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THE CANADIAN PRINTER & PUBLISHER



VOL. VI.—No. 4.

TORONTO, APRIL, 1897.

\$2.00 PER YEAR.

The Best Printing

Can be done only with the best Type, Presses and Inks, accompanied by proper facilities.

The Best Workmen

Fail to do good work when the facilities at their disposal are inferior, or their materials are of poor quality.

The Best Type

In quality as in finish and artistic excellence is made by the American Type Founders' Company—the leaders in type fashions.

The Best Presses

According to their several classes, are made by Cottrell, Miehle and Westman & Baker.

The Best Inks

Are those of Ault & Wiborg, made in all grades and shades, suitable for every class of printing, and at prices to suit the required grade.

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Are at the command of those printers who deal with Toronto Type Foundry, the leading Printers' Supply House of Canada.



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Made out of these well known Papers
carried in stock.

Special Patterns Ruled to Order.

PRINTERS' SUPPLIES A Specialty . . .

Correspondence Solicited.

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Manufacturing and
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TORONTO.

Printer AND Publisher.

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A JOURNAL FOR PRINTERS AND PUBLISHERS

PUBLISHED MONTHLY BY

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Single copies 20 cents.

J. B. MACLEAN,
President

HUGH C. MACLEAN,
Sec.-Treas.

THE WEEKLY PRESS.

THERE is always a good deal of early history about the average town which can be worked up with advantage. The St. Andrew's, N.B., Beacon, has an interesting two columns made up of documents relating to the port away back in the Twenties. More is promised. It is early history of a highly readable kind and must be attractive in the district.

The country editor who is ambitious to go on the city press will do well to remember that permanent results seldom follow a city man's career. He ends, as he begins, a salaried member of the staff, and when, after years of effort, his energies flag he can look for little better than to be pushed aside by younger competitors. The building up of a good paying country weekly usually carries with it a life's competency. On the city press it is different. As men grow older there is small chance of their keeping their place with the inrush of younger men that takes place yearly. A limited experience on the city press may seem to offer opportunities for the weekly man to enlarge his knowledge and outlook. In some cases this may be true. But, as a matter of fact, the weekly press of Canada is conducted with just as much brains, energy and journalistic skill as the dailies and one cannot see that the average man gains anything by migrating. Let him build up in one locality, cast in his lot with its people and interests, embody new ideas as they present themselves, and he will have no reason to be dissatisfied with the results.

A good deal of interest has evidently been aroused by the paragraph in the last issue regarding illustrations. Several enquiries on the subject have come to hand. After some investigation among those who have worked up the matter a little, it appears that while the possession of a camera is at least as use-

ful to the editor as a bicycle, and he may without great trouble learn to develop his own photographs, the later processes can, for the present, be done more effectively and cheaply by a city engraving office. A special arrangement can be made as to cost per inch, and single column illustrations would not come expensive. Local illustration should be made a feature of the weekly. There is no use in going outside of local scenes, events and persons, for then you come into direct competition with the dailies and their larger equipment and means. But the new mayor or reeve, the local candidate or anyone else who is publicly talked about at the time is certainly a good subject for illustration. The last word is not said on this matter in these columns, as the question is too important to be dropped.

Every weekly publisher who has related his experiences to PRINTER AND PUBLISHER declares that a good personal column is the most attractive news feature of his paper. Why not have the assistance of a lady who knows what is going on in the town and can write with authority of the movements of well-known people? The city press are beginning to see the advantage of this, and in at least two cases women are employed with great advantage. These are not the so-called "society" columns, but regular items printed with the rest of the news. If circumstances do not justify the weekly in paying a salary for such work it may be paid for in other ways. Develop the notices of books and magazines so as to have a supply of these for lady contributors.

Reference is made in another column to the acerbity of tone manifested by the newspapers on both sides in the Nova Scotia election campaign. A specimen of this, by no means the worst, is taken from one of the best papers in the province:

—'S RECORD:

As a teacher—N.G.
As a lawyer—We refrain.
As a journalist—A dismal failure.
As a politician—The hand-writing on the wall.
As a mouth artist—A "howling" success.

The bitter humor of this paragraph does not save it from partisanship of a low order, and the man does not suffer nearly as much as the paper.

Mr. W. J. Mitchell, for ten years editor and proprietor of The Durham Chronicle, who sold out his plant and franchise last January, is looking for another newspaper.

THE DAILY PRESS.



THE announcement that Mr. Walter C. Nichol, editor of The London News, is retiring from active newspaper work to go into gold mining in British Columbia was a surprise. As one of the brightest of younger journalists who had proved a success in two different onerous positions, it was supposed that he was a fixture on the daily press. But a good chance presented itself and he leaves for the West about the 24th inst. with Messrs. Marshall and Young, of Hamilton, to visit the gold fields with the alluring prospect of sharing in the harvest of fortunes that are in process of making out there. Mr. Nichol will be followed by the good wishes of a host of friends on the press.

As indicated elsewhere, The Ottawa Citizen Co. has bought the Ontario Printing and Book-Binding Co. of that city and will amalgamate it with their own business. This includes The Lounger, a monthly publication which will now pass out of existence. The Citizen has not done anything in these departments before, but with this purchase will branch out and put in an extensive job printing and book-binding plant. Mr. I. W. Shannon is a capable manager for an establishment like this.

Now that war has actually broken out in the East the daily may see its way to present each day a connected story of the stirring events now being recorded. For weeks past the telegraph operator has edited the war news. The paragraphs come over the wires dated London, Paris, Constantinople, Athens, and Lord-Knows-Where, and are shovelled into the paper with small caps, sub-heads, and a great flamer at the top. To re-write the whole day's despatches is doubtless hard work. But the results would be more satisfactory. Unless the man at the New York end supplies a summarized despatch, covering the main features of the day, it is seldom done in our own offices. With the morning papers it would not be impossible to re-cast the whole matter, give a better story, and probably save space in the operation.

The idea seems to exist that the Parliamentary debates are entitled to an exhaustive summary each day. The reports are, on the whole, lengthy. Only at a late hour in the night do the trained experts in the press gallery summon up courage enough to say, "Messrs. Blank, Muchofit, Longtongue and Scrapbook continued the debate." Their predecessors, having spoken early, get the cream of the space. As a rule, the Commons debates get more space than they deserve. The debaters should be taught to condense and the daily press alone can administer the required lesson.

An outsider comes to the conclusion that the Nova Scotian papers have taken the political situation far too seriously. The controversies have been many and bitter, and, at this distance from the prize ring, it looks as if the politicians got the papers to say the bitter, nasty, ill-tempered things which they don't like to say for themselves. Who gains by this? Certainly not the press, which sacrifices friendship, good humor and decency of con-

duct for a set of self-seekers who care not one whit for the good name and fame of journalism. Besides, these furious disputes do away with the finer wit and satire which constitute the chief charm of political writing.

The Montreal Star has been printing some well-drawn sketches of parliamentary orators, represented in the act of speaking from their places in the House of Commons. The likenesses are admirable, and considering the exigencies of the fast press nowadays, the work is highly creditable both to the paper and the artist.

The Toronto World has laid in a fine new mechanical outfit and its office is now one of the best equipped in Canada. Another linotype machine is on the way, making seven in all. The new Goss straight line three-decker press with Hoe attachment, will be ready to run in a few days. A special motor is being made for it, and the stereotyping plant is all new. When The World appears in its new dress, it will present a bright appearance that will justify the capital expenditure which Mr. W. F. Maclean has wisely determined to go in for.

Mr. John J. Foote, proprietor of The Morning Chronicle, died at Quebec, April 19, after a short illness. Mr. Foote was born in Tavistock, Devon, England, in 1832. He entered the wholesale tea trade in Dublin when a young man, and was afterwards in the same business in London, Ontario. He went to Quebec 35 years ago to join his brother Samuel in publishing The Chronicle, of which he became sole owner in 1878. The paper will be continued as usual under the management of Mr. Allison Jackson, business manager, until Mr. Trevor Foote, deceased's younger son, comes of age, in three years.

As this issue goes to press Mr. R. H. Kennedy, proprietor of The Hamilton Times, is seriously ill. It is understood that he is threatened with an attack of apoplexy, and his condition is such that it was deemed advisable to send for his wife and daughter, who have been visiting friends in New York. The physician in attendance reports that his patient is a little better to-day. The patient's ultimate recovery is believed to be very doubtful.

DR. JAKEWAY'S POEMS.

Canadian journalists will be glad to learn that Dr. Charles E. Jakeway, of Stayner, Ont., author of the famous ballad "Laura Secord," "Death of Tecumseh," "Capture of Fort Detroit," "Death of Brock," and many other fine productions, is publishing a volume of his verse. He writes in a lofty strain and most of his poems are patriotic and highly spirit-stirring. They have been published, quoted, recited and sung widely for many years, and have been highly spoken of by the press and by scholars and critics in this country and in England. The book takes its title from the principal work "The Lion and the Lilies; a tale of the Conquest," in six cantos, which will be the most ambitious Canadian poem yet presented to the public. The year of Her Majesty's Diamond Jubilee is an appropriate time for the appearance of this interesting volume. William Briggs, 29-33 Richmond street west, Toronto, the publisher, announces it will be ready this month.



Duplicates of this Cut for four printings

\$6.00



We will ship on receipt of above amount.

THE PRINTER AND PUBLISHER,

TORONTO.

IMPORTANT CHANGE AT HALIFAX.



THE important man in newspaper circles in Nova Scotia to-day is William Dennis, of The Halifax Herald. Nearly a quarter of a century ago Mr. Dennis, then a boy of about fifteen, obtained employment on the newly-founded Morning Herald. Energy and a spirit of hustle marked his work in those early days, and these qualities have been characteristic of him ever since. Soon after his connection with the paper, he traveled over the province in the interest of its business. It was not long before he found that news gathering was a more congenial field, and young Dennis became attached to the reportorial staff, or he became the staff, for in those days one man did all the work in the office outside of the editorial writing and the preparation of the shipping news, the latter always a feature of the morning newspapers in this ship-owning country. After establishing a reputation which was pronounced by the proprietor of a contemporary in Halifax to be that of the best news gatherer in Halifax, Mr. Dennis took the western fever and went west to Winnipeg, where his old activity and genius as a news gatherer were not diminished. But he did not like the west so well as to forget Halifax, and after some two years at the prairie capital he came back to Halifax at the solicitation of J. J. Stewart, editor of The Herald, and once more took sole charge of the news department. This position he continued to fill till a couple of weeks ago, when the wheel of fortune or of promotion took a decided turn, and to-day William Dennis fills an office which is equivalent to that of managing director.

The Herald, ever since its establishment, has felt the need of one man at the head of affairs who would control the whole. The practice has been that three or four men should practically be supreme, each in his own department. There was, therefore, something of a spirit of rivalry and a lack of unity of purpose which had a noticeable effect even to those outside the business. Yet The Herald was always a good newspaper, though not the money-maker it might otherwise have been.

A short time ago Mr. Dennis obtained an interest in The Herald, to what extent he refuses to say, except that his standing in the concern is perfectly satisfactory to himself. He has more than a mere interest, however. He controls every department. The man to whom every employe of the paper looks for direction is William Dennis, and the era of every man doing merely that which was good in his own eyes seems to have quite disappeared. Reorganization is now the watchword, and already that work has begun in the interest, Mr. Dennis believes, of both economy and efficiency. Some changes have already come in the personnel of the staff and doubtless more will follow. Sentiment is a thing of the past in The Herald and "pure business," the "survival of the fittest," is the only governing principle that now obtains. As managing director Mr. Dennis has abandoned the editorial room and has betaken himself to the floor below where formerly was the business manager's office. Yet, though this change has been made, the ex-news editor has not by any means given up a close supervision of what goes on in the editorial rooms of The Herald and The Mail (as the evening edition is called), and he keeps his eye on his old department almost as carefully as before, while taking the

control and direction of all the other departments, mechanical and financial. An era of thorough advertising and booming of the paper is one of the planks in Mr. Dennis' new platform.

The Herald will be equipped in two or three weeks with three linotype machines.

EASTERN TOWNSHIPS ADVERTISING RATES.

AN adjourned meeting of the Eastern Townships Press Association was held at the village of Granby on the 8th March, when there were present: A. L. Lance, Times, Richmond, president, in the chair, and E. S. Stevens, Examiner, Sherbrooke, sec.-treas.; C. H. Parmelee, Advertiser, Waterloo; E. R. Smith, News, St. Johns; W. E. Jones, Guardian, Richmond; L. A. Belanger, Progres, Sherbrooke; J. C. Holland, Journal, Stanstead; J. A. Chagnon and Chas. Thibault, Journal de Waterloo; G. C. Wilcocks, Leader, Granby; L. S. Corey, Mail, Granby; J. N. White, Examiner, Coaticook; J. H. Lefebvre, Advertiser, Waterloo, and E. L. S. Patterson, Leader, Granby.

