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VOL. VII.—No. 2.

TORONTO, FEBRUARY, 1898.

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TORONTO.

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VOL. VII—No. 2

TORONTO, FEBRUARY, 1898.

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A JOURNAL FOR PRINTERS AND PUBLISHERS

PUBLISHED MONTHLY BY

THE MACLEAN PUB. CO., LIMITED.

TRADE JOURNAL PUBLISHERS AND
FINE MAGAZINE PRINTERS

No. 26 FRONT ST. WEST, TORONTO

Subscription \$2.00 per annum.

Single copies 20 cents.

President,
J. B. MACLEAN,
Montreal.

Treasurer,
HUGH C. MACLEAN,
Toronto.

THE WEEKLY PRESS.

THE NEWS FIRST OF ALL.

SPECIAL features are attractive, but if the expense of getting them is likely to curtail the news service they ought to be abandoned. The big dailies have spent much these last five years upon Saturday editions, but there is at present a distinct tendency to curtail and put the money into something else. In the weekly field, as far as one can judge, special editions have paid for themselves and do not cramp other necessary departments. This is wise, since news is the basis of the paper's success. Down in New Brunswick there has been a dreadful murder, a woman charged with poisoning her sister, through jealousy of the latter's intimacy with her husband. The St. John papers have given full reports, but The Woodstock Dispatch gives the evidence at the preliminary hearing verbatim. That meets the demand for the facts, and seems warranted by the popular horror aroused over the revelation of social and moral degradation involved. The Dispatch may be crowding out or condensing other matter to publish the trial in full. But the policy pursued is correct. The home paper should have the news, and no one should be forced to go to the city press for it.

WHERE LOCAL KNOWLEDGE TELLS.

There is a bright paragraph in The Georgetown Herald about Mr. Dan. Mann, who, with Mackenzie of the Toronto street railway, is the successful contractor for the new Canadian Yukon railway. We are told that Mann used to plough fields along the Acton cross-road like the rest of the boys, and that his success has been remarkable. A good deal more of the same kind might have been written without exhausting the interest in Mann. It is in cases of this kind that local knowledge creates news. A few local people may think the career of

such an individual too well known in the district for any extended notice in the local press. But that is a mistake. Many things perfectly obvious to the editor and some of his friends are actual news to the people at large, and an episode like the Mackenzie-Mann contract is worth all the space which original information about the man can fill.

HELPING THE MERCHANT.

The Wallaceburgh News has grasped the idea of the local paper keeping close in touch with the local merchants. It printed during January a pointed hint to the people to pay up their small stock debts. "The merchants," it said, "do not get their goods for nothing, they are not doing business for the love of it, and when they are kind enough to oblige a friend by giving him his goods that person should make it a point to pay for all the goods that he got, not wait until he is dunned and dunned and dunned, then to pay the account, give impertinence, and say mean things." The merchants would appreciate a word of warning like this, since they couldn't gracefully say it for themselves.

DOING PRINTING TOO LOW.

A paragraph in The Carleton Place Central Canadian called public attention to the evil of awarding contracts for local work at starvation rates to outside offices. It appears that two concerns, that afterwards failed, invaded Lanark county and sought to get the work of a township council and of two churches. The consequence was that some municipal authorities and clergymen think they paid too high prices before. In such a case there is every excuse for the publisher airing his grievance so that the public may know of it. In fact, a good strong article pointing out to business men the unfairness of applying to the printing trade a system of competition they object to in their own, is quite in order. Men do not see the most obvious things unless you keep hammering away at them.

A POLITICAL EPISODE.

When you want to corner Brother Donly, of The Simcoe Reformer, in politics, you must get up early in the morning, and even then be prepared to find him up before you. A political discussion on the price of Ontario schoolbooks broke out in Simcoe—as in other places. The Conservative paper, The Simcoe Canadian, showed the nature of the burden which is alleged to be breaking our backs. Mr. Donly walked over to the book store of his journalistic contemporary, Mr. W. Y. Wallace, compared the prices of novels found there with the school-

books, and went back to write a whacking good article from his own standpoint. The whole thing was good humored, effective, and enjoyable, and strikes us as one of the cleverest pieces of political work performed in an otherwise dull and lifeless campaign. When The Reformer editor slyly remarked, "Mr. Wallace keeps a large stock of books," presenting his confrere with this handsome free ad. for the purpose of doing him up politically, one feels that Brother Donly knows a thing or two.

A TRIBUTE TO THE WITNESS.

