That argument may be sound in the United States, but there is no similar tendency in Canada. The Ottawa papers maintain semi-weeklies, but the number of such papers in this country is limited. Against 25 semi-weeklies in the Dominion there are 596 weeklies. That tells the tale.

But the Ottawa case is peculiar. PRINTER AND PUBLISHER asked Mr. P. D. Ross, of The Journal, for his opinion, and he replied: "All the Ottawa English dailies publish semi-weekly editions. That they do so rather than publish weeklies is due practically to one reason. They believe that they can hold their local field better against the Montreal and Toronto weeklies.

"The Montreal Star publishes an excellent twelve-page weekly. The Toronto Mail publishes a good weekly on terms which, when country publishers foolishly combine with it, place the Toronto paper in country homes at from 25 to 50 cents a year. To compete against The Star's twelve pages or The Mail's low price, the Ottawa publishers have either to spend a good deal of money in the hope of holding their own over a wide field, or to publish twice a week and remain certain of a narrower field at fair prices. They prefer to publish twice a week.

"Each issue of the Ottawa semi-weeklies is four pages, so no more white paper is used than in an eight-page weekly. The ads being twice inserted, the publishers get a better price, and can, therefore, be content with fewer ads and trench little more on the reading space than in a weekly. The frequency of issue gives additional value to the local country news. There is twice the trouble of mailing, but only half the trouble of keeping matter standing, or of overhauling it so as not to be too big behind the times.

"The Citizen tried a change to a weekly last year, lost seriously and returned to the semi-weekly plan."

**A COMPETITION.**

There is enterprise added to public spirit in a prize competition just announced by The St. Thomas Journal. A meeting of members of the Elgin Historical and Scientific Institute had expressed an opinion favorable to a complete history of the county. The Journal has therefore decided on a prize history competition which will secure manuscripts from every school section in the county and get together the very kind of material required for a complete story representative of every part of Elgin. Leading men have been appointed as judges. Prizes will be given for the best sketch of each school section. This means 106 silver and seven gold medals, so that a very comprehensive work must result. Elgin County will gain much from The Journal's history competition, and its constituency of readers should feel proportionately grateful.

"You wish a position as proofreader?" "Yes, sir." "Do you understand the requirements?" "Perfectly, sir. Whenever you make any mistakes in the paper, just blame 'em on me, and I'll never say a word."

## THE NEWS OF THE MONTH IN BRIEF.

## ONTARIO.

THE Guelph Herald will celebrate the completion of its first decade under the ownership and management of H. Gummer by a special number, which will deal with Guelph and all the towns of Wellington County historically, descriptively and with illustrations.

The first issue of The Tavistock Mail, published in Drumbo, has appeared.

The Saturday Press is the new paper at Port Huron, published by Emerson & Reynolds.

Joseph Lang, the veteran editor, formerly of Kincardine, is now publishing The Owen Sound Star.

A new French paper called La Reveil d'Essex will begin publication at Windsor on the 25th inst.

The Rideau Record, Mr. McKim's paper, at Smith's Falls, is shortly to appear in a new dress of type.

J. Allan Laferriere, of Hull, Que., has joined the staff of La Colonization, the French paper at Sturgeon Falls.

The Comber Herald is putting in a new Prouty power press, and the paper will be enlarged to a six-column quarto.

Harry E. Stephenson, of the Canada Advertising Agency, Toronto, was married at Brockville August 22 to Miss Clara N. Cook.

Newmarket has another paper, The News Advertiser, issued by Mr. Binns, who has conducted a job office since The Reformer died.

There is talk of establishing a Conservative paper in Delhi, and a contemporary, in recording the rumor, says there is not field enough for two papers.

W. H. Bundy is moving the plant of the Claremont printing office to Parry Sound, where he will share publication of The North Star with Mr. Ireland.

The Semi-Weekly News is the title of the new paper started in Arnprior. It is issued every Tuesday and Friday by the Neilson Publishing Company.

Hal. B. Donly, editor of The Norfolk Reformer and The Canadian Wheelman, and W. B. J. Williams, of The Sarnia Post, attended the C. W. A. races at Petrolia.

Le Temps, of Ottawa, threatened with an action for \$25,000 by the Christian Brothers for adverse criticism of them, declines to withdraw its charges on the ground that they are true.

I. W. Shannon, president of the Canadian Press Association, has assumed his new position as manager of The Ottawa Citizen, of which his brother, R. W. Shannon, is editor.

George Joseph Jaffray, proprietor of The Galt Reporter, died in that town on the 5th September, aged 57. He was an old and much respected resident of Galt, and a widely known journalist.

The Canada Gazette contains official notice of the Canada Typograph Company's intention recorded recently in **PRINTER AND PUBLISHER** to amend its charter in order to go into the manufacture of bicycles.

Hugh A. Melvor, formerly a reporter on The Ottawa Journal, disappeared from his home in Britannia, near Ottawa, and was supposed to be drowned, a boat in which he had gone out

for a row being found near the rapids. He had lately been paid a small fire insurance loss, and had also recently insured his life. No trace discovered.

A. J. Jeffery, on retiring from the business management of The Ottawa Citizen to control The Arnprior Chronicle, was presented with an address from his confreres, accompanied by a pair of gold cuff buttons.

The Kingston News, since Mr. Shannon's departure for Ottawa, is under the management of the firm of Oram & Moore, who will control the business department, with Mr. Shanks as managing editor and Mr. Carter as city editor.

The Petrolia Advertiser got out a handsomely illustrated supplement August 29th to commemorate the bicycle meet. The entire edition was designed, written and printed in The Advertiser office, and is a most creditable production, of which any office might be proud.

The Uxbridge Journal, W. H. Keller, proprietor, has a neat business card out with a readable remark on the reverse side set in the form of a large interrogation point. On the front is the striking legend: "Don't subscribe for The Journal if you can find a better paper in this section."

J. B. Harkin, city editor of The Ottawa Journal and brother of W. A. Harkin, formerly of The Montreal Star, has been appointed to a position in the Carleton County registry office under P. J. Coffey, and was presented by his colleagues of The Journal with a handsome gold breast pin.

The St. Thomas Journal's issue of Saturday, Sept. 7, consisted of 60 columns, and was the largest daily ever published in that city. There were several handsome illustrations, and the reading matter was good. A local feature which showed judgment was the publication of four portraits of leading M. C. R. officials.

## TORONTO.

Toronto Once a Week is a new venture, circulating chiefly in West York.