Upon motion of Mr. Corey, seconded by Mr. White, the following, W. E. Jones, E. R. Smith, C. H. Parmelee and J. C. Holland, were named a committee to draft a schedule of advertising rates and submit their report to this meeting at 7.30 p.m. Carried.

The meeting was called to order at 7.30 when the committee presented the following report:

To the members of the E. T. Press Association:

Your committee, to whom you referred the question of a minimum rate for foreign or outside advertising, beg to report that they have agreed on the following rates per 1,000 circulation:

1 inch up to 3 inches	\$4 00 per inch
3 " " 6 "	3 50 "
6 " " 1 column	3 00 "

On each additional 500 circulation, 25 per cent. extra.

These rates are subject to the usual discount of 25 per cent. to advertising agents. The committee did not think it possible, or if possible advisable, to suggest any rate for local advertising.

With regard to reading notices, whether furnished by advertising agents or by the advertisers direct, they would suggest the following rates per inch gross: For 1,000 circulation, 12c. per inch; 1,500, 14c.; 2,000, 16c.; 2,500 circulation, 18c. per inch. These rates subject to usual commission.

The meeting then adjourned. A banquet was held in the evening presided over by J. Bruce Payne, one of Granby's leading men. After the inner man had been fully satisfied, speeches were the order of the day, and some very interesting remarks were made by several members of the association, also by Mr. J. B. MacLean, of Montreal, and Mr. Brierley, of The Herald, Montreal, and a number of Granby's business men. A very pleasant evening terminated a little after midnight.

The members of the E. T. Press Association are contemplating a trip to the Lower Provinces some time during the summer months. Nothing definite yet has been decided upon.

H. H. McDonald, editor of The Yarmouth Daily News, has gone to the Port of Spain, West Indies, Gazette. He is succeeded by Mr. McGuinley, of St. John.

NEWS OF THE MONTH IN BRIEF.

ONTARIO.

THE Ontario Printing and Book-Binding Co. of Ottawa has cast its lot in with *The Citizen*. This ought to be a good move for all parties. The printing and binding equipments are thoroughly modern and up-to-date, having just been supplied brand new by the *Toronto Type Foundry*. The job printing and binding departments are under the management of I. D. Bangs and A. E. Mortimer respectively. Mr. I. W. Shannon is general manager of the business.

J. S. Brierley, of *The Montreal Herald*, visited Toronto and St. Thomas at the Easter recess.

The Mitchell Advocate has entered upon its thirty-eighth volume under the control of its founders.

N. W. Ford, of *The Chatham Banner*, was one of the triumphant wheelmen at the Toronto gathering, and helped to capture the "meet" for Chatham.

D. W. P. Spry, formerly with *The St. Thomas Journal*, has joined *The Chatham Banner* as advertising manager. He is a capable and experienced addition to Mr. Ford's good staff.

The Murray Printing Co., Toronto, following the good example of *PRINTER AND PUBLISHER*, have added another four-roller Cottrell two-revolution press to their establishment, purchased through the *Toronto Type Foundry*.

Ontario letters patent have been granted *The Record Printing Co., Ltd.*, of Windsor, the members of the company being: Archibald McNee, publisher; John Alexander McKay, publisher; Isabella McNee, Margaret Rose McKay, all of Windsor; Samuel George McKay, of Woodstock, barrister, and Peter Campbell McIntyre, of Winnipeg, printer.

The Toronto Mail Club has elected the following officers for the ensuing year: President, T. W. Dyas; 1st vice-president, A. J. Phillips; 2nd vice-president, John Armstrong; 3rd vice-president, Mr. Woodhouse; secretary, J. A. Gairdner; treasurer, W. J. Darby; Rooms Committee, Messrs. Lovatt, J. A. Dyas, Cotterrell, Elmore, Mulligan, Uren and Anderson.

On the 9th inst. the bookbinders of Ottawa organized themselves as a part of the International Brotherhood of Bookbinders. Mr. Charles Goldsmith, organizer for the Brotherhood, addressed the meeting on the advantages of organization. Other speakers were: D. A. Carey, W. J. Wilson and G. W. Dower, of Toronto, John T. Woods, of Halifax, and Antoine Choquette, of Ottawa. The union has already sixty members.

PROVINCE OF QUEBEC.

La Minerve, the Conservative French morning paper, of Montreal, has been enlarged from a four-page sheet to an eight-page one.

W. E. Jones, editor of *The Richmond Guardian*, complained that Mayor Wilcox created a disturbance in the street, and used insulting language to him. Judge Mulvena fined the Mayor \$5 and costs.

The Montreal branch of the *Toronto Type Foundry* is filling a "long felt want" in that city. The printers of Eastern Canada have now a fully stocked warehouse to draw from, where they can buy the latest and best of everything without having to wait weeks or months while their orders are being imported.

Mr. Thomas Cote, of *La Patrie*, Montreal, did some work this last month to which he usually does not devote much of his time. He made a wager with Mr. Louis Beaubien, son of the Commissioner of Agriculture, that the Liberals would carry the

Champlain election. As a result Mr. Cote wheeled Mr. Beaubien in a barrow from *La Patrie* office to the St. Lawrence Hall. Mr. Beaubien, seated on the barrow, waved about a large blue flag. The affair created much amusement, as the streets were crowded at the time, and both gentlemen are well known in Montreal.

THE MARITIME PROVINCES.

Halifax and St. John offices are soon to put in machines.

Bear River, N.S., has a weekly paper called *The Telephone*.

The Arichat Record has amalgamated with *The Guysboro Gazette*.

Lockett & Stewart, Gagetown, N. B., dissolved; latter continues.

The Halifax dailies are now receiving the Associated Press despatches.

H. A. Cropley will start *The Capital* up again at Fredericton as an illustrated monthly.

The Spring Hill Tribune and *The Bras D'or Gazette* have entered upon their second year.

The Truro Guardian, a seven-column eight-page paper, is being offered for 50c. to the end of the year.

The Charlottetown Examiner and *Guardian* have discarded the blanket form, and now appear in eight pages. Both are wide-awake dailies.

Mrs. Robt. Hogg, one of the few lady newspaper workers in Nova Scotia, whose bright sketches over the nom de plume of "Philo," in *The Charlottetown Patriot*, have attracted much attention, has secured *The Journal of Commerce* \$50 prize for a story of a \$2 bill. The story is an exceedingly clever one.

The funeral of the late Richard S. McCormack, of *The Digby Courier*, took place from Bridgetown, Nova Scotia, March 18, and was very largely attended, the large concourse of people evincing the esteem in which he was held by all classes. The remains were taken to the family burying plot at Round Hill for interment.

MANITOBA, THE WEST AND BRITISH COLUMBIA.

Editor Toombs, of *The Stonewall Gazette*, having gone into business at Carman, J. C. Waldron will act as editor of that paper.

The Rossland, B.C., Record has made extensive additions to its establishment, all point system, and supplied by the *Toronto Type Foundry*.

The New Denver, B.C., Ledge, through its energetic proprietor, R. T. Lowery, has placed an order for a two-revolution press with the *Toronto Type Foundry*. Mr. Lowery is the man for that country, and thoroughly understands his business.

Mr. John J. Palmer is at present looking after the interests of the *Toronto Type Foundry* in British Columbia.

Mr. John H. Holtby, cartoonist of *The Winnipeg Nor'-Wester*, and formerly of *Regina*, was wedded at Winnipeg, April 7, to Miss Annie Walker.

The Province Newspaper Co. has taken action for libel against *The Vancouver World* for an article to the effect that *The Province* was about to employ Japanese in their printing office at Vancouver.

Mr. George Broadley, of Glenboro', has taken over the management of *The Gazette* of that town. Mr. J. R. Lumby, late editor of *The Gazette*, is to start a paper at Wabigoon.

Mr. Shaughnessy, manager of *The Portage la Prairie Review*, is taking part in a legal fight over a political dispute due to the course of the paper.

MR. WILLISON ON "CANADIAN JOURNALISM."

THE lecture on "Journalism in Canada," by Mr. J. S. Willison, editor of *The Globe*, formed one in the course delivered to the students of Victoria University by several prominent persons. Mr. Willison began with an interesting historical survey of the newspaper field in England and then in Canada, and having made some generous allusions to the prominent men who have figured in Canadian journalism, passed on to a brief outline of the conditions which reign in newspaperdom here to-day.

The foundations thus laid for his argument, Mr. Willison proceeded to handle the subject with force and fluency, exhibiting a clear insight into the principles that govern the management and enhance the influence of the press. In his view the editorial page would grow in dignity and importance, while the old doctrine of editorial infallibility would perish. A danger that newspaper despotism would lead to attempts at legislative control was pointed out. "The great fault of the Canadian press," Mr. Willison continued, "has been that it was political rather than national, and one of the most hopeful signs for Canada at this hour is that in the main it tends to become national rather than political." A strong defence, however, of political journalism was made, based upon the ability, acute intelligence, and superior information of the members of the press. The mere party organ was condemned, and the lecture concluded with a moderate but forcible vindication of the usefulness, honesty and courage of the Canadian press.

The limits of space in this journal prevent the publication of Mr. Willison's able lecture, and no summary does adequate justice to its logical force and cogent reasoning. It was incomparably the best exposition of journalistic policy that has been delivered in Canada during the sixteen years I have been associated with the press. I am unfitted to offer an unprejudiced view of *The Globe's* political opinions, because I dissent from them. But, from the newspaper standpoint alone, it is surely unquestionable that Mr. Willison has put into practice, as far as any vigorous journalist can do, the principles he enunciated in this lecture: moderation of statement, toleration of view, accuracy in giving news and a very considerable freedom from rabid partisanship. A recent incident has shown that *The Globe* does not shrink from a painful duty, that of stern denunciation of a man who will say under the shelter of Parliamentary privilege what dare not be said outside. Such a deplorable abuse of a privilege does not occur once in a decade. When it does, exceptional remedy is required. Because if we allow public men to assert—where the law cannot touch them—that we are corrupt and purchasable, all our passionate asseverations of innocence will be in vain. *The Globe* stands for the honor and influence of the press, at no time more effectively than in the hour of emergency, when a weak submission to the insulting taunts of a political friend might have placed an everlasting stigma on journals that have the courage of conviction.

A. H. U. COLQUHOUN.

DEATH OF MR. WATERS.

Mr. P. J. Waters, editor and proprietor of *The Ridgeway Standard*, died at his residence there April 19. The deceased gentleman had only been a resident of the town a comparatively short time, having gone there from Bothwell in the early part of 1896, having purchased *The Standard* from Mr. Wesley. He

was a stalwart Liberal in politics, and was prepared to defend the principles of his party both through the columns of his paper and on the stump. He took a very active interest in the June elections, and assisted the cause of the Liberals very materially. In religion he was a Roman Catholic.

CANADIAN PRESS ASSOCIATION.

THE secretary, Mr. J. A. Cooper, reports that up to the present month of 1897 he has issued twelve more certificates to members than were issued the whole of last year. It seems probable that the association will show a good increase in membership this year.

* *

A copy of the annual report has been mailed to each member. If anyone should have failed to receive his copy, the secretary, on notification, will send another. A new feature in the list of members is that the number of the certificate is placed opposite the name. There is, it seems, quite a competition as to who shall get certificate No. 1. The early bird this year is Mr. John Ross Robertson, M.P., who was the first to renew.

* *

There were no amendments to the libel law proposed at the recent short session of the Ontario Legislature. Mr. Pattullo has promised to take the matter up this year and amendments will be ready for the session of 1898. Unless the Legislature meets very early in the year, the association will have assembled in annual session and perhaps a large deputation can be arranged to wait upon the Government.

* *

Among the new members of the association are S. J. Cooley, *Trenton Press*; J. S. Robertson, editor, and Chas. Robertson, manager, of *Business*, Toronto; James Fisher, *Leamington News*; C. A. Lapp, *Brighton Ensign*.

* *

The president of the association, Mr. MacLean, is going to England next month. While there he ought to look into the incorporated organizations of journalists there and be able to tell us next year exactly what those bodies have done for the newspaper business and how they are conducted.

SALE OF TIMBER.