THE MONTREAL DAILY STAR published the following notice of The Witness a few days ago: "The Montreal Witness has entered upon the last year of the fourth decade of its publication. As it approaches the half century mark all will rejoice to see it surrounded by so many evidences of public appreciation. No one can say that its position has not been well earned and worthily maintained. The Witness, as a newspaper, is older by fifteen years than its daily edition. It was founded in December, 1845, by that venerable journalist, the late John Dougall, who lived until 1886, but retired in 1870 from the direction of The Witness to found the New York Daily Witness. It was in 1870 that Mr. John Redpath Dougall, the present editor and proprietor, assumed the guidance of the paper, which he has continued with ability. He has maintained for the paper that robustness of character and earnestness of purpose which have ever been among its conspicuous merits.

"The Witness of 1845 was a weekly newspaper, printed in Exchange court, at the corner of St. Paul street, on a Hoe cylinder press turned by hand power. Soon after it became a semi-weekly, next a tri-weekly, and in 1860 the daily edition was launched. In 1864 steam power was first used, and subsequently improved presses were employed to keep pace with the growth of the paper. At present The Witness is printed on a Hoe quadruple perfecting press, and the Linotype typesetting machines are used altogether in the composing room.

"During all these years, and under all circumstances The Witness has battled for what it believed to be the right. Of those who have at times differed with it on public questions, none have doubted the sincerity of its views or the honesty of its purpose. In civic affairs The Witness is a power for good, and can ever be depended upon to battle for what it considers to be in the best interests of the city.

"In political life The Witness has been strongly liberal, and *out-and-out free trade*, but has never condoned wrongdoing in either party. Its policy has been strongly in direction of British Imperial unity. It has strongly championed the cause of temperance and prohibition."

A POINT IN THE TARIFF.

A point of importance to bookbinders has come up in connection with the new tariff. In framing the duties last year, unbound novels or books in sheets were made dutiable at 20 per cent, while bound books come in at 10 per cent. It seems that the Canadian editions of popular novels, now so common, can be bound more cheaply in the United States, if purchased there in sheets, than if bound here, the duty being just half. Apparently it was not intended to have this effect, but some bookbinders are beginning to think that some change might be made.

NEWS OF THE MONTH IN BRIEF.

GEORGE P. GRAHAM, editor of The Brockville Recorder, has been selected as Liberal candidate for Brockville in the approaching Ontario election. The Liberal candidate in North Toronto, Rev. Dr. Dewart, was for many years editor of The Christian Guardian.

Percy St. C. Hamilton has assumed control of The Yarmouth Daily News.

Rutledge & Smith, publishers of The Fort William Journal, have dissolved partnership.

Mr. P. Carteret Hill, of The Montreal Star, has gone to a commercial journal in Boston.

The St. Lambert News has been found guilty of libel against Mr. P. W. Wickham, of St. Lambert, Montreal, and condemned to pay \$50.

The old reliable, The Newmarket Era, on entering Vol. 47, enlarged by adding a column to each page. It is now double its former size.

W. A. Myers, formerly of The Stratford Beacon staff, who was reported missing from Rossland, B.C., has arrived safely at Calgary, N.W.T.

Dr. George Stewart, for so many years connected with The Chronicle, has become editor of The Quebec Mercury, one of the oldest newspapers in Canada.

The Western Canada Press Association, in session at Winnipeg a few days ago, passed a resolution protesting against the re-imposition of postage on newspapers.

Mr. Joseph Elliot, of The Kingston Whig editorial staff, has been elected chairman of the board of education for that city. He has represented Rideau ward for five years.

The Ontario county council passed a resolution of goodwill and thanks to S. H. Graham, the retiring editor of The Whitby Chronicle and now with The Hamilton Templar.

PRINTER AND PUBLISHER, on a recent visit to St. Stephen, N.B., found The St. Croix Courier established in their new offices, which are spacious and handsomely fitted up.

A. H. Cotton, of The Vancouver News-Advertiser staff since 1889, has gone to England, and received some handsome presents and a farewell dinner from his confreres before leaving.

M. D. Teetzel has resigned as editor of The Walkerville Herald. J. W. Brady, formerly editor of The Collingwood Enterprise-Messenger, has assumed the editorship of The Herald.

Another editor has captured the mayor's seat in a maritime province town. Mr. A. C. Vertram, of The North Sydney Herald, is now mayor of that town, and he was elected to the office by acclamation.

The Oshawa Vindicator is greatly improved by a new dress of type, and other changes for the better are promised. The Aylmer, Ont., Sun has enlarged the size of its pages and gives more efficient service to its readers and advertisers.

William Willison, formerly reporter of The Toronto Globe, has been appointed crown timber agent for the Yukon. J.W.C. McConnell, reporter on The Montreal Herald staff, has been given a position in the Intercolonial ticket office at Halifax.

Miss Eva Brodlique, a former Canadian newspaper woman, who spent six months in England doing the Jubilee and other

assignments for The Chicago Times-Herald, has returned to Chicago. Miss Brodlique, who is popular with all her colleagues, was given a reception by the Chicago Press League.