J. J. Foote, proprietor of The Quebec Chronicle, was in town last week to see the Exhibition.

W. L. Smith, who lately severed his connection with The News, has joined The Star staff.

Alex. Fraser, city editor of The Mail and Empire, has returned from his trip to the Mother Country.

J. S. Willison, editor of The Globe, is expected back from his Northwest trip about the 20th inst.

John Ross Robertson, proprietor of The Evening Telegram, leaves for a trip to England about the 20th.

The marriage of J. F. Moore, of the Canada Photo Engraving Bureau, and Miss Annie Wilson, took place last week, Rev. R. N. Burns officiating.

The staffs of the different lithographing establishments of Toronto, numbering over 500 persons, held their annual picnic and games at Lorne Park this year.

Viscount Hill, lately editor and proprietor of The Paris, (Ont.) Star-Transcript, who succeeded recently to the title and estates, is returning to Canada and will reside in Toronto for some time.

J. A. Cooper, secretary of the Canadian Press Association, has assumed the editorship of The Canadian Magazine. He is replaced as editor of **PRINTER AND PUBLISHER** by A. H. U.

# Palmer's Printing Machinery Depot

JOHN J. PALMER  
PROPRIETOR.

Office: Mail Building  
Warehouse: 78 Wellington St. West

 TORONTO.

Sole Agent for Thorne Type-Setting Machines, C. B. Cottrell, Sons Co'y Cylinder Presses, M. Gally's Universal Job Presses, Chandler & Price Gordon Presses, Peerless Job Presses, Ben Franklin Gordon Presses.

And Importer and Dealer in all kinds of Printers' and Bookbinders' Machinery.

Keep in Stock the Largest Line of Printing Machinery in Canada. Second-Hand Printing Machinery of all kinds Bought, Sold and Exchanged.

## Bargains in New Machinery

I have for sale a stock of the following new JOB PRESSES and PAPER CUTTERS:

7x11	Chandler & Price Gordon Presses,	with Throw-Off	\$150
8x12	"	"	165
10x15	"	"	250
12x18	"	"	300
14x20	"	"	400
8x12	Westman & Baker New Style Gordons	"	200
10x15	"	"	285
13x19	"	"	385
7x11	"	Old Style Gordons	150
10x15	"	"	240
7x11 1/2	"	Beaver Jobbers	150
32-inch	"	Power Paper Cutters	300
30-inch	"	Beaver " "	175
26-inch	"	Beaver " "	120
19-inch	"	Little Giant Paper Cutters	65
8x12	Peerless Job Presses		225
9x13	"	"	250
10x15	"	"	300
11x17	"	"	350
14x20	"	"	450
14 1/2 x 22	"	"	500
10x15	Universal Job Press (E. Gally's)		350
13x19	"	"	450
14x22	"	"	515

## Printers

in need of any of the above machinery will do well to get my special net figures. I am giving discount to **cash** or **short date** buyers, varying from 15% to 33 1/3% from above prices, according to size and style machine required.



Colquhoun, lately of The Toronto Empire, and formerly of The Ottawa Journal and Montreal Star staffs.

J. B. Spurr, managing editor of The Toronto Junction Leader and Recorder, was married Aug. 15 to Miss Emma A. Manning, daughter of Mr. James Manning.

The Presbyterian Review Co., capital \$40,000 in 800 shares of \$50 each, is applying for incorporation, the first directors to be T. R. Clougher, J. R. Clougher and W. Galbraith, Jr.

E. W. Thomson, formerly editor of The Globe, and now editor of The Youth's Companion, Boston, is spending his holidays in Ontario and has been in Toronto for a few days.

Peter G. McArthur, a graduate of Toronto University and formerly of The Mail staff, now editor of New York Truth, was married at Niagara, on the 11th, to Miss Mabel C. Watters.

#### MONTREAL.

La Minerve, the oldest French newspaper now existing, has celebrated its 68th birthday.

Henry Dalby, managing editor of The Star, has been taking his holidays at Old Orchard Beach.

Hon. Joseph Royal, editor of La Minerve, accompanied Lieut. Governor Chapleau on his trip to the Northwest.

Mr. St. Pierre, of The Herald reportorial staff, will in future write articles on municipal and provincial politics for his paper.

Mr. Hartley, parliamentary reporter for The Herald last session, has been on a visit to Toronto, London and other western cities.

Austin Mosher, correspondent of The Toronto World, accompanied by Mrs. Mosher, is visiting his relatives in Nova Scotia.

Mr. Richard White, managing director of the Gazette, sailed from Liverpool on the 5th inst. by the Mariposa, much benefited in health by his trip to the German baths.

The new Scott press, lately purchased by The Star, is now set up in that office, and the paper's immense daily and weekly circulations will be run off by the two mammoth presses.

It is stated that Hon. J. A. Ouimet has secured a controlling interest in Le Monde. This will change the political policy of the paper from Liberal to Conservative. La Minerve is controlled financially by Sir A. P. Caron. La Presse, the most widely circulated French paper in Canada, is independent in politics.

#### MANITOBA AND THE WEST.

The Calgary Herald has completed its twelfth year.

Mr. Beaton, editor of The Winnipeg Nor'wester, has gone back to The Free Press.

The Calgary Tribune has retired from the daily field, but will continue publication as a weekly.

J. A. Davidson, editor of The Guelph Mercury, and Mrs. Davidson, have passed through Winnipeg on their return from a trip to the Coast.

James Hooper, late of The Winnipeg Tribune, and R. McChesney have gone to Portage la Prairie to publish The Portage Review and Saturday Night.

Chas. E. Frupp, war artist of The London Graphic, arrived from Japan by the last C. P. R. boat, and is passing through the west on his return to England.

Miss Sawle, daughter of the late W. T. Sawle, proprietor of The Welland (Ont.) Telegraph, has returned to her home after

writing a series of bright sketches of her western trip for the paper.

W. J. Keyes, formerly editor of The Neepawa News, and more recently manager of The Portage Review, is advance agent for the Cosgrave Company.

The first issue of The Portage la Prairie Review under the new management says its politics will be Conservative, "though not supporting party as against principle."

The Regina Leader has been purchased by a new company with Walter Scott as manager. Mr. Davin, it is said, is not connected with the management in any way.

J. N. Ingram, of Leslie's Weekly, New York, is going from point to point through the Northwest, taking sketches and gathering material for a write-up for the paper.

George Ham is here doing some literary work. He will have an illustrated article on harvesting in the Northwest in a forthcoming number of The Canadian Magazine.