The Quebec Government advertises for Wednesday, April 28, at the Department of Lands, Forests and Fisheries, a sale of timber limits in the Upper and Lower Ottawa, the St. Francis, St. Maurice, Montmagny, Grandville, Metapedia, Rimouski, Bonaventure, Gaspé, St. Charles, Lake St. John, and Saguenay districts. Also the water power at the rapids and falls called Des Chats, upset price, \$35,000, and the water power at the Grand Calumet Falls, upset price, \$6,900.

EXCHANGE YOUR OLD CUTTER FOR A NEW ONE.

The fin-de-siecle rule and lead cutter is the improved Little Giant. Besides the standard gauge on the bed for cutting to twelve-point ems, this cutter has a gauge extending in front of the knife, also graduated to ems. The strip of lead or rule is fed up to this gauge and the pieces as cut fall out of the way. No well-regulated office will be without one of these cutters. Beware of worthless imitations. (Advt.)

SHOULD FARMERS ADVERTISE?

THIS is an interesting question. It was discussed lately by an Ohio farmer, Mr. J. M. Fluke, at a meeting of the Polk, Ohio, Farmers' Institute. He gave instances where the farmer finds that an ad. in the local paper is the best means of selling his products. A "cow for sale" attracts more buyers in this way. The sale of pure maple sugar and syrup are also put in the same category. Mr. Fluke then goes on to develop his argument in this way:

"Then there are the dairy products. This country has never had too much good butter and cheese. Try and get hold of some of those people who are paying 20 cents for the same identical thing we are selling for 10 cents.

"Have you thoroughbred cattle, sheep or hogs? Have you extra chickens, ducks, turkeys or geese? Let people know that you have them. Has your boy got pet rabbits, pigeons or ferrets? Let him do a little advertising on his own account.

"Have you extra nice wheat, corn, rye, barley, buckwheat or flax that is suitable for seed? Does anyone know about it? Did you ever tell your wife even?

"Have you nice clean oats that you can guarantee free from smut? Fifty thousand farmers are hunting for it. Have you any of the grass seeds that you can guarantee free from weed seed. Don't be afraid you will break that market. There will always be a demand.

"Now, the next important question is the medium. This must be determined by the person interested, and only general directions will apply. You know the class of people who ought to buy what you have. Place your advertisement in the paper that reaches the largest number of that class. But above all, don't forget your local papers. You could not advertise anything amiss in them. They are read by all trades and professions, and those who do not read them wouldn't buy gold dollars for 53 cents. Use your county papers when you have a sale. Not two or three lines that you can't find yourself without your spectacles, but a good, big chunk out of a corner of a page where everybody can see it. Don't sponge your advertising. That disgusts the newspaper man and makes your competitors mad.

"In conclusion, I want to ask how many of you farmers have printed letter-heads. They cost but little, and they add considerable to the tone and appearance of your letter. You know the most of us are not very expert penmen. Our fingers are jammed up by hard, heavy work, making smooth penmanship an impossibility. But I thank the Lord that it is readable if it isn't smooth. I have never yet received a letter from a farmer that I couldn't make something out of, and that's more than I can say for some professional men.

"When I get a letter from a farmer written under a neatly-printed head, I make up my mind that I am dealing with a man possessing some enterprise, and I naturally respect him more than I do the chap who writes on the fly leaf of some old book, or on a part of an old almanac that has been used as a fly roost for a couple of years. I always feel like answering that kind of a letter on a postal card. I'll never get anything out of it any way, and its cheaper than a 2-cent stamp.

"Don't be ashamed of your business. Let people know that you are a farmer and that you are proud of it. Advertise your

business as other business men do, and compel others to respect you because of your enterprise."

There is sense in much of this argument. While addressed to farmers, it provides the publisher with some hints which he may use to advantage. The suggestion regarding printed letter heads is good.

HOW TO WRITE ADS.

When I start to write an advertisement, I take into consideration the time of year, the seasonableness of the weather, and then collect from the various heads of departments the list of goods which will appeal strongest to the general public under these conditions. I prefer that each department manager write his own matter, for he will know more about his own goods, and know the points the people will want to know about. After collecting these stories, it is a case of polishing and smoothing and taking pains to dress up attractively for the public's perusal. In the matter of introduction, a few short, terse sentences, with a word or phrase to catch the eye and to lead the reader to look over the advertisement more carefully, with perhaps a reason or two for the prices we ask and the values we offer. If the goods are new, we mention the fact; and if they are old, the reason why they are being sold at a sacrifice, as they will be. At the bottom of all advertisements, and underlying all our advertising, we speak the truth, for a business firm, like an individual, has a character, and this character can be built up only by careful attention being paid to consumers getting exactly what we promise them as to value and quality in our advertisements. — *Minneapolis Journal*

COUNTRY PRINTER'S BONANZA.

It would seem that the Ideal hand cylinder has solved the problem of printing the country newspaper. It has made the much-abused hand press a "back number," and turned press day into a day of pleasure instead of a day of toil and perplexity. The Ideal runs so easily that a boy or girl can operate it without fatigue; and as for speed, the following letter tells what it will do in that line:

THE CHALLENGE MACHINERY CO., CHICAGO:

Gentlemen,—In our last week's run we made the good time of 540 papers an hour for straight running on an Ideal Hand Cylinder Press, and the entire run from beginning to end of our list of over a thousand copies was made at a rate of 500 per hour, including all stops. If there is any better time than this let us know of it. Yours very truly,

RILEY THOMSON, Wauzeka Wis.

If interested, send a postal card to The Challenge Machinery Co., Chicago, and they will mail you new descriptive circular.

REDUCED PRICE FOR A HIGH GRADE.

Buntin, Gillies & Co., Hamilton, have made a reduction of 10 per cent. in the price of their Japan Linen Bond. This paper is high grade in every respect and suitable for the best class of work. Printers would do well to have samples of this paper to show to customers who like a good thing. Good papers are only a little more expensive than cheap ones and it costs no more to print on them than on the poorest sheet. The finished job looks, and is, so much better that it seems a wonder that so much cheap paper should be used.

THE EASTERN TOWNSHIPS PRESS ASSOCIATION.

THE readers of PRINTER AND PUBLISHER will be glad to know something of the president and secretary of this active and flourishing association, which recently held a successful meeting at Granby.

The president, Abram L. Lance, is editor and publisher of The Richmond Times, Donville Times and Windsor Times, with head office at Richmond, Que. He was born in Chateaugay, N.Y., in 1857, and is of British descent. He was educated at the High School of Plattsburgh, N.Y., and is a practical printer in all branches of the trade. In 1878 he came to Canada and founded The Bedford (Que.) Times, which he edited until 1885, when he published the Missisquoi Record at Stanbridge East, Que. In 1886 he purchased The Richmond Times, since which time the circulation and influence of the paper and its large job printing trade has rapidly and steadily increased. The strong feature of the three editions of The Times is local news—all the local news all the time. In politics Mr. Lance is an advanced Liberal, and it is needless to say that his party's interests are well looked after in the columns of The Times, an 8-page, 6-column quarto. He was married in 1878 to Miss May L. Smith, of Swanton, Vt. His family consists of eight children. Mr. Lance attended the meeting of the Canadian Press Association in Toronto last February, took part in the proceedings and spoke at the banquet in the National Club and made a good impression upon his western brethren as a shrewd, capable and successful man.

E. S. Stevens, the secretary-treasurer, was born at the city of Sherbrooke, in 1856; is the eldest son of the late Major S. A. Stevens. He commenced the printing trade in the office of The Sherbrooke Gazette in 1870, where he served five years, finishing his apprenticeship August, 1875. Afterwards he engaged with Mr. W. A. Morehouse in his job office. In 1878 The Sherbrooke Examiner was started, and in 1883 Mr. Stevens purchased an interest in the business, with the firm name of W. A. Morehouse & Co. In 1889, when the Eastern Townships Press Association was formed, Mr. Stevens was elected secretary-treasurer, and has been re-elected each year, still holding the position. Mr. Stevens is quite an ardent Mason, having

passed through the chairs in his subordinate lodge; is also H.P. in the chapter, and holds the position this year of G.S.W. in the Grand Lodge of Quebec.

THE WEEKLY AND LOCAL ADVERTISING.

L. D. Coffrain, Advertising Manager for Adam & Co., Buffalo, before the N.Y. Press Association

Five minutes is my allotment. As a shorthand reporter I learned that 200 words a minute was about the limit of articulation, so I am going to talk to the members of this association who publish country papers—and talk fast.

If you have in your town a live merchant who keeps a general store go straight to him and say: "This hundred dollars

a year business to help the thing along is played out. Wannamaker, Macy, Jordan, Marsh & Co., Marshall Field, Frear, of Troy; Whitney, of Albany; Hugh Glenn & Co., of Utica; D. McCarthy & Co. and Dey Bros., of Syracuse; Sibley, Lindsay & Curr, of Rochester, and J. N. Adam & Co., of Buffalo, spend regularly and systematically from one to two per cent. of the gross receipts in telling the people what they have to sell. Have you the 'sand' and sense to do the same?"

And if he says "Yes!" then stick to him as you would to a brother. He is your natural partner—your best business friend. Study his store and his possibilities. Write his ads. for him if need be. Borrow cuts from other papers to brighten up his announcements. Make his advertising pay and take your two per cent. as a right and not as a



Abram L. Lance, President of the Eastern Townships Press Association.

charity or contribution. Go to town if you will for furniture announcements, hotel cards, dentists' ads., photographers' cards, and patent medicine business. But don't solicit or accept a single line that will compete with your country merchant's trade in the slightest degree. Give him all there is in it, and thank your lucky stars that there is one such up-to-date business man in your village.

But if your general storekeeper, like most of them, has a notion that he has a divine right to all the trade in town—that half the village people and two-thirds of the farmers' families are ingrates and unregenerates because they get trusted at his store for tea and sugar and tobacco, and hurry off to the city

whenever they have any cash on hand—if he meets you with the stereotyped excuse that everybody knows what he has and all he sells already, and advertising will not add a penny to his receipts; if he remarks that advertising bills to a country merchant are like the school tax to a childless family, tell him to put his "hundred dollars a year" in his safe and you'll try to worry along without him. Accept no compromise. It's a desperate case and you must adopt drastic measures and apply heroic treatment.

Having burned your bridges behind you, go to the city for advertising. Select the liveliest and liveliest department house and go straight to the advertising man with your story. Say to him:

"There's an old hayseed up in our town who is making a bluff at storekeeping, and is so far behind the times that he don't believe in advertising. My paper reaches a thousand families, many of whom see no other newspaper, and I stand ready to deliver to you the greater part of their cash trade. They all wear clothes and like stylish ones, and they all live in houses and have to buy furniture, carpets, bedding and table furnishings, and if you tell them a little in advance, when and how they can save their railroad fare by coming to the city, they'll just flock to your store. And they'll come to you, anyhow, when they have egg and butter money to spend if they keep reading about you every week."

And the advertising man who is anxious to get to work on a double half-column for some city paper with 30,000 circulation will tell you that his time is completely taken up with work already, that he wouldn't—couldn't prepare weekly ads. for your paper if you would give them the space free. And he is honest with you. The well-paid advertising expert really cannot afford to write ads. that will only reach a few people. Neither can the merchant, the furniture man, or the carpet dealer. Their time is too valuable and their work must cover more ground than your entire constituency. Even a proposition to "take it out in trade" is no inducement.

What, then, are you to do? Are you beaten all around? Are you routed by stupidity at home and indifference abroad? Is there an inevitable condition against you that cannot be bridged over?

Not by any manner of means. You have at your command

something that has a money-value, and you must find a method of delivering your goods.

If you publish a country weekly within the trade district of any one of the large cities of the Empire State, you can easily hustle about and get together, into some sort of a combination, forty or fifty other papers who want city advertising but can't get it for the same reason that you failed. Devise some system by which advertising matter can be sent simultaneously to all the papers in the combination in the form of stereotype plates and you are ready for business.

Then send the representative of your combined papers to the advertising manager of the same department house where

you ran against the blank wall, which, alone and unaided, you could neither scale nor penetrate, and let him say:

"By dealing with us you can take care of your entire country advertising as a unit—you can deal with fifty country papers as with a single publication. We can reach for you, not 1,000, but more than 40,000 families in the country district from which your country trade naturally comes. These people must come to the city for many things in the line of dress and house furnishings, and they would much rather make most of their other purchases from large assortments of new, fresh goods, such as you carry, than to trade at home and take things that have lost all the charm of novelty because everyone has seen them. These 40,000 families when in town mean business. They seek no samples, waste no time, think before they buy, pay cash, seldom ask to exchange anything once



E. S. Stevens, Secretary-Treasurer of the Eastern Townships Press Association.

bought, and deliver their own goods. Under our system you prepare copy as for one paper, furnish one cut or border, pay one monthly bill with a single cheque, and waste no time in dealing with half a hundred of us one by one. We do all the rest."