The Toronto Type Foundry Co.'s branch in Montreal reports business in a very satisfactory condition.

George J. Clarke, the editor and manager of The St. Croix, N.B., Courier, was elected mayor of the town of St. Stephen, at the recent municipal election, held on the 26th ult. This was the first time for a number of years that the mayoralty has been contested. The interest taken by the electors was keen, and Mr. Clarke is to be congratulated on his victory. Mr. Clarke is a prominent member of the New Brunswick bar.

NEW PAPERS.

L'Echo de Manitoba is the name of a new weekly paper, published in the Liberal interest, which made its first appearance Jan. 27. The new venture presents a neat appearance typographically.

A new weekly paper is to be published in Megantic, Que., to be called The Lake Megantic Travailleur. The proprietors are Messrs. J. P. Blais and S. Vachon, and Mr. L. N. Lapointe the editor.

Jacques Cartier county is to have a weekly newspaper, to be issued by Mr. Sydney M. Lowrie, for seven years advertising agent of The Montreal Gazette. The paper will be devoted to developing and fostering the interests of the town of Lachine and of the whole county.

THE MONTREAL HERALD FIRE.

Early in the morning of Feb. 5 The Montreal Herald building was damaged by fire. The fire started in the ceiling of the job press room and is thought to have been caused by heated steam pipes. One of the job presses was damaged by fire. The flames spread to the fourth floor by means of a copy chute. In this way The Herald's 6 linotype machines, which were on the third flat, escaped all damage. The effects of the fire were greater in the fourth flat, where the job composing-room and bindery are situated. The total damage is estimated at about \$15,000.

For two days The Herald was issued from The Gazette offices. By that time the editorial rooms were free from water, which was the only damage they received, and things went on as usual.

The offices are being changed somewhat since the fire. The editorial offices will hereafter be on the ground floor, in part of the space lately used by the business office. In the other part three new job presses will be put in as the work in that department is rapidly increasing.

THE OTTAWA PRESS GALLERY.

The officers of the press gallery at Ottawa, selected Feb. 12, are: Thomas Cote, La Patrie, Montreal, president; Horace Wallace, Mail and Empire, vice-president; Gerald Brown, Free Press, Ottawa, secretary. Committee—W. Mackenzie, Ottawa Journal, R. J. Hartley, Montreal Herald, Stewart Lyon, Toronto Globe, J. A. Phillips, Montreal Gazette, George Simpson, Toronto Globe. Among other newspaper writers in the gallery this year are: W. J. Healy, Ottawa Journal, R. M. MacLeod, Ottawa Citizen; E. M. Lyon, Toronto Globe; W.

H. Dixon, Toronto Mail and Empire; Fred Cook, Toronto World; A. Cunliffe, Montreal Gazette; I. E. Struthers and H. R. Holmden, Montreal Star; A. J. Magurn, Montreal Witness; P. M. Sauvale, La Presse; K. McConnell, Halifax Chronicle; S. D. Scott, St. John Sun and Halifax Herald; Geo. T. Owen, Charlottetown Patriot; M. E. Nichols, Toronto Telegram; R. Kingsmill, Toronto News; R. Laferrier, L'Evenment, Quebec; F. Moffet, Le Temps, Ottawa.

A VISIT TO WOODSTOCK.

PRINTER AND PUBLISHER last month paid a visit to Woodstock, N.B., and while there called on The Press Publishing Co., and was courteously received by Mr. G. L. Holyoke, the editor, and shown through their new quarters, which were taken possession of December 1, 1897. They think, and justly so, that their establishment is one of the best equipped and appointed offices in the maritime provinces. The presses are located in the basement, which is large and well lighted. A water motor supplies the power at a very small cost. Entering the premises 35 and 37 King street, the first room contains stationers' and printers' supplies. Of this, to the right, is the business office, presided over by the business manager, Mr. A. D. Holyoke. Immediately in rear is the composing room, and the forms pass to and from this room to the presses below by means of a small elevator. A large quantity of new type, etc., has recently been added, purchased from the Toronto Type Foundry Co., Toronto. PRINTER AND PUBLISHER was finally ushered into a bright, cosy room in rear part of building, off the composing room. A cheerful wood fire was burning in a handsome fireplace, and the desk and other surroundings betokened the sanctum. A large window gives a view of part of the town, the St. John River, and the undulating landscape beyond. From this room the world is shut out, and the "pen which is mightier than the sword" is wielded vigorously by ye editor. Woodstock can boast of two first-class weeklies, The Press and The Despatch.

A SPECIALTY OF PRESSWORK.

The Poole Printing Co., Limited, which did business as printers and publishers in Toronto, has been reorganized by Mr