Thomas A. Bell, publisher of The Winnipeg Nor'wester, has been committed for trial on a charge of criminal libel preferred by R. L. Richardson, of The Winnipeg Tribune. The Nor'wester charged Mr. Richardson with sending false news to The Chicago Times-Herald about a contemplated dismissal of the Manitoba Government by Governor Schultze, and with concocting news and publishing it in his own paper.

#### THE MARITIME PROVINCES.

Antigonish, N.S., is to have a new paper started by B. Bourinot.

A number of Maritime offices are soon to put in type-setting machines.

J. Miller McConnell, of The Montreal Herald, has been visiting Nova Scotia.

A. M. Belding, of The St. John Sun, has returned from a trip to the Mother Country.

The Times and Advance offices were destroyed by fire at Liverpool, N.S., on the 7th inst.

The Moncton (N.B.) Daily Leader has ceased publication. Three dailies were too many for Moncton.

W. M. Congle, formerly of The Sussex (N.B.) Record, is about to start a paper in Georgetown, P.E.I.

The Women's Edition of The Halifax Herald was a credit to that paper and the clever literary women who got it out.

The New Glasgow (N.S.) Enterprise has lost a good man H. H. McDonald, its foreman who has gone to Boston.

The Sea Breeze is a new paper at Pugwash, N.S. It is Nova Scotia's smallest sheet, and the subscription price is 30 cents.

M. I. McDonald, editor of The Charlottetown Guardian, is severing his connection with that journal, and B. D. Higgs, the former editor, will resume the position. Harry Woodworth is now assistant editor.

An idle boy lost his place at a bookseller's not long ago because he objected to handling books as too serious a tax upon his strength. When he appeared in the street soon after attired in much more splendid apparel than he had usually worn, an acquaintance asked him what he was doing. "Doing," replied the boy, "I'm playin' de strong man in a dime museum." -The Sun.

**DO NOT LET A JOB PASS YOU.**

**H. S. CONGDON**, publisher of *The Atlantic Weekly*, Dartmouth, N.S., does not believe in letting any business pass his door, if by any chance he can handle it himself and make money on it. He is advertising for agencies.

As *PRINTER AND PUBLISHER* has frequently pointed out, there are people in every place who want something which they cannot get in their own town. It may be blank forms, books, engraved or lithographed letter headings, hangers, etc., or general engraving. They apply to their local printing office. In too many cases the printer says he cannot do the work, and often does not even say where it can be done. The business man then remembers seeing the advertisement of some firm in his trade paper that does the work he wants. He writes them. If the job is an important one a traveler from the firm waits upon him almost immediately. He gives the order. It is filled, often more promptly and more satisfactorily than he ever got small jobs from his local office. The next time he has anything, no matter how small, he writes to the city firm. If they cannot do it themselves they have it done for them. By and by he has all his work done through the city firm. Then the local printer sits in his office and complains of hard times and of the unfairness of city houses cutting into his business. He asks the Press Association to take action to put a stop to this competition, though he is probably not a member.

He is surprised to find that there are a number of printers who do not sympathize with him. They do not complain of the competition. If he will inquire farther he will find they have no competition of any account. They never let a piece of work pass them. If they cannot do it themselves—and very few of them have even small lithographing, engraving, or similar departments—they at once write to two or three firms who do good work for rates. If the job is worth it they ask the firms to send a man out. They take him to their customer. He looks over the job and gives an estimate. The order is given. The local printer has no more trouble. When the work is completed, the city firm send the printer a cheque for his commission, which often amounts to a considerable sum. We know of one job recently on which a printer in a country town of 2,500 population made a commission of \$143. The entire time he spent did not exceed two hours.

On many jobs that go to the cities, local printers and publishers have their own imprint.

There are now a number of city firms who are cultivating this business. Warwick Bros. & Rutter, Toronto, who have a large plant, do a great deal of printing, binding, etc., for printers and publishers in all parts of Canada. The bulk of Munroe & Cassidy's binding business is done for the trade. The Toronto Lithographing Co. in several instances have sent representatives to remote parts of Canada when the order was a good one. The Grip Co. have been making a specialty of letter headings in imitation of lithographing, which can be run by local printers on their ordinary presses. The Toronto Engraving Co. and the Canadian Photo Engraving Bureau are also cultivating this trade.

"Advertising matter is, in fact, news—news that the reader cannot afford to be without. To illustrate an advertisement is an art—an art requiring the keenest skill."—A. J. Balfour.

# Buntin, Gillies & Co.

HAMILTON

WHOLESALE  
STATIONERS

and **PAPER**—  
DEALERS

Headquarters for Flat Papers

OUR . . .

## Crystal Wove

Is the best 8 cent paper on the market.

NEW SAMPLES  
PROGRAMS, MENUS, ETC.  
NOW READY

## Century Linen

Which we keep in all standard weights and sizes, both in White Wove and Cream Laid, is unsurpassed for Fine Commercial Work. . . . .

## Buntin, Gillies & Co.

HAMILTON, ONT.

Agents **H. D. Wade & Co.'s Fine  
Black and Colored**

**Printing Inks**

**FAIR COMPETITION.**

By LEON HORNSTEIN IN THE ISLAND PRINTER.

If printers would understand each other many losses could be avoided. It is but reasonable to suppose that a man of average intelligence will figure to make a profit when he estimates on a job. It is therefore proper that when one hears of a competitor cutting a price to such an extent that it is apparently impossible to get cost out of it to assume that he has either made a mistake or has discovered some feature about the work which will admit of a great saving.

All printers have more or less customers who will give them an opportunity to figure a second time, and often go so far as to offer them the work at the lowest price received. This can hardly be called fair, and yet, such is the condition of the trade that most printers are compelled at times to take advantage of these offers. Sometimes the printer feels that he would be sacrificing a customer if he allowed him to take the job elsewhere. More often, however, he is anxious to get the particular job in question, and will take it even though it involves a certain amount of humiliation and perhaps loss.

It will not do to say that all ought to adhere rigidly to their first figures. This would open up a field for discussion not contemplated in this article. The printer must use his own judgment in such a case, regardless of advice from a third party. But he ought to use some discretion even if he feels that the loss of the work would result in serious disadvantage to him. Numberless instances could be cited where the price quoted by a competitor was only the result of a natural advantage which the latter had. A few of these cases will suffice for illustration:

A printer getting out a catalogue for a firm last year on which the edition was not large enough to warrant the electrotyping of the pages, found when he was fairly started that the working up of spaces, quads, etc., owing to bad justification and uneven cuts, caused him so much trouble that he concluded to electrotypes a large portion of the work. He kept the plates, and when called upon to figure on the next edition found that he could save nearly the whole of the composition. He divided this saving with the customer when he estimated on the work, and was still far below his competitors. At another time a firm prepared its copy for a catalogue which it intended should be 6 by 9. After getting figures from half a dozen printers, one of them showed how, by a rearrangement of the matter, it was possible to reduce the number of pages nearly one-half. He made the book open the long way and increased the size to 7 by 10½, thus enabling the compositor to put two cuts on a page instead of one.