And the advertising man, if he is what every advertising expert should be—a man of keen perceptions, always on the alert for new ideas, with an insatiate hunger and thirst for more business, and not afraid to work so long as labor is productive, will comprehend at once that taken together as a "Consolidated Country Press" the constituency of forty or fifty country weeklies is of vastly greater importance to a live city business house than all the readers of any one city paper published be-

tween New York and Chicago. And when he gets this idea firmly fixed in his mind he will neither sleep nights nor enjoy his meals until he has closed a contract for service of such essential importance to his house.

A BOOK FOR CLIPPINGS.

FOR years I have had one eye open day and night in search of a scrap book for clippings. A diligent systematic editor like Mr. R. W. Shannon, of The Ottawa Citizen, has political records and other material carefully pasted in books duly indexed. That undoubtedly is the model system, and if you follow it up thoroughly the exact kind of book used is not a material point. You may select according to taste.

But many of us are not methodical; one or two, like me, are lazy, and clippings accumulate on our hands like unread exchanges. When clippings are left to grow into a pile without being classified they become so much waste paper and are seldom of any practical use; in fact, when you want to employ them you are too busy to go over the shapeless mass.

In such circumstances a book that gives the maximum of result for the minimum of toil is what is required, and I think it is found. The other day, at Warwick Bros. & Rutter's, Toronto, I came upon a strongly bound book, not large in size, with gilt letters on the back, "Clippings." The leaves in front are indexed, and the pages are numbered. Each page is an envelope made of thin but strong manilla paper. The flaps of the envelope are long and of stout linen. They will allow the envelopes to get fat with clippings and still hold on. The book is bound to permit of considerable inward expansion and you are free of the trouble of pasting. You classify by simply slipping the clippings into the envelopes and the leaves in front with their lettered index supply you with the number of the page-envelope. It is the best book of the kind I have ever seen, and I pass on the suggestion to the brethren, feeling sure that some of them, at least, will be grateful. An enquiry may be addressed to Mr. Ernest J. Hathaway, of Warwick Bros. & Rutter's, and the book costs two dollars. C.

SECOND-HAND PRESS WANTED.

A subscriber to PRINTER AND PUBLISHER wants a second-hand press, suitable for newspaper and catalogue work in a country town. Have you one you want to sell? Drop PRINTER AND PUBLISHER a line, giving particulars as to size and price.

CENTURY PAPER.

Owing to a strong demand for the Century Linen paper in azure color, Buntin, Gillies & Co., Hamilton, now carry in stock Century Wove, azure, in 16-lb. folio. A sample of this paper will be sent on application.

NEW STYLES THAT TAKE.

Bradley, Satanick, Livermore & Jerson faces of type are having a very large sale. These are made by American Type Founders' Co., and are promptly supplied by the Toronto Type Foundry.

A RECORD.

Congratulations are being extended on all sides to Mr. W. R. Davis, his paper, The Mitchell Advocate, having completed its 37th year under the control of one of its founders. Mr.

Davis is entitled to much credit for the sustained effort and attachment to his town and journal which have devoted so many years of a life to one enterprise. As an instance of continuity in control The Advocate is probably unique in Canadian journalism. It is a good newspaper and Mr. Davis has the cordial wishes of his confreres.

IMPROVEMENTS AT WINDSOR MILLS.

The Canada Paper Co. are putting in a 110-inch Fourdrier machine at their new pulp works at Windsor Mills to run 500 feet a minute. It is a Pusey & Jones (Phila.) make. They have also decided to put up a sulphite plant and are now laying the foundations.

E. W. Chandler, formerly of The Moncton Transcript, has started The Restigouche Telephone at Campbellton, N.S.

SITUATION WANTED.

POSITION WANTED—A COMPETENT REPORTER WOULD LIKE POSITION on good live paper, town or country. Not afraid of work, five years at case and five years reporting; shorthand. Correspondence invited. Address "Scott," care MacLean Publishing Co. Ltd., Montreal.

FOR SALE.

THE COLOR PRINTER, BY J. F. EARHART: A COPY OF THIS STANDARD work, just as good as when purchased, and not in the least soiled; cost \$12.50. Address "The Referrer," Galt, Ont. (3)

FOLDER FOR SALE

A Newspaper Folder, in good condition. Suitable for Weekly with large circulation or Daily with moderate circulation. Only \$100 f.o.b. in Montreal.

HERALD PUBLISHING CO. Montreal

A CHANGE.

SOME two years ago the Canada Paper Co. brought out their "No. 1 Litho. Book" paper, which, being superior to anything previously offered to the trade, at once commanded a most surprising sale. The success with which this paper was meeting, however, led other makers to imitate it and to use the same name. As no other makers have yet succeeded in this country in making as good a paper, the reputation and sale of No. 1 Litho. have both suffered.

The Canada Paper Co. have therefore decided to change the name of their paper to

"PHOTO. BOOK"

(Registered)

and printers will now be safe to specify this paper.

The paper in this journal is our Photo. Book (formerly known as No. 1 Litho.), and you are invited to examine the quality.

PROMPT SHIPMENT AND CAREFUL ATTENTION TO LETTER ORDERS.

CANADA PAPER CO.

Toronto and Montreal.

A Pressing Question

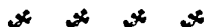
What Press will you buy? . . .



There are a lot of makers and each says his presses are the best for you. They cannot all be Best. Which one is? There are two, at any rate, which all unite in saying are the leading Presses of the day. The

COTTRELL
 AND THE . . .
MIEHLE...

These are the best, no doubt about it. You cannot make a mistake in buying either. All you have to do is to state your needs and we will recommend the proper machine for you.



Toronto Type Foundry

THE LARGEST DEALERS IN TYPE AND PRINTERS' MACHINERY IN CANADA.

See List of Second-Hand Machines on Back Cover.



"Seybold" Paper Cutters

The foremost Power Paper Cutter on the Market.

See this list of Canadian Users

Write us for particulars

The J. L. MORRISON CO.,

28 Front Street West Toronto

Methodist Pub. House, Toronto
 Elliott Paper Box Co., "
 Canada Paper Co., "
 Murray Printing Co., "
 Canada Publishing Co., "
 Modern Office Systems Co., "
 Rolph, Smith & Co., "
 Rolland Paper Co., "
 St. Jerome and Montreal

THE LOT OF THE NEWSPAPER MAN.

Mr. W. C. Nichol's Farewell to the Readers of The London News.

WHEN I came here from Hamilton last spring it was with no idea that in less than a year the accident of circumstances should lead to my making other plans involving my immediate departure from the city, but so true it is that we never know what a day may bring forth that it is folly to feel surprised at any turn of events. I had thought to be here some years at least, but quite recently it has become possible for me to follow up at once plans which for a long while past have been in contemplation as among the possibilities of the unknown future.

For some time—long before I came to London—I have been desirous of either getting out of journalism or becoming the proprietor of a paper. The lot of the newspaper writer is not a pleasant one. The work he is called upon to do is hard and exacting, and the rewards, as a rule, are pitifully small. The profits a newspaper makes go into the pockets, not of its writers, but of its owners. It is true that they must bear losses when they are made, but it is also true that the success or failure of a newspaper depends upon the men who make it, irrespective of its financial backing. In this respect newspaper publishing, while a business enterprise, is a business enterprise of a peculiar character, depending far more, under ordinary circumstances, upon the personality or individuality of its writers for success than upon any other factor. This being the case, it has always seemed to me most unfair that newspaper editors should spend their lives in building up magnificent properties for others and get nothing out of it themselves but a decent living. Theirs is a sorry trade.

Apart from this is the fact that men who have got on in years are not wanted around newspaper offices. The demand is always for young blood. My journalistic experience has been of a somewhat extended character, and it has convinced me that when a newspaper writer gets to be about 50 years old his newspaper usefulness is gone. He is either cast aside like a sucked orange or given some employment in a subordinate capacity, that causes him daily humiliation. For the long years during which he has put heart and soul and purpose into his paper he gets no thanks. He is one of the has-beens of life. For all the great newspaper cares he can die in the gutter. If he happens to have been a faithful party slave on a faithful party paper he is sometimes rewarded with a job in a Customs house or post office. Not long ago one of the ablest men in Canada was crowded out of the editorial chair to luxuriate in a civil service office at the magnificent salary of \$1,200 a year! This was his reward for a lifetime spent in the service of the press.

I have never been able to understand how young men of capacity and courage, seized of the facts, if it is at all possible for them to make a break for liberty, are willing to go on day after day and year after year, knowing the hopelessness of it all

and realizing the impossibility of escaping the common fate. Writing to me on this subject a few days ago a journalistic friend in Toronto said: "Each one of us deludes himself with the belief that his lot will be different from the others, but look around you, and how many escape debt, poverty and a struggle that leaves them worn out at fifty?" Yes, how many do! This is not a flattering picture of journalism—I suppose I shall be told that it is a pessimistic one—but that it is true no one who does not deliberately shut his eyes to the facts can deny. The path of journalism is thick with the bleached bones of men of ability, who might have died well-to-do in their old age in almost any other calling, but who, as a result of the undeniable fascination of the editorial rooms, passed away in poverty and obscurity. At a time of life when they should have been enjoying a well-earned rest they had become mere hacks. On all this earth there is nothing that is to me more pathetic than the worn-out newspaper man or the worn-out preacher.

It is idle to say that when the newspaper elbows a man aside he can turn to other occupations. He will find that he cannot. The tendency of all pen work is to develop the idealistic side of men and lessen their capacity for dealing with the practical affairs of life in a practical way. The longer journalistic work is continued the more dependent does one become, not only upon it, but upon the paper. The paper is everything, the man nothing. It is not pleasant to face the facts, perhaps, but it is idiotic not to, and while I have youth on my side, and health and strength are still mine, I mean to utilize my energies, such as they are, in a field where there is at least a fighting chance to provide properly for the future. In journalism there is none, unless when one attains the dizzy distinction of owning a paper. It may be that the experiment that I am about to make will prove a failure, and that I shall have to return to journalism in order to provide my daily wants. In that event I have the comforting assurance from The News that my old position is always here for me, and in this connection I wish to thank the publishers of The News for the kindness and consideration they have always shown me. It is not with them I have my quarrel, but with the business of newspaper writing.

In leaving The News it is with the knowledge that we have already managed to get the paper on a paying basis in spite of the hard times, and the fact that the first two years of a journalistic enterprise are regarded as almost certain to be years of loss. Outside of The News, the only exception to this rule that I have known of in Canada is The Herald, of Hamilton. That paper paid and paid handsomely from the first day of issue. The News turned the corner last November—six months from the time its publication began. The Toronto Telegram, The Montreal Star, and dozens of other successful papers all lost money heavily in infancy, I understand that nearly \$150,000 was lost in The Toronto News before it became a financial success. A fortune was spent in establishing The Toronto World. I could extend

The Wise Printer

Buys only Point System Type. Every new type design appears **ONLY** on the Point System. All the old designs that are worthy of a place are also made on the "Point." There is no other system,

The Wise Printer

Shows his wisdom by buying only Point System Type, because one set of spaces, quads and furniture justifies every type, rule and border in his office, and every size of border, type or rule is in exact proportion to every other size.

The Wise Printer

Would be most unwise if he continued to have two sets of spaces, quads and furniture in his office when one set is sufficient to do his work at half the cost of two sets.

The Wise Printer

Knows that Time costs money, and that Labor-Saving Materials are the cheapest always. The Point System is a Time-Saver, and Time costs more than material. Point System is Labor-Saving.

The Wise Printer

Buys his materials, machinery and type where he is sure to get the best, the original, the accurate, made by the largest and greatest type-founding concern in the world—The American Type Founders' Company.

The Wise Printer

Having carefully considered the new, and decided to abandon the old, will order his supplies of type, machinery and materials from Toronto Type Foundry, where nothing but the latest and best is offered for sale, where none but Point System Type can be had at any price, where old body type is mere junk and is melted up.

the list indefinitely, but these examples will suffice. The News has so far proved an honorable exception, and I see no reason that it should not be built up into a very valuable newspaper property.

I leave London gladly enough for some reasons, but for others with very deep regret. I have made many friends here from whom I find it hard to part. It has never been an easy matter for me to break off close ties and friendships, but I can only hope that those who have honored me with their friendly confidence while here will sometimes think of me in the kindly fashion that I shall always think of them. To be a pleasant memory is a fate that kings might envy.

WALTER C. NICHOL.

GOOD BYE.

At a meeting of the Board of Directors of The News held recently the following resolution was passed:

"Whereas, the editor of The London News, Walter C. Nichol, desires to retire from the editorial management of the paper, the Board of Directors, while accepting his resignation, desire to express to him their sincere appreciation of his bright and brilliant work as editor of The News and to wish him the realization of his most golden dreams in the west, and to assure him that should he for any reason desire to return to the pen the latch string of The News will always be out."

A BRITISH VISITOR.

Mr. T. W. Smith, the senior member of the Caslon Type Foundry, of London, established as far back as 1713, (having guarded his interests by admitting his four sons into the management of this time honored concern, they assuming by special license the name of Caslon-Smith,) will pass the months of May and June in the United States, accompanied by his wife. It is his first visit. He has long been regarded as one of the dominating minds in the British type business, highly popular, esteemed for his progressive yet conservative methods. There are few spots in any part of the world, barring perhaps Canada, covered by the English flag, where the Caslon brand is not a familiar article among the craft, as it is also among the divers nationalities who parcel out the continent of Europe. Mr. Smith possesses the inventive faculty, his "Type Bar" patent was secured by the Mergenthaler Linotype Co. for a noble price. He and Mr. DeVinne, of the DeVinne Press, have long been old cronies, and as the latter is now on his return trip from up the Nile, they may cross the Atlantic together.

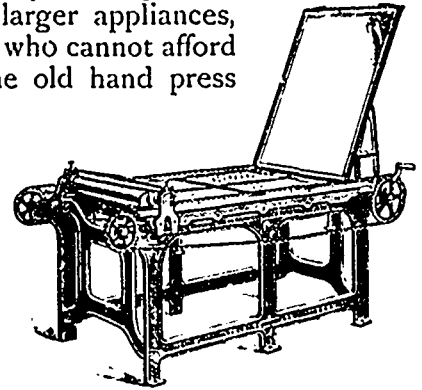
AN ADVANCE.

The signs of the times indicate an advance all along the various lines of business, and printers must feel its cheering influence as quickly as any. Are you ready for the good time coming? Look to your machines and see if they need renewing. How about the paper cutter? You can't turn out neat work profitably with a shoe knife or a poor paper cutter. If you need a cutter, small or large, lever or power, don't fail to see the Advance, a most popular machine; nearly 3,000 in use in all parts of the world. A new illustrated circular, describing special improvements and advantages, sent free on application to any dealer or The Challenge Machinery Co., Chicago.

Many Country Printers

Can't afford large cylinder presses and many of the larger appliances, but there are none who cannot afford to dispense with the old hand press and put in the

Ideal Hand Cylinder



It saves its cost many times in excellence of work and economy of time. No small newspaper office should be without this up-to-date machine. Write your dealer for illustrated circular.

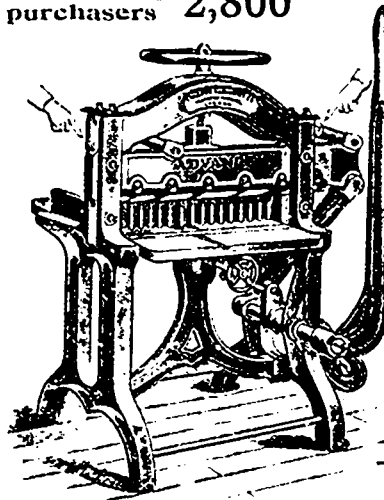
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- It has figured scale sunk in table.
- NEW STYLE LEVER gives more room for handling stock and greater leverage.
- Knife dips, making easy, shear cut.
- GIBS AND SET SCREWS to take up wear.
- Every machine fully guaranteed.

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The joint is as strong as any part of the belt

Directions for use with every package. Will keep until used.

Price, 75 cents per pound
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Send 10 cents in stamps for sample by mail.

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446 Pearl Street, - NEW YORK, U.S.A.

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The only AUTOMATIC Self-Clamping Cutter made. We combine Self and Hand Clamp. Also, Self and Foot Clamp

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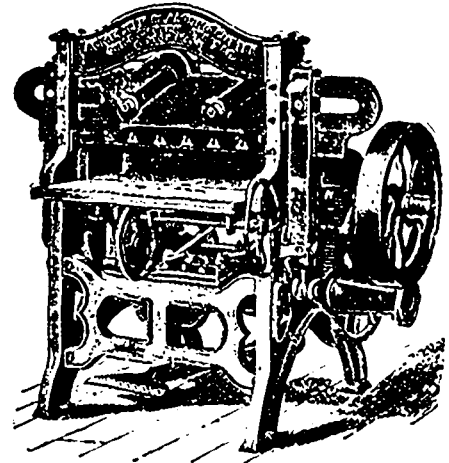
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HIGHEST AWARD at the World's Fair.
FORTY sizes and styles, 28 to 72 inches.

CHILD ACME CUTTER & PRESS CO.

64 Federal St. BOSTON, MASS.

TWO LIBEL SUITS.

THE principal libel suits against newspapers this month were Henry vs. Brantford Expositor and D'Ivry vs. Toronto World. In both cases the juries found against the newspapers for \$500 damages. Both cases are being appealed.

In the Brantford suit attention has been directed to the judge's charge, which was strongly against the paper, and must have had great weight with the jury. The Expositor accepted the verdict with admirable philosophy and good humor, and its comments are a model for a newspaper placed in a similar position. Mr. Preston has the sympathy of all his conferees, that is, all who are newspaper men first and politicians second. His paper, ever since he purchased it, has been conducted with great courtesy and fairness, and while a strong supporter of the Liberal party Mr. Preston is known to have the friendliest relations with Conservatives. How any jury could award such large damages on so slight a case is hard to understand.

The result of the suit of Countess D'Ivry against The World was also unexpected. The case was surrounded with difficulties, and the jury believed the lady's denial that she had been guilty of any improper conduct, and rejected the evidence of other witnesses. As the publication of a paragraph such as was complained of is open to question, there is, perhaps, less cause for surprise at the action of the jury.

TORONTO NEWSPAPER CLUB.

The third dinner of the members took place April 13, at the Grand Union, and proved as enjoyable as its predecessors. Mr. John Lewis, of The Globe, presided, and two of the ex-

journalists present were Mr. J. K. Stewart, formerly of Ottawa, and now Provincial License Inspector, and Mr. Thomas Southworth, formerly of Brockville, and now Clerk of Forestry. The "subject" for evening talk was reporters' experiences, and some amusing and instructive recollections were brought out. The organization will probably have one more dinner before adjourning for the summer season.

RESULTS OF A YEAR OF THE CASH SYSTEM.

A year of the cash system in the subscription department of The Belt comes to a close with this issue of the paper. We are thoroughly convinced that the plan of stopping every paper when the time paid for expires is most satisfactory to subscriber as well as publisher. It has been a close year for money and we have not printed quite so many Belts during 1896 on the cash system as we did on the credit system of 1895. Including extra copies for samples, our editions have averaged a little over 4,300 each issue the past year, as against 4,445 copies per issue in 1895. But the 4,300 odd, with every single subscription paid, is more satisfactory than the former year's subscription, and we shall enter the year 1897 with several hundred more subscribers than we had a year before. -Dunkirk, N.Y., Grape Belt.

FIRE INSURANCE RATES.

The committee, of which Mr. Preston, of Brantford, is convener, is still in negotiation with the fire underwriters regarding the high rates charged on printing offices. So far little progress has been made. The insurance men seem inclined to raise a great many objections and are not desirous of making concessions.

THE USE OF A MAILER.

MANSFIELD, O., March 24, 1897.

American Type Founders' Co., 27 William St., New York:

The Horton mailer which we purchased from your Cleveland branch, we are pleased to say, is quite a decided success. We find it is less liable to get out of repair, responds more promptly and enables the operator to do fully a third more work than with any other mailer we have ever used in this office. The Horton mailer is very much all right. Very truly yours,

THE NEWS PRINTING Co.,
W. S. Cappellar,
President and General Mgr.

[The Horton mailer should, on its merits, supplant all other mailers. It makes addressing a

pleasure. Every publisher, unless it is one who is too hard up to be economical, can afford to discard the mailer he uses, even if it cost more than the Horton, the price of which is \$20 net in the United States and \$25 net in Canada. You can buy from Toronto Type Foundry or Miller & Richard.]

CANADIAN WOMEN JOURNALISTS.

A correspondent asks how many women journalists are now employed on Canadian newspapers. Perhaps some reader can give a full list. There are several ladies who furnish society news to the daily papers, but this is with them more a pastime than a regular occupation; for instance, Mrs. Gibson for The Mail, Mrs. Simpson for The Montreal Star, etc. There are also writers like Jean Blewett, who live by the pen but are not regularly on the staff of a paper. Those best known as regular members of newspaper staffs are Mrs. Watkin ("Kit"), Toronto Mail; Mrs. Willoughby Cummings, Toronto Globe, who is a member of the Canadian Press Association, Miss Lawson and Miss Merrill, Toronto World, Mrs. Atkinson, ("Madge Merton"), Montreal Herald; Miss Freeman, ("Faith Fenton"), now doing gallery work for The Toronto News, and who, after the demise of the late Empire, conducted The Ladies' Home Journal; Mrs. Denison, ("Lady Gay"), of Saturday Night; Miss Durand, literary critic of The Globe.

THE RENFREW MERCURY.

The Renfrew Mercury has purchased a complete new outfit of type from Toronto and looks well in its spring costume. It is, if possible, better printed than before and the change is an improvement, although The Mercury has always had a clean, natty, readable appearance that betokens careful and experienced control. The Messrs. Smallfield are good examples of how a weekly journal can be made influential and respected.

THE PRINTED ENVELOPE IDEA.

The plan adopted by Buntin, Gillies & Co., Hamilton, of supplying printers with sufficient envelopes, printed and ready for distribution to the consumers, has proved a great success. A number of the best offices in Canada have distributed the samples and are reaping the reward.

Buntin, Gillies & Co.

HAMILTON

Crystal Wove Flats

Best medium price paper on the market.
All sizes and weights Also ruled to Bill
Heads, Statements, Letter Heads, etc.



Japan Linen Bond

A first-class paper for the finest commercial work. All weights and sizes White and azure.

Did you get a sample of the latest Japanese novelty "Genuine Voneer"?



Buntin, Gillies & Co.

HAMILTON

PAPER AND PULP NEWS.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

MONTREAL AND TORONTO, APRIL, 1897

CANADA'S RESOURCES FOR CANADIANS.



BEFORE the next issue of PAPER AND PULP NEWS reaches the hands of its readers the daily press will have announced the changes in the tariff which the Dominion Government proposes; will have announced whether the Government is alive to the necessities of the pulp and paper industries; whether it is the policy of Canada and the Canadians to retain for their own benefit to the fullest extent possible those God-given riches in natural resources which form the heritage of the people who possess the northern half of this continent; or whether they are content to sit supinely with folded arms and allow another nation to take from them that wealth which is theirs by right of possession and heritage. In short, whether our birthright is to be sold for the mess of pottage which is represented by the pittance our people now receive for their raw material. At present the outlook is very encouraging. The movement for an export duty upon pulpwood, in the advocacy of which for many months PAPER AND PULP NEWS stood alone, has grown during the last six months with giant strides. When this journal, in the interests of the people of Canada in general, and of the industry to the interests of which it is devoted in particular, espoused this cause, it did so with a full sense of the responsibility which it undertook. The importance of the spruce timber had not then been recognized. It is but a few years since ground spruce wood has become a staple article in the manufacture of paper. Therefore, the campaign upon which PAPER AND PULP NEWS entered was one of no little difficulty, involving the laborious work of educating and convincing the people that in our despised spruce forests were rich sources of wealth. But iteration and reiteration have been rewarded. First one daily journal and then another took up the question, examined into the merits and became convinced, until today every leading journal that has enquired into the matter has admitted the strong grounds which exist for the imposition of an export duty. The weekly press in the districts in which the pulp wood industry thrives have joined in the demand with scarcely a discordant note; Boards of Trade and every municipal corporation in the lumbering districts, where the true condition of affairs is best known to the people, have passed resolutions calling upon the Government to prevent a continuance of that policy of spoliation of our forests which has enabled our rivals to the south to amass that wealth which nature and providence has placed at the disposal of our people. The working men of the Dominion have also taken up the cry. From the

Sault Ste. Marie district, which is perhaps the most interested in this question, came the appeal of the artisans who have been compelled to stand with idle hands, empty pockets, and hungry stomachs, watching the logs taken by American pulp makers across the line to be manufactured into pulp by United States citizens. In sheer despair and self defence they cried to their fellow workmen "give us an export duty that we may have bread for our families." Their cry did not fall upon unwilling ears and organized labor has joined in the demand. In this connection, Mr. P. J. Loughrin, the general labor organizer for the Dominion, has done yeoman service during a two-months' tour in addressing Boards of Trade, Municipal Councils and public meetings. There is every indication that the Government is inclined to listen to the demand of capital and labor united in a happy combination which has for its objects the development of our natural resources and the building up of our industries. Yet it must not be forgotten that there are powerful influences at work to prevent the Government from heeding the cry for justice. Not a few United States pulp men, with that shrewdness which is the national characteristic, have secured pulp wood limits in Canada. But their mills are located in the country to which they owe allegiance, and sentiment and interest both move them to preserve the present condition of affairs as long as possible. The friends of Canadian progress and Canadian interests must not let their efforts flag even if the battle is won at this stage of the game. There will be greater need for united effort after the duty has been imposed when the results begin to be experienced by the mills which have hitherto prospered out of our adversity. The real fight will come when those who own these mills find themselves face to face with the crisis; when they have to determine whether they will move over to this side of the border or be satisfied to take a secondary place in the race. One thing must not be lost sight of, and that is, that where the pulp mills are situate the paper mill will be found not far away. PAPER AND PULP NEWS purposes keeping up the agitation until Canada takes the place among the paper and pulp producing countries to which her resources entitle her.