Some months ago a fire in a railway freight house damaged a large amount of pink paper in rolls consigned to a daily paper in Chicago. This was bought for a song by a speculator and cut into sheets of regular sizes. These were again disposed of at a very low price to a firm that was figuring on a large job requiring the identical paper.

In each of these cases another printer was offered the work at the price quoted by the firm having this natural advantage. It seemed hard to refuse. If, however, the work had been undertaken, it would undoubtedly have resulted in a loss, the

printer would have declared that his competitor was indulging in a ruinous policy, and the cordial relations existing between them would have been strained.

Another instance—a blank book manufacturer put in a bid on a set of books which he had been making for years. His customer told him he had been quoted a much lower price and offered him the work at that figure. It was refused after careful consideration. About a week later the work was given to him after all. The only explanation vouchsafed by the customer was that there had been a misunderstanding in regard to the amount and character of the work with the other party.

All these things should lead us to regard our competitors with less suspicion. Let us give them the benefit of the doubt. Let us not assume that they are trying to cut our throats. One of the chief benefits of organization lies in the fact that when men are brought in contact with each other they are disposed to treat each other fairly.

It is safe to say that all printers lose more or less because they take work at a competitor's price, when by simply sifting the matter to the bottom they would discover that the lower figure was quoted on account of some misconception in regard to the work.

If by some chance or speculation, or by more than ordinary foresight or ingenuity, one man succeeds in getting an enormous advantage over another, he is entitled to the order, and it is childish to rail at him and proclaim him a fool. It would be better in all cases to find out how it was that so great a reduction from a fair price was made.

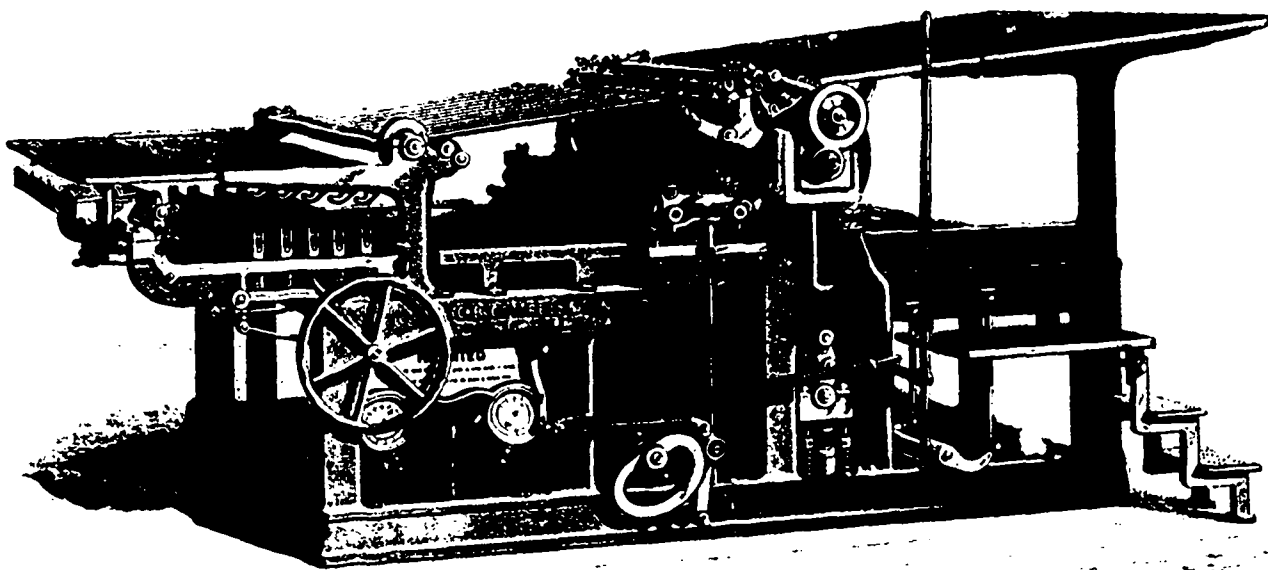
Ordinarily it does not pay to speculate in stock. There are printers who have their shops fairly loaded with job lots which they imagined were bargains, but which lie around for months and sometimes years before being used and are then used on work where a cheaper grade of paper would have answered the purpose, after all the profit has been absorbed by interest on the investment, rent and insurance. The most delusive of all investments is the stock "slightly damaged" by fire. Few who have speculated in this kind of commodity venture a second time. Yet, in spite of all this, it is true that there are some who buy in this way and profit immensely by it. The pink paper mentioned above is an instance.

To face such competition, which cannot be called unfair, the average printer finds himself severely pressed at times. It would certainly pay him better to explain the situation to his customer and take his chances on the next job than to attempt to outdo his rival, handicapped in this way.

Another feature about this style of doing business should not be lost sight of. There are many who claim that they have been quoted lower prices by other printers, who, in fact, have not received lower quotations, but are deliberately telling falsehoods for the purpose of hammering down the prices. The work of such men is, as a rule, unprofitable, as most printers can testify to their sorrow. Men of this kind do not hesitate to take advantage of some little error or shortage to secure a reduction when the job is finished.

Viewed from all sides, therefore, it is perhaps best to adhere to the original figure quoted, except in rare cases where the advantages to be gained far outweigh in importance the chances of loss. This would be a fair competition. Unfortunately we have very little of it.

# C. B. COTTRELL & SONS CO.



**NEW SERIES TWO REVOLUTION, FOUR ROLLER PRESS.**

**FRONT FLY DELIVERY.**

This press is also made with rear delivery.

For prices and terms apply to

## John J. Palmer

SOLE AGENT FOR CANADA

Mail Building

TORONTO, ONT.

# Paper and Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

## CANADA'S POLICY IN PULP.

WHAT efforts are the paper and pulp interests of Canada making just now to impress on Government the paramount necessity of adopting a policy to develop the pulp industry? No doubt they will assert that they have made all the representations possible at Ottawa, that all the facts were laid before the Ministers previous to the tariff reforms of 1894, and that deputations have personally interviewed those in authority to see what could be done. Nothing has been done. The pulp industry in the States is developing rapidly, and new mills are building and old ones enlarging in the full expectation that Canada will go on supplying free raw material to the end of time. These mills would be erected here if our policy were amended. We have the natural advantages—the water power and the material—but while Uncle Sam keeps a duty on Canadian made pulp and makes the spruce logs free Canada foolishly assists him by giving every facility for the export of these logs.