A LARGE SALE.

The Masterman Sulphite Pulp Co. have sold their mills to a company just formed in England. Mr. Albert E. Reed, a paper maker of London, England, is the president of the company, which has a capital of \$300,000. The mill has now a capacity of 15 tons dry measure, and this will be doubled within the next six months. All the output of the mill will be shipped direct to England, the bulk going to Mr. Reed's own mill. After the contracts which Mr. Reed has on hand are run out, his London mill will use the entire output. Mr. W. H. Masterman still holds an interest in the mill.

BRITISH PULP AND PAPER MAKERS.

THE annual meeting of the British Paper Makers' Association was held at Manchester, Eng., on March 17, Mr. Lewis Evans, vice-president of the association, presiding. It was reported that during the year a British wood pulp association had been formed, Capt. Partington, first vice-president of the Paper Makers' Association, being elected the first president of the Pulp Association. The two associations have been working in harmony, which promises to result in benefit to both.

The following is the Code of Trade Customs that has been finally adopted by the Paper Makers' Association :

I.—SALE.

Paper is sold either at a price per ream, based upon its nominal weight, or at the actual weight by the pound, packed in reams or in reels. Wrapping paper is sold by cwt. at scale weight.

Machine-made Papers.

- (1.) A ream of paper, unless otherwise specified, contains 480 sheets.
- (2.) An "Inside" ream contains 480 sheets "all Insides," i.e., 20 good or inside quires of 24 sheets each.
- (3.) A "Perfect" ream for printing papers contains 516 sheets.
- (4.) A ream of envelope paper contains 504 sheets.
- (5.) A ream of news contains 500 sheets.
- (6.) A "Mill" ream contains 480 sheets, and consists of 18 "Good" or "Insides" quires of 24 sheets each, and 2 "Outsides" quires of 24 sheets each.
- (7.) Reams are classed as "Good," "Retree," and "Outsides." The price of "Retree" is 10 per cent. and of "Outsides" 20 per cent. lower than that of "Good."

Hand-made Papers.

- (8.) A "Mill" ream, "Good" or "Retree," contains 472 sheets, and consists of 18 "Insides" quires of 24 sheets each, and two "Outsides" of 20 sheets each.
- (9.) An "Insides" ream, "Good" or "Retree," contains 480 sheets, and consists of 20 "Insides" quires of 24 sheets each.

In all cases the "Outsides" quires are placed one at the top and one at the bottom of the ream.

II.—VARIATION IN WEIGHT.

- (1.) If the total actual weight of that of any individual ream, or reel, do not vary by more than 5 per cent., either above or below the ordered weight, the order is duly executed.
- (2.) When the purchaser has fixed a maximum weight per ream, the order is duly executed if the paper be not more than 10 per cent. under weight.
- (3.) But for all papers of substance under 6 lbs. demy (17½ by 22½), and above 50-lbs. demy, the actual weight may vary 10 per cent. either over or under.
- (4.) In the case of reels, claims for short length can only be made when the shortage exceeds 5 per cent., and then only for the amount of any excess over and above such 5 per cent.
- (5.) Payment for paper in reels, according to the yield of saleable copies, cannot be claimed by the purchaser, unless so stipulated at the time of the order.

III.—VARIATIONS IN MEASUREMENT.

- (1.) The size of the paper in reams may vary, but in "Good" reams the variation must not exceed ½ per cent.

- (2.) The width of paper in reels must not vary more than ½ per cent.

N.B.—Clause III. (1), (2) is not applicable to hand-made paper.

IV.—SPECIAL MAKINGS.

(1.) For makings of special weight, size, tint, watermark, etc., not having a regular sale in the market, the order is considered to be duly executed if the quantity made is not more than 5 per cent. under the quantity ordered, and the purchaser is bound to take at full price any reasonable excess. In writing and drawing papers it is customary for the buyer to take with the "Good," the "Retree" and "Outsides."

(2.) Where a maximum quantity is stipulated for when ordering, the order is considered duly executed if it amounts to not less than 90 per cent. of the stipulated quantity.

V.—MATERIALS.

(1.) Unless otherwise expressly stipulated in the order, the maker is absolutely free as to what materials he shall use.

VI.—WRAPPING UP.

(1.) The weight of necessary wrappers and string for reams and reels is to be included in the chargeable weight of the paper.

VII.—MODE OF PAYMENT.

(1.) The customary terms of payment are cash within 30 days from the end of the month in which shipment was made for export sales, and within 30 days from the end of the month in which delivery was effected for home sales.

VIII.—RETURNED EMPTIES.

(1.) Carriage on returned empty frames, centres, boards, boxes, packing cases, etc., is payable by customers returning same.

WOOD PULP CONTRACT NOTE.

The following wood pulp contract note, drawn up by the British Wood Pulp Association and adopted at a conference between representatives of the English and Scottish paper-makers' associations, was submitted to the meeting :

1. Packing and Weight.—The pulp to be packed in covered bales of declared uniform weight, or a specification to be given stating the weight of each bale. Gross weight to be invoiced as net weight. The price named is per ton of 2,240 lbs. (= 1,015 kilos) air-dry weight.

3. Definition of "Air-Dry."—By air-dry weight is understood 90 per cent. absolutely dry pulp and 10 per cent. of moisture. When pulp is sold with 50 per cent. of moisture, it should contain 50 per cent. air-dry, or 45 per cent. absolutely dry pulp.

3. Sampling and Testing.—In the event of a claim for deficiency of air-dry material, excess moisture or short weight, samples to be taken from near the top, centre, and bottom of each, of not less than 2 per cent. of the bales (at least five to be sampled) forming the delivery in dispute, said bales to be intact, and to be accurately weighed before sampling. The samples to be submitted to a public analyst of acknowledged good standing and said samples to be drawn in the presence of the two parties, or their representatives, or the analyst himself. The analyst to declare the actual amount of absolutely dry pulp found in the samples tested, and in estimating the total air-dry

pulp, the weight of the bales before sampling to be taken into account. The costs of the reference to follow the result, and the award to be final.

4. Force Majeure.—Deliveries may be suspended pending any contingencies beyond the control of the buyer or seller, such as : war, drought, flood, stoppage of navigation by ice at the port of shipment, excepting the Baltic ports (according to Lloyd's definition), strikes, lockouts, accidents or partial fires preventing or hindering the manufacture or delivery of the pulp during such reasonable time as may be required to make good the damage. In such case the buyer or seller may claim the same rate of delivery as previously agreed, commencing after the period assigned to this contract, provided such claim be made in writing within one month after notice of the accident or delay has been given, such notice to be given within seven days of the accident or commencement of the delay, but in the event of the works of either buyer or seller being totally destroyed by fire, this contract to be null and void.

5. Infringement of Contract.—Goods not taken delivery of during the currency of this contract, as herein specified, cannot be thereafter claimed but may be sold for buyer's account by the seller. On the other hand, failure of the seller to make delivery within the time contracted entitles the buyer to purchase against, and charge the seller with any loss thereby sustained. Each delivery to be considered a separate contract, and the failure of any delivery shall not vitiate the contract as to others.

6. Default or Bankruptcy.—If the buyer make default in any payment or become subject to the bankruptcy laws, seller may, at his option, cancel further deliveries.

7. Arbitration.—Any disputes on this contract (other than such as concern moisture or short weight provided for under clauses 2 and 3) shall be settled by arbitration in the usual manner, the arbitrators to have power to determine by whom the cost of the reference and award shall be borne, and this agreement may be made a rule of the High Court of Justice. If either party fail to appoint an arbitrator within 21 days after notice in writing requiring him so to do, the arbitrator appointed by the other party may act as sole arbitrator.

WILL THEY CIRCUMVENT US?

TO say that the United States pulp and paper makers and their employes who have been growing fat on the profits which they have made in converting Canadian pulp wood into the manufactured article are becoming alarmed, is a mild way of putting it. The action of PAPER AND PULP NEWS in advocating an export duty on pulp wood is fully justified by the admission that the United States manufacturers admit that in conjunction with friends of Government officials strong pressure is being brought to bear to circumvent the advocates of an export duty. What PAPER AND PULP NEWS would like to know is who are these Government officials who are being reached through their friends ; what is the nature of the pressure, and what members of the Cabinet, if any, are the subject of the pressure, and who are the Canadians that have been in secret conference with American pulp and paper men. The following extract from The Paper Trade Journal's Lockport, New York, correspondent will be read with interest :

"The large pulp and paper mill manufacturers of this state are viewing with alarm the threatening export duties which it is

said the Canadian Government will impose on pulp wood in their tariff bill. A general agitation is now in progress throughout the Dominion. Labor agitators, Boards of Trade and other organizations are petitioning the Government to impose a duty of \$2 to \$3 a cord on pulp wood taken out of Canada. This influence, combined with that of the pulp and paper manufacturers of Canada, it is expected will bring about the desired result. The American manufacturers who depend upon the Canadian forests for their pulp wood supply are making an effort to circumvent this movement, which discriminates against them. It is stated on good authority that strong pressure is being brought to bear through friends of Government officials to have no export duty imposed, or, if it is, that the duty be nominal, so as not to affect the exportation of pulp wood to any extent. It is certain that every effort will be made by Americans to defeat this measure.

"A well-known pulp manufacturer of Canada informed your correspondent that the effect of such a duty would be to save the American pulp and paper market. It will have a tendency to put the price of pulp up several dollars a ton, and paper would go up in sympathy with the movement. The only elements in Canada opposed to the imposition of an export duty are the forest owners, the employes and the Government itself, which owns large timber tracts and which sells them under tenders to lumbermen and pulp-mill owners. Many American mill owners maintain large lumber camps and saw mills in Canada, and employ hundreds of men during the winter. The export duty would destroy this industry. A number of secret meetings of the pulp and paper manufacturers of the state have been held lately, and some very prominent Canadians have been in attendance. The latest news from Ottawa is that the Government is wavering in regard to the export duty on pulp wood."

The British Paper Makers' Association has succeeded in satisfactorily settling a question which has for a long time been under discussion, viz., a new wood pulp contract note. The difficulty has been to get a mutual understanding between the British Wood Pulp Association and the Paper Makers' Association. The former association, however, has now agreed to the contract note as introduced by the Paper Makers' Association. The various points covered are (1) packing and weight, (2) definition of "air dry," (3) sampling and testing, (4) force majeure, (5) infringement of contract, (6) default or bankruptcy and (7) arbitration.

GROUND SPRUCE PULP

Sault Ste. Marie Pulp & Paper Co.

Maple Card and Paper Mills

MANUFACTURERS OF

Book, News, Writing Manilla, Cardboards. A full line of
Fine Papers, Brown and Manilla Wrapping Papers.

Mills at
Portneuf, Que.

14 St. Therese St., MONTREAL.

NOTES OF THE TRADE.

THE CARTHAGE, N. Y., PULP CASKET CO. is the latest incorporation in New York State in the pulp line. A large mill is to be erected in close proximity to a pulp mill, and by the fall wood-pulp caskets will be the newest thing in the casket line. The pulp, when finished off, will give a highly-finished surface and the casket will be light, durable and reasonable in price.

A pulp mill is to be erected at Midland on the Georgian Bay.

Preparations have been commenced to rebuild a new pulp mill at Megantic upon the ruins of the burned mill.

A carload of machinery for the new pulp mill at Chicoutimi has been forwarded by Mr. John Jenckes, of Sherbrooke, Que.

The Adirondack Machine Co., of Carthage, N. Y., has just received a large order from Canada for paper mill machinery that will keep a large force of machinists at work for some time.

The new plant of the Mathieson Alkali Company on the lands of the Niagara Falls Power Company is one of the largest factories in the city of Niagara Falls. It is expected to be ready for operation on or about July 1.

Statistics showing employment in the paper trade in Great Britain are very encouraging. The percentage of unemployed union members at the end of February was 2.9 compared with 3.2 in January. The percentage for February, 1896, was 2.8.

An exchange announces that there is every prospect that the Ontario Government will grant the Canadian Niagara Power Co. an extension of time in which to commence development of the power in Queen Victoria Park, on the Canadian side of the falls.

From the lower St. John waters and ports in the Bay of Fundy many thousands of loads of spruce firewood are sent by schooner every year to the line-bordering towns of Maine, and also some pulp wood has been exported to Maine during the past year.

The reports from the Sault are that trade there is extremely dull, more so than at any time since the incorporation of the town. The Sault Ste. Marie Pulp and Paper Co.'s big pulp mill has been closed down pending the announcement of the tariff changes.

The machinery has been ordered for the new pulp mills at Sturgeon Falls. Four large pulp grinders will be put in, and the machines are to be delivered the latter part of May. The order for the entire equipment is to be placed with the Bagley & Sewell Co., of Watertown, N. Y.

While Daniel Tierney was at his work at Davy's Pulp Mills, Thorold, he met with a serious accident. He was engaged taking pulp from the rolls when his arm became caught and was dragged between them, crushing and breaking the bone and muscles, and fearfully bruising the member. An effort will be made to save the arm.

Manager Hastings, of the Cliff Paper Mill, Niagara Falls, N.Y., is mayor of that city and is proving himself a hustler. Recently he appointed Jno. C. Morgan, manager of the Niagara Falls Paper Co., as member of the Board of Public Works. The paper men are rapidly dominating the political and municipal life of this vigorous young manufacturing city.

The Japanese appear to be taking the lead in devising new uses to which paper and pulp may be applied. The use of paper

for underwear is becoming popular. The quality used weighs 90 grains to the square foot, is tough, almost as much so as the thin skin used in making gloves, does not interfere with respiration or lose its toughness when wet. They are now talking of pulp as a material with which to build houses.

The supply of spruce logs in the yards of the Niagara Falls, N. Y., Paper Co. is rapidly diminishing, and preparations are being made to receive the cargoes which will be brought down by vessel from the Ontario shore of Lake Huron and Georgian Bay as soon as the ice is out of Lake St. Clair and the lower end of Lake Erie. An effort will be made to get in a small supply before the Canadian tariff goes into effect.

There is a steady call for paper and pulp to be applied to new uses. In all quarters men are working to make pulp and paper take the place of other materials, and the manner in which they are succeeding is sometimes surprising. Opening up these new channels is a good thing and will prove of decided and lasting benefit to the trade. A vast amount of product is to-day going into uses unheard and unthought of a few years ago.

Warren Curtis, of Corinth, N. Y., and A. Pagenstecher, of New York, of the Laurentide Paper Co., have been holding conferences at Saratoga. Ever since the introduction of Sir William B. Van Horne, the president of the Canadian Pacific Railway, and R. B. Angus, the president of the Bank of Montreal, with Gen. R. A. Alger, Secretary of War, into the directory of the Laurentide Pulp Co. there have been busy times among the stockholders, directors and officers.

Joseph Bauer was whirled to death on a shaft at the Niagara Falls Paper Company's mill at Niagara Falls, on March 25th. He was at work in the basement under the machine room. A small belt on a blower slipped off and Bauer tried to slip it back without stopping the machinery. He slipped and was caught on the shaft, which was revolving at the rate of 250 revolutions a minute. In two minutes the machinery was stopped, but by that time Bauer was a mass of jelly.

Mr. J. C. Wilson, the well-known paper manufacturer of Montreal, has the sincere sympathy of all his wide circle of friends in the loss of his wife, who died at her home, 111 Crescent street, on March 24. The interment took place in Mount Royal Cemetery in the presence of a large number of sorrowing friends. The deceased lady, who leaves three sons and two daughters, was an active worker in the Crescent Street Church, in which her membership dates back for 30 years.

The owners of the Rock City Falls, N.Y., Paper Company, who have, for a long time past, been putting in machinery for the manufacture of a liquid-proof paper by a Canadian process, expect to begin shortly the making of a paper that will withstand the action of water, oils and alcohols and that is expected to take, for many uses, the place of glass, tin and wood in the transportation of these substances. If a success, the mills will be enlarged and employment be given to nearly 200 men.

The pulp and paper industry will undoubtedly have a great future development in New Brunswick. There are at present two large sulphite fibre mills in the province, close together, on the Miramichi. The increase of this industry is only a question of a few years. There are four pulp mills in Nova Scotia. In Maine, which adjoins New Brunswick, the business has grown enormously. The pulp wood forests of the New England States

are being rapidly thinned, and already attention is being directed to New Brunswick, as a field for operations. North eastern Lumberman.

Barrels, tanks and wooden vessels of all kinds may be made impervious to oil by coating the interior with silicate of soda. In using the silicate, it is heated to the boiling point, or nearly so, sufficient water to compensate for evaporation being added. If it is a barrel which is to be treated, pour in a few gallons of the hot silicate, drive in the bung, and then turn the barrel round, and also endwise, so that the silicate will reach all parts of the inside. Then drain off the surplus silicate.

In anticipation of the tariff bill there has been great activity in shipping lumber and pulp wood to the United States. The shipments from the province of Quebec have been very heavy and the railway companies have been unable to supply enough cars to meet the demand. The rush to get the pulp wood into the United States before the budget is brought down belies the confidence which the United States pulp men profess to have that the Dominion Government will refuse to put on an export duty. The C.P.R. have been handling on an average of 100 carloads a day between Megantic and Sherbrooke.

Gov. Black's bill respecting the preservation of the forests of New York State is meeting with decided opposition from the pulp men, but the Governor did not give them any encouragement when they waited upon him recently. The bill provides for the expenditure of \$1,000,000 in purchasing forest lands for the state, and in lieu of direct sale of the lands which the state decides to buy, 15-year contracts may be made. It is provided that during the term of the contract owners may cut soft timber, but it must not be less than three feet in circumference at three feet from the ground, while no timber may be cut within twenty rods of either side of a stream.

Hitherto the making of silk from wood pulp has been an industry carried on in France and England only. Now the rights for the United States under the French patents have been obtained by a company, which will shortly be formally incorporated, and in which both pulp and paper makers are interested. This will add a new industry here and will afford an additional outlet for pulp, as the company will buy and not manufacture its raw material. The men of the English company are also interested in the one here, but the control of the organization is in the hands of American investors. The wood silk has been successful abroad, and there is no reason why it should not be equally so here. It is a significant fact that as soon as the promoters of the scheme here have completed their work one of them will go to Japan—that country which is making so much progress in paper and pulp making—and will organize a company for the manufacture of silk there.

THE FARMER WILL BENEFIT.

A Canadian manufacturer writes: "With an export duty upon pulp wood of \$2 per cord, the manufacture of pulp and paper in Canada will increase with jumps and bounds, and the farmer of Canada will then get a home market, not only for his butter, cheese, eggs, beef, pork, etc., but there will be an enormous demand for wool. The Canadian Down wools are well adapted and generally considered to be the best for pulp and paper felts. In the year 1896, the United States consumed upwards of 5,000,000 pounds of wool in the manufacture of these pulp and paper felts."

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PULP WOOD LIMITS FOR SALE

Very extensive pulp wood limits in New Brunswick for sale.

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

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

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



Canadian Paper and Pulp News

Board of Trade, MONTREAL.

A POWERFUL ALLY WON OVER.

THE *Globe* was the last of the great dailies to express itself upon the question, and, from the position which it occupies as the recognized organ of the Government, greater importance is attached to any deliverance it may make than would otherwise be the case. Apart altogether from this feature of the case, the adhesion of *The Globe* to the proposal is perhaps the strongest testimony of the absolute justice of the demand for an export duty that has yet been given. In its issue of the 16th inst. *The Globe* published a map showing the respective timber areas of Canada and the United States, and although the spruce area of the Dominion is not shown upon it, for the simple reason that the entire northern portions of Ontario and Quebec are covered with the heavier shading, which indicates the pine-bearing lands, yet the few small, scattered areas of spruce lands which indicate the total spruce supply of the northern states, shows that their supply is practically exhausted. After reviewing the history of the lumber industry and the influences which to a large extent govern that industry at present, *The Globe* says: "White pine occupies an exceptional position. What stood in New York and the eastern states has all been cut long ago, and the extensive pineries in Michigan, Wisconsin and Minnesota have been reduced to a few scattered patches in Michigan and to a fringe on the northern end of the other two states. How long this supply will last is a question of great interest to Canadians. Expert opinion goes to show that within ten years at furthest the great bulk of the white pine forests in the United States will be laid low." * * * * * "The yellow pine, the cyprus and the white-wood of the south, the Douglas fir of the Pacific Coast and the redwood of California are all pushing for recognition in the lumber markets, but so long as white pine can be obtained it will keep its place for general building purposes, as no wood is equal to it for lightness and strength for manipulation in wood-working machines or for the tool of the workman.

"While this is the condition of things in the United States, it would be a more difficult task to estimate the quantity of timber still standing in Canada, as, apart from the Ottawa Valley and the Georgian Bay regions, where active operations are being carried on, Ontario has still a large area north of the Canadian Pacific Railway in which white and red pine are indigenous. A great impetus has been given of late years to the cutting of logs in Canada by reason of the mill-owners in eastern Michigan looking to the Georgian Bay for supplies. The towing of logs has been greatly increased, first, because the Michigan men have cut all they had in their own state, and then since 1890 there has been no export duty on logs. All the timber on the streams flowing into the Georgian Bay is easily accessible to Michigan mills, and the attempt is now being made through the operation of the Dingley tariff to corner all the pine tributary to the bay for Michigan mill owners: they have a decided advantage even now by reason of their excellent local market and the utilization of their mill refuse, and if they obtain the further advantage of a \$2 duty on lumber while logs remain free, it would have the effect of transferring the entire sawmill business of the Georgian Bay and Lake Huron waters to Michigan. The United States have, of course, the undoubted right to place any duty they please on sawn lumber, but we must insist on fair play for our own people, and meet their import duty with an export duty on logs and pulp wood of a like amount. Even our forest resources are limited; they

come under a different category from anything else, and we do not think it advisable in this instance to follow the example of the United States in sweeping their prodigious forest wealth out of existence as fast as possible."

PREVENT THE WASTE.

THE rate at which the good timber lands of America have been denuded in the last few years has been a subject for grave thought to the pulp and lumber men who take some care for the country, and for the future interests of the trade, as well as for their own immediate gain. It is a recognized fact that in Michigan, where, a few years ago, Canadians went every year in large numbers to the mining camps, pine is now exceedingly scarce, and, if the present system holds, a few years more will find the celebrated pine of that district a thing of the past.

Nor is the situation much better in Canada. Our own lumbermen, and the mill owners from the United States, are doing much to bring about the same state of affairs here, when, with a reasonable amount of care, our forest wealth might be preserved intact for many generations.

Germany has already for some time recognized such a fact in regard to its forests, and suitable legislation is enforced there, which prevents the wholesale destruction of good forest land. The law sets a limit to the amount of timber which can be removed from one acre, and provides that this shall not be cut from one spot, but shall be distributed over the acre. Further, it is required that the brush be cleared away, giving the young sprouts a fair chance for vigorous growth. By precautions such as these the German forests, while yielding of their wealth to the present generation, are constantly storing up treasures for posterity. At present, too, in the state of New York the Government are not unmindful of such lessons, and are considering measures for the proper protection of their forests.