Evidence accumulates every day of the immense business which is going on in the export of Canadian spruce to be manufactured in the States. For instance, the editor of The Berlin (Ont.) News has been paying a visit lately to the northern lumbering districts, and says: "While up the lakes we saw rafts of Canadian logs—some of them acres in extent—which were on the way to the States. Some were ordinary saw logs and others for making into pulp. Now the working up of these logs means a great amount of labor and many laborers in the country to the south of us which should be kept here. We don't know all the various pulls and influences that the lumber interests at home and abroad have on the Government, but if we had the running of the Canadian Government there would have to be mighty strong reasons given us before we would consent to the floating of these enormous rafts of logs to the other side. We believe in giving our own country the preference at all times and under all circumstances, and have never yet been able to see any good argument why this should not be carried out. Our own timber is rapidly disappearing, and it should be the duty of our legislators, both Local and Federal, to see it is preserved as much as possible, and when it goes to the axe or saw, the work of fitting it for the market should be done in our own country."

This is sound sense. The Americans are already possessed of sites in Canada which they would work if compelled to do so by the laws of this country. They find it more convenient to build and enlarge mills in their own country, apparently assured that Canada does not know enough to keep a firm grip on her stock of raw material. They are perfectly complacent about it.

One of the organs of newspaper opinion over there, The Fourth Estate, commenting upon the proposed news trust, the other day said that there was not much fear of a scarcity of spruce causing any increase in the price of paper since there was "abundance of such timber land in Canada and the south, and while southern spruce does not yield as well as northern spruce" (quite true!) "yet it can be used satisfactorily if necessary, and the vast supply of Canada may be brought into this country without paying duty." Yes, but only so long as Canada continues to allow the game to go on.

The obstacle to a change of policy on our part, of course, is the lumbermen's opposition to Canada's putting on any export duty which may draw upon lumber from this country the reserve power of the Wilson tariff to clap a duty on our exports if we change our tariff. Uncle Sam is a firm believer in the power of "bluff." Canada in this case takes the "bluff." The lumber interests are, doubtless, very large and powerful with the Government. But are they going to run this country on every question which affects their business? Does not Canada's possession of an unequalled supply of spruce give her the "whip handle" in this case? Besides, are we really getting all we think we are under the present Washington policy? There is a case now pending for decision by the Washington Customs authorities, in which duty is sought to be charged on a shipment of dressed lumber from Canada, although the Wilson tariff distinctly says that dressed lumber is on the free list. It would serve the lumbermen right if, after persuading our Government to sacrifice Canadian interests in this matter, they failed to get Uncle Sam to live up to his side of the bargain after all.

The paper and pulp industries in this country are themselves very important. In 1891 their combined working capital was put down at over \$3,500,000 with a yearly output of \$4,750,000. Their development adds permanently to the public wealth. Their business is not merely cutting logs and towing them away to a foreign country. They build large mills and employ many hands. They deserve to have a voice in the framing of public policy. Now is the time for action. Pulp making is getting to be a great industry, the employment of pulp is going to enlarge infinitely in the next few years, and it is a crass mistake for Canada to allow the industry to take a firm hold in the States when its natural home is here. If an export duty on spruce logs cannot at present be obtained a supreme effort should be made to secure in Quebec and Ontario provincial bonuses, so that the Canadian industry could be built up.

W. H. Ross & Co.'s pulp mill at Sherbrooke was destroyed by fire on Sunday morning, Sept. 15. Loss, about \$10,000.

**POSSIBILITIES IN PULP.**

**F**ORTY years ago the idea of manufacturing paper from wood had never entered the mind of man; it was suggested by a hornet, watched by an idle philosopher while it was building its nest. The utilization of that hornet's wisdom has had hardly less influence on the world's destiny than the discovery of the art of printing with movable types, which came from a suggestion quite as humble. The possibilities of wood pulp are hardly dreamed of. It will be colored in the vats to imitate rosewood, mahogany, ebony, black walnut, oak and all the favorite timbers that are growing rare and extinct. In a few years it will be used exclusively in the manufacture of barrels, tubs and pails; of doors, sashes, blinds, and the interior finishing of houses, very likely for flooring, clapboards and shingles; our furniture will be made of it, and so will our carriages, agricultural implements, machinery of all sorts, railway cars and ships. — *St. John Sun.*

**WHERE THE GOVERNMENT BUYS.**

It would be well for paper men to find out, by an enquiry in Parliament, whether or not the Dominion Government is importing free of duty for its own use any papers which can be got just as well in Canada of Canadian make. This matter has created quite a stir in England, and at the late session of Parliament, according to the London correspondent of *The Paper Mill*, was dealt with in the House of Commons. It was alleged some time ago that large quantities of foreign envelopes were imported, and as British manufacturers had had the market pretty well to themselves, they began to feel uneasy on the matter. Enquiries showed that at various ports foreign envelopes were freely imported, and as values were comparatively lower, it was at once concluded that the envelopes were prison-made goods. It seems that paper bags, fancy paper articles and envelopes are made to some extent in German prisons, but Continental authorities intimate that the goods are chiefly, if not entirely, consumed locally. Several members of Parliament, taking part in the debate, said that the injury done to British trade was extremely small, and one member stated that he intended to strongly oppose any action of the Government which would prevent British consumers from obtaining goods from the cheapest markets. The present Government has already communicated with foreign Governments, for the purpose of securing their willing assent to stopping the importation of foreign-made goods which was injurious to British trade, and if this course fails, fresh measures will be adopted.

**FOR THE OFFICE.**

A new paper for the office and advertising is shortly to be issued in Toronto by Mr. J. S. Robertson. It will be published monthly and its title will be "Business."

**FROM AN ENGLISH SOURCE.**

Exporters of Canadian mechanical wood pulp are paying considerable attention at the present time to the question of moisture, and they are also increasing the weight of the bales shipped. Hitherto it was customary for the bales of wood pulp from the United States and Canada to contain 55 to 60 per cent. water, and to weigh about one cwt. each. Recent consign-

ments, however, says an English exchange, include a few one cwt. bales containing 60 per cent., but chiefly consist of bales weighing 250 lbs., and containing 50 per cent. water. A correspondent advises that most of the mills in Canada cultivating an export trade are making arrangements to ship the product with only 50 per cent. of moisture very shortly.

**REPAIRING MACHINERY COMPANY.**

A company has been floated in London, says an English correspondent, with the object of insuring and keeping in repair machinery in paper mills and works associated with other industries. There may be something in the idea, which has been worked presumably on a small scale by Mr. Fawkner, an engineer, who is the vendor to the Machinery Insurance Co., Ltd., but details will have to be worked out very minutely, if fair and equitable terms are to be granted to each party effecting an insurance. The nominal capital is £200,000.

**PAPER DUTY IN NEWFOUNDLAND.**

Under the new tariff of Newfoundland paper or felt used for sheathing the bottoms of vessels, parchment or wax paper imported direct for wrapping boneless fish for export, printed books, pamphlets, newspapers, maps, charts, printing paper, printing presses, printing types, and all other printing requisites, are admitted free of duty. But bookbinders' tools and implements, including ruling machines, leathers, bookbinders' cloth, marble paper and paper board, imported direct by bookbinders for use in their trade and not for sale, will pay an ad valorem duty of 10 per cent.

**SOCKS FROM PAPER.**

Although the paper collar has been practically driven out of existence by the low price of the linen article, the promise of paper socks offers a glorious chance to prove that there's nothing like paper. Paper yarn of such consistency is produced, says *The Portland Argus*, that it is capable of being woven into fabrics soft enough for wear. A special merit is the cheapness of this newly devised material, socks being produced at a retail price of about three cents a pair. At this rate there is no reason why the whole world may not be supplied with foot coverings. At three cents a pair the bachelor's life will become gladsome and happy, and sockless statesmanship, like "Jerry" Simpson's, will be forever crushed out.

**A VALUABLE FIND.**

A bed of lithograph stone, of superior quality, has recently been found in the township of Marmora. The bed is not over one mile from the Lithograph and Asbestos Co.'s mills. Head officials of the company pronounce the stone to be the best they have seen in this country. It is the property of J. L. Auger, deputy reeve of the township of Belmont, who is opening it up for development.

**OUR PULP IN ENGLAND.**

Arrivals of trans-Atlantic wood pulp in England are well maintained. From Montreal two consignments, including 1,050 bales and 1,110 bales, were received lately.

**A UNITED STATES VIEW.**

THE Paper Trade Journal of a recent date says: "An export duty on Canadian spruce pulp wood is something which our paper and pulp makers may expect in the near future. The Dominion authorities are turning the matter over in their minds for the purpose of educing sound reasons for introducing such a measure. Viewing the matter candidly, it cannot be said that such a course would be unfair. Canada has a steady market for her spruce, to be sure, but she might have pulp mills of her own, and convert her raw material into a marketable product, which would be immensely more profitable than the selling of the cordwood. This is, no doubt, the purpose which an export bounty would be expected to serve. Yet there is no good reason why the pulp making industry should not now, under present conditions, be growing rapidly and building up a good export trade. A limited home market is something of a handicap to enterprise, certainly, and with this Canada has to contend; but nothing seems to be more certain than that with such great stores of raw material she might make a far better showing than she has yet done in the pulp and lumber export trade. Until her own people exhibit greater activity and push it is hardly worth while to complain of such qualities in her neighbors. As for the export tax, it may help Canada a little, but it will not hinder American pulp makers."

**A MAN FROM THE "SOO."**

Mr. J. H. Meir, one of Sault Ste. Marie's merchants, has been making one of his periodical trips to Toronto and Hamilton. I ran against him in the "Ambitious City" the other day, and had a pleasant five minutes' chat with him. When I touched upon the water-power at the "Soo" he became enthusiastic.

"It is the grandest water-power on the face of the earth," he declared, with emphasis; "it is ahead of Niagara. Yes, the outlook is getting brighter for the 'Soo.' We have a developed water-power of 20,000 horse-power. The pulp mill is almost completed. The building is of stone and four storeys high. The promoters have put in something like 20 water-wheels. There are 10 or 12 pulp grinders, and it is expected that 20 carloads of pulp per day will be turned out. And then they are going to build a large paper mill, which will, it is claimed, be the largest of its kind in the world. England will practically be the market for this pulp. During the month of July, the company paid out for machinery, labor, etc., \$100,000."

**ITS TWENTY-FIFTH BIRTHDAY.**

On Saturday, August 24, J. C. Wilson & Co., paper manufacturers, of Montreal and Lachute, Que., celebrated the 25th anniversary of the firm's existence. Mr. J. C. Wilson provided a special train to take all the hands employed in the city to Lachute, where they were met by the mill hands, and an afternoon of pleasant enjoyment was spent on the Argenteuil Exhibition grounds.

A first-class orchestra accompanied the excursion from Montreal, and provided music for a lengthy programme of dances. The sports were started at 1.30 p.m. with a tug-of-war between the city employes and the mill hands, the country boys winning the first two pulls with ease. In the course of the

afternoon Prof. J. E. Holland made two very successful balloon ascensions, and a lacrosse match was played between the Montreal and Lachute contingents, the former winning by four straight games.

In the evening a display of fireworks was made at the mills, and the prizes in the various athletic contests of the day were awarded.

**WORK AT WINDSOR MILLS.**

The work being done by the Canada Paper Co. at Windsor Mills, Que., is quite extensive. A writer in The Windsor Times says that on the east side of the river an immense flume is under construction, being blasted out of the solid rock. A piece of dam has been built up the centre of and parallel to the

**TYPE OR MACHINERY WANTED.**

Advertisements under this head inserted free for regular subscribers.

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Of every description manufactured by

... **SEYBOLD MACHINE CO.**

**NOTE.** We are their Canadian Agents and are pleased to inform our Customers of the fact. We thank you all for past favors and respectfully solicit a share of your trade in the future, which will have our prompt attention.

**The J. L. MORRISON CO.**

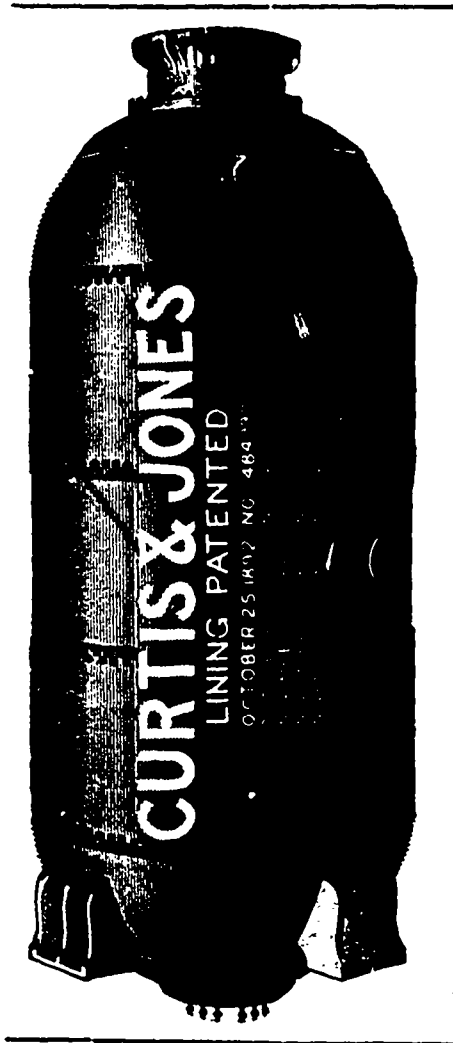
28 Front Street West

Catalogues  
on Application.

TORONTO, ONT.

**Parties** contemplating building or making any changes in their Sulphite Mills will find it greatly to their advantage to consult with us. We take pleasure in referring to the following successful Sulphite manufacturers, nearly all of whom we have furnished with entire plans for their mills, as well as machinery, etc., and with all of whom we have placed the

# CURTIS & JONES DIGESTERS



**Howland Falls Pulp Co., Howland, Me.**  
30 ton Plant. 6 C. & J. Digesters.

**Glens Falls Paper Mill Co., Fort Edwards, N.Y.**  
50 ton Plant. 8 C. & J. Digesters.

**J. & J. Rogers Co., Au Sable Forks, N.Y.**  
25 ton Plant. 4 C. & J. Digesters.

**Glen Manufacturing Co., Berlin, N...**  
30 ton Plant. 5 C. & J. Digesters.

**Katahdin Pulp & Paper Co., Lincoln, Me.**  
25 ton Plant. 4 C. & J. Digesters.

**Bangor Pulp & Paper Co. Basin Mills, Me.**  
25 ton Plant. 5 C. & J. Digesters.



There is no question but what a stronger and much higher grade of fibre is obtained by the use of the . . . . .

## CURTIS & JONES DIGESTER . . . .

And at a less cost to the manufacturer, and with the use of our other latest improvements,

**C. & J. Blow-off Pipes**

**J. & T. Sulphur Reclaiming Process**

**J. & C. Blow Pits**

**N. M. Jones Hot Water Heating,**

**and C. & J. Improved Acid Plant,**

Even a much greater saving is made. These are all improvements that no Sulphite Mill can afford to be without. We are prepared to demonstrate these facts to parties contemplating the building of new mills or replacing digesters.

We have our own man start all mills built and equipped under our supervision when completed, and guarantee them to run successfully. All of these mills were up to their full limit of production within thirty days after starting up, something unprecedented in the history of Pulp Mill enterprise.

# Curtis & Jones

Works: Bangor, Me.  
220 Devonshire  
Street

**BOSTON**



river; this is to form the outer side of the flume, the Windsor bank forming the inner side. The flume will thus take in nearly half the width of the river. At its upper end will be placed gates to regulate the flow of water. At the lower end the driving wheels are to be placed, and below these other gates will be placed, so that if necessary the flume and wheel pits can be run dry. It is hoped to secure 1,500 horse power at the lowest flow of water. About 100 men are at work, and the enterprise of the company is much appreciated in the locality.

#### **DRAWING SUPPLIES FROM CANADA.**

Besides buying a good deal of pulp from Quebec mills, the New England mills are looking to Canada for future stocks of spruce wood to supply next season's operations. The Paper Trade records the fact that the stock of spruce logs remaining at the mill of the Cookshire Co. recently destroyed by fire in the Province of Quebec will be shipped to the lower Androscoggin pulp and paper mills of Wm. H. Parsons & Co. Other New England pulp mills are making extensive contracts for spruce pulp wood in Canada. Prices are firmer than last year, especially in the St. Francis district, which supplied large quantities of pulp wood in 1894-95. The stock of spruce logs at the burned lumber plant of Stephen A. Nye & Co., Fairfield, Me., has been disposed of to pulp mills on the Kennebec River. Other spruce mills are considering whether it would not pay them better to sell spruce wood to the pulp and paper manufacturers rather than to saw spruce lumber at low prices. The wood pulp mills will soon absorb any spruce logs the saw mills may be willing to spare, and both industries be thereby benefitted.

#### **THE PROPOSED NEWS COMBINATION.**

Although there is no further evidence that the proposed news trust is forming in the States, the general belief in the various paper trade journals is that things are tending that way. An exchange says: "There is no longer any question that the manufacturers of wood pulp paper are working gradually and it would seem pretty surely towards a 'combination' which will embrace most of the concerns of any great importance east of the Mississippi. There is nothing very mysterious about the reasons for the proposed combination. Unity of action, looking to the common benefit, and a surcease of the throat-cutting competition which has been carried on so extensively in the past, may be set down as the 'fundamental principles.' But already there looms up on the horizon the possibility of an interesting question. Shall we have a 'sectional war' in the paper trade, with the outside mills, headed by the formidable Wisconsin group, taking the aggressive? There are some straws already pointing that way, as well as some recognized difficulties, chief among which may be mentioned the higher cost of pulp wood at the Wisconsin mills."

#### **WORK AT THE AMERICAN SOO.**

Not only on the Canadian side at the Soo is a great pulp and paper industry under way. On the Michigan side also the establishment of large mills is being steadily pushed forward. An eastern syndicate, represented by F. H. Clergue, has purchased outright the right of way of the old St. Mary's Falls

Water Power Co., which, after expending \$250,000 on the canal seven years ago, stopped work on account of lack of funds. Later the canal was sold under mortgage foreclosure, and the great sale was made by the mortgagee. The amount paid was \$70,000. The work of developing the canal will at once be resumed. A large pulp and paper plant will be constructed by the syndicate. The question for Canadians to consider is whether the Americans should be encouraged to build up their pulp industry at our expense.

#### **PAPER FROM ASBESTOS.**

Mr. Boas, one of the proprietors of the asbestos mines at Danville, P.Q., says they will be able to manufacture a writing paper from low grade asbestos as cheap as linen paper. With an indestructible ink it will give a manuscript that will stand fire and last for all time.

#### **STRAWBOARD IN THE STATES.**

American advices say that while there are no new developments, every indication points to the Standard Strawboard Co. maintaining prices for some time to come.

President Swinarton has removed his residence from Chicago to New York, and brought with him two of his most trusted lieutenants, and the sales and order departments of the American Strawboard Co. Mr. Swinarton is positive in his declaration, says American Paper Trade, that there will be no further advance in prices. The interests of consumers (the boxmakers) have been kept constantly in view, and as they make their contracts for supplying storekeepers and others for a year ahead, an increase in price of material from time to time would be disastrous to their business.

#### **FIRE IN A PAPER WAREHOUSE.**

The wholesale stationery warehouse of Warwick Bros. & Rutter, Front street, Toronto, was deliberately set on fire on Saturday night, September 14, by persons unknown, who broke a window to enter. The fire had been started in the elevator shaft and was soon put out. Damage slight. The firemen pronounced the elevator shaft the best fire-fighter they ever saw. It is brick, with no wood-work inside, and the door at each flat was closed and locked, preventing access.

#### **THE LATEST NEWS.**

Mr. Buntin, of Buntin, Reid & Co., Toronto, reports business in good condition just now. The demand is larger and collections are very fair.

The Royal Paper Mills Co. have begun work on their new \$10,000 saw mill at East Angus.

The Cookshire Mill Co. are putting up a small cutting mill at Sawyerville, Que., to replace the one destroyed by fire.

An increased demand for wood pulp in England is looked for as a result of the short supplies of straw for the English mills.

An English paper gives the value of the wood pulp imports from Canada into Great Britain last year at \$414,205. The Canadian figures for the fiscal year ending June, 1894, were \$178,255.

# “Expectans Expectari—”

But the printer of to-day can't afford to wait. To succeed he must be on the move. He must be the early bird to get ahead of his less progressive brethren.

In fine typography, good **PAPER** is as important a factor as good ink, type, press and execution.

We make fine paper. We have the best skill, knowledge and experience in our employ; we have to do this to successfully turn out 250 tons of paper per week.

With this combination we make fine papers as faultless in every respect as can be made, and of every variety used by printers.

Small orders receive as much attention as large ones.

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The **E. B. EDDY CO.** Ltd. **Hull, Can.**

**318 ST. JAMES ST. - MONTREAL**  
**29 FRONT ST. WEST - TORONTO**

**AGENTS:** F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co, Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld., Sydney and Melbourne, Australia.

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LARGEST & MOST COMPLETE ESTABLISHMENT IN CANADA

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We make cover designs that are up-to-date, in one, two or three colors. Plates that will print on any press.

**Crisp Dig. & Pub. Co. 21-30 Lombard St. Toronto.**

# The Times Printing Co.



HAMILTON, July 27, 1895.

THE CANADIAN TYPOGRAPH CO., WINDSOR, ONT. :

Gentlemen,—Upon examining the statement of composition for last year we find it so satisfactory that we feel drawn to express ourselves so that others may know the benefit to be derived from the use of your machines. We give you below a comparative statement of cost of composition for The Daily and Weekly Times for the fiscal years of 1894 and 1895. This statement is absolutely correct. We are willing to swear to it and can produce the evidence, and I think the results of our operations for the year ought to be satisfactory to you ; they certainly are very much so to us. The difference in our pay roll for 1894, when we used hand type, and 1895, when we used machines, including the instruction of our operators, which very much handicapped us during the first three months, shows a gain of \$5,174.65 in favor of the machines, although precisely the same sized papers were published during both years. To arrive at the net profits we give the following :—

On the purchase basis—	
Interest at 6 per cent. on price of machines, \$9,000.....	\$540 00
Gas .....	210 00
Electric Motor, installation, repairs, etc.....	325 75
	<hr/>
	1,069 65
Cash difference in pay roll.....	5,174 65
	<hr/>
	6,244 30
Net profit for the year.....	\$4,105 00
Or on the rental basis the profit would amount to .....	7,845 00

We think that nothing further is needed to prove conclusively to newspaper publishers that they cannot afford to be without the Rogers Typograph.

Wishing you success, yours very truly,

(Signed) REGINALD KENNEDY, President The Times Printing Co.

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Correspondence Solicited  
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Is the most modern in Canada.  
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Leather editions are unexcelled.

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By subscribers who are lamed by canvassers and agents and induced to place their announcements in shady trade mediums.

## Ours is Known all Over the Globe

We have been thirty-four years in existence, and are the oldest English trade paper in this line.

We have a large advertising connection, and those who once try our columns stick fast to us.

If you want to cultivate a sound British and Colonial trade don't hesitate to give us your advertisement. We are the right sort. THE STATIONER, PRINTER AND FANCY TRADES REGISTER is read by everybody who is anybody in the English kindred trades; it has the largest circulation and is the finest medium for effective and judicious advertising for stationers, printers, bookbinders, publishers and manufacturers of fancy goods.

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MAKERS OF

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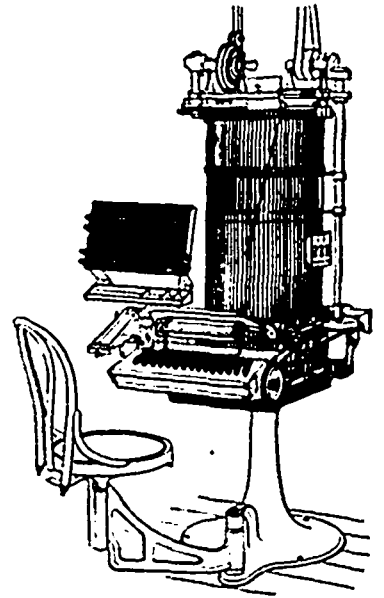
There are more of Kay Machines running today in the following cities than any other make, viz.: Toronto, Hamilton, St. Catharines, Guelph, London. Please let us know your requirements. Write for latest prices and testimonials.

The

# Thorne

TYPE-SETTING IN

WWINNIPEG



## THE "NOR-WESTER"

WINNIPEG, August 10, 1895.

MR. J. J. PALMER, Agent for Thorne Type-Setting Machine,  
Mail Building, Toronto :

Dear Sir,—I send you under separate cover the "strings" of Pingle and Bird (my local team on one minion machine) shewing that they set 43,000 ems yesterday in eight hours. They ask me to certify to this, which I do with pleasure. I have been setting the last few days about 75,000 ems per day on the two minion machines : I am therefore saving quite a little in composition.

Yours truly,

(Sgd.) T. A. BELL.

*For Price and Terms of Thorne Type-Setting Machines*  
..... Write to

## *John J. Palmer*

MAIL BUILDING



TORONTO