Canada, with her great wealth of timber, should not be dilatory in attending to such an important matter. Considering the pulp industry, this is especially the case. Canada is the great producer of pulpwood of the world. Norway and Sweden are beginning to feel the effects of unrestrained cutting in their spruce forests, and already European capital is casting about for fresh claims. Now is Canada's chance. Properly protect our forests by legislation; have foresters to enforce the laws, and the bulk of the pulpwood trade is hers, and will remain hers so long as the law does not allow a needless waste of her vast spruce forests.

Senator Chahoon has had forwarded to the forest commissioners the stump of the largest spruce tree ever found in northern New York, and the commissioners think it is larger than any ever found in the spruce belt, which includes Maine, New Hampshire, Vermont, New York and Canada. The stump is a portion of a tree which was 121 feet 5 inches in height and stood very near Adirondack Lodge, in the town of North Elba, Essex county, 6 miles south of Lake Placid. The trunk of this tree was 88 feet high. The stump is 41 inches in height, its circumference at the top is 10 feet 10 $\frac{1}{4}$ inches, its largest diameter is 41 inches, the smallest 36 inches. The rings which appear in the grain of the wood indicate that the tree was about 350 years old and of rapid growth. It stood in a dense growth of hard maples, beeches and yellow birches, the latter of remarkable size, springing from dry soil on a dirt ground, at an altitude of 2,100 feet.

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THE BRITISH MARKETS.

LONDON—The market for mechanical is about the same as last month. Moist still keeps firm, and makers apparently do not want to sell, judging from the prices they are asking. There are about 7,000 tons of Canadian mechanical now on the water for this market, and as only 5,000 tons of it have been placed, there are about 2,000 tons which will be on the market. Wood Pulp says: "When once Canadian pulp gets a hold of the market here it will be very difficult for Scandinavian makers to compete with it, as its quality has already earned a good reputation."

There are a few spot parcels of soda pulp offering at high figures, but for forward delivery it is scarce, and appears likely to remain so. There is a good demand from Germany, and this, with the shutting down of one or two mills, indicates that paper-makers need not look for lower prices. Spot parcels, however, are difficult of sale, as buyers will not pay prices demanded. Sulphite remains very firm, and all offers are snapped up. There is not much hope for relief when the Baltic opens for navigation, as nearly all the pulp available for shipment from this source is reported to have been disposed of. Quotations are as follows:

CURRENT NET PRICES, C.I.F.

	Per ton.			Per ton.			
	£	s.	d.	£	s.	d.	
Sulphate and soda, bleached	10	10	0	to	12	10	0
" unbleached, first	8	5	0	"	8	15	0
" " second	7	15	0	"	8	0	0
Sulphite, bleached	11	10	0	"	14	10	0
" unbleached, first	9	0	0	"	11	0	0
" " second	8	5	0	"	8	10	0
Pine, dry, in sheets	4	7	0	"	4	15	0
" 50 per cent. air dry	2	5	0	"	2	7	6
" extra fine	2	7	6	"	2	15	6
Brown, dry	4	0	0	"	4	10	0
" 50 per cent. air dry	2	5	0	"	2	10	0
Aspen, dry	7	0	0	"	7	15	0

The prices of chemicals on the English market seem to have a decided upward tendency. Alkali has already advanced several shillings, and other chemicals will likely follow with a corresponding advance. This has not yet affected Canadian prices.

During the month of March upwards of 7,000 bales of wood pulp were received at London and Liverpool from Halifax, N.S.

THE KAKABEKHA FALLS POWER.

One of the most stubbornly contested fights waged in the Ontario Legislature at the session just closed was that upon the bill to enable Mr. Edward Spencer Jennison to develop and improve a water privilege at the Kakabekha Falls on the Kaministiquia River. The opponent of the bill was Mr. F. H. Clergue, of the Sault Ste. Marie Pulp and Paper Mills, who represented the company, which some years ago acquired a water privilege upon the same river in the vicinity, and through whose lands Mr. Jennison proposed to expropriate a strip several hundred feet wide for the purpose of diverting the water, and, as Mr. Clergue contended, practically destroying the water power in which he is interested. The bill passed the Private Bills Committee, but Mr. Clergue made such a determined fight that upon the third reading of the bill the Attorney-General admitted that as drafted it interfered with the sacred rights of private ownership, and a clause was inserted providing that Mr. Jennison shall not enter upon the other company's lands at all until the official arbitrator shall certify that it is absolutely

necessary in order to enable him to carry on his works. As Mr. Jennison has, according to the statement made by the Attorney-General in the House, a head of 60 feet without going beyond his own lands, the bill as passed protects the Sault Ste. Marie Co. in its rights. The action of the Attorney-General will be gratifying to those paper and pulp men who have secured, or contemplate securing, water powers, as it assures to them the possession of those rights which they may obtain, even though rival concerns may covet them.

UNITED STATES MARKETS.

THERE is a fair business being done in paper of all grades, none showing any special features. Advices from all quarters are that the volume of business is growing larger, gradually but surely, and the encouraging reports from the mills corroborate the story of the paper dealers.

Wood Pulp—Ground wood continues in fair demand, and prices hold steady at \$12 to \$15 l.o.b. at the pulp mill.

Wood Fibre—There has been a further advance in the price of soda fibre, and foreign sulphites also continue high. There is no spot stock. Prices asked are: Foreign sulphite, bleached, No. 1, 3.30 to 3.75c.; No. 2, 3.20c.; unbleached, 2.50c. Foreign soda fibre, bleached, 3c.; unbleached, No. 1, 2.10c.; No. 2, 2c. Domestic sulphite, unbleached, 1¾ to 2c.

Chemicals—The market is unsettled owing to the uncertainties of the tariff question. J. P. Brunner & Co. in their Liverpool letter say: "As a result of the recent working arrangements entered into by the leading chemical manufacturers here prices in several cases have been advanced, while further developments in the same direction are expected shortly. Soda ash is 10s. up for most markets, except America. We quote nearest spot range for tierces, as to market, about as follows: Leblanc ash, 48 per cent., £4 10s. to £4 15s. per ton; 58 per cent., £4 15s. to £5 per ton, net cash. Ammonia ash, 48 per cent., £3 5s. to £4 per ton; 58 per cent., £3 10s. to £4 5s. per ton, net cash. Bags, 5s. per ton under price for tierces. Special terms for American business. Soda crystals are also 10s. dearer, except for America, and £2 17s. 6d. per ton, less 5 per cent., is now the quotation for barrels, and 7s. less for bags. Caustic soda is in fair demand, and although no change in quotations has been announced up to the present, higher prices are considered probable in the near future. We quote nearest spot range as to market about as follows: 60 per cent., £6 3s. 9d. to £6 5s. per ton; 70 per cent., £7 3s. 9d. to £7 5s. per ton; 74 per cent., £8 2s. 6d. to £8 5s. per ton; 76 per cent., £8 15s. to £9 5s. per ton, net cash. Bleaching powder is not active, but is steady at £6 15s. to £7 per ton, net cash for hardwood packages, as to destination."

China Clay—An increased number of enquiries are being made for carloads on the spot, and a fair business is reported, but few orders for forward delivery have been received. Spot prices are steady and unchanged at \$15 to \$17 for the better kinds of English, and \$10 to \$13 for the lower and medium qualities, as to size of order. Domestic is quiet, but the market is steady at \$8 to \$10 as to quality and quantity.

Messrs. John Macfarlane, Frederick W. Evarts, Walter Drake, George F. O'Halloran, Edward H. Barber, have applied for incorporation as the St. Raymond Company, to carry on the business of pulp making in St. Raymond, Quebec. Capital stock, \$50,000.

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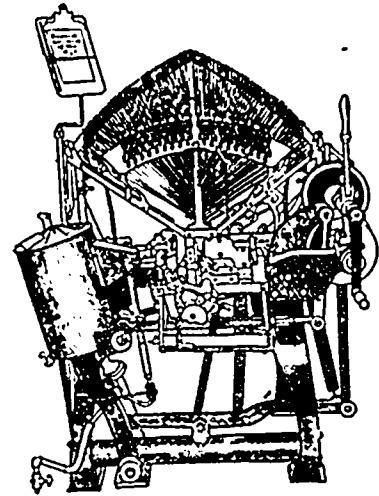
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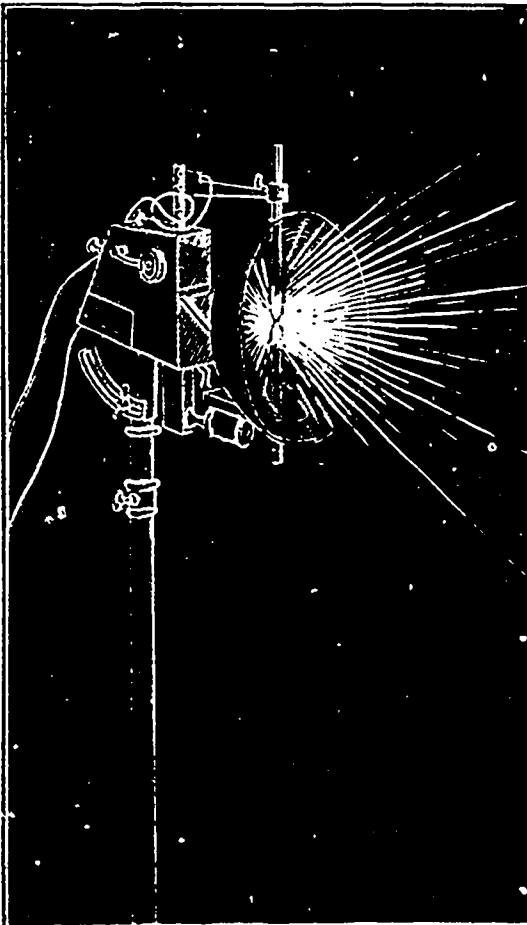
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Bed 33x48; prints six column quarto. Good condition

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(Late build.) Four rollers; bed 42x64; table distribution; tapeless delivery. Good as new.

Campbell Two Roller Two Revolution

Bed 41x56; job and book; will print 7 column quarto.

Campbell Two Revolution

Four rollers; bed 41x56; double ender inking apparatus, table distribution; tapeless delivery.
Four rollers; bed 34x50; double ender inking apparatus, table distribution; tapeless delivery

Campbell Book and Job

Four roller, two revolution press; bed 37x52. Good order.

Campbell Intermediate Two Revolution Press

Bed 38x53; tapeless delivery; prints seven column quarto.

Cottrell & Babcock Drum Cylinder

Bed 24x30; rack and cam distribution; air springs; tapeless delivery.

Cottrell & Babcock Four Roller Two Revolution

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

Cottrell Two Roller Two Revolution

Rack and cam distribution and tapeless delivery; bed 42x52. Rebuilt by Cottrell. This is a fine press for book or newspaper work.

Cottrell Drum Cylinder

Two rollers; bed 32x46; air springs. In good order. Prints six column quarto.

Cottrell Drum Cylinders

Bed 21x27; box frame; tapeless delivery; air springs; table distribution.
Bed 24x30; box frame; tapeless delivery; air springs; table distribution
Bed 18x22; rack and cam distribution; tapeless delivery; air springs.

Falhaven

Eight column folio; rack and screw distribution; tape delivery.

Hoe Railway Cylinder.

Bed 31x46; prints six column quarto.

Hoe Drum Cylinders

Two roller; tape delivery; prints seven column quarto; rack and cam distribution.

Bed 31x47; rack and cam distribution; tape delivery; will print 6 column quarto.

Bed 16x22; rack and cam distribution; tape delivery.

Bed 31x43; rack and cam distribution; tape delivery.

Little Wonder Cylinder.

Bed 14x19 $\frac{1}{2}$. In good order.

Miller & Richard Wharfedales

Bed 55x49; prints eight column quarto. Fine machine.

Bed 30x30; patent flyers; good order.

Payne Wharfedale.

Bed 29x29; four rollers; patent flyer.

Potter Country Drum Cylinder

Bed 31x45; table distribution; tape delivery; in fine order.

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Four rollers; 36 $\frac{1}{2}$ x52; table, and rack and cam distribution; tapeless delivery; good register. Good as new. Will print a seven column quarto

Potter Drum Cylinder, Extra Heavy

Two rollers; bed 29x42. Will print double royal sheet. In splendid condition.

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Bed 32x50; rack and cam distribution; good press.

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Two rollers; bed 33x51; rack and cam and table distribution; tapeless delivery; air springs. Good order.

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Eight column.

Peerless Job Press.

21x16; steam fixtures and throw-off.

Old-Style Gordon.

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12x19; with fountain and steam fixtures.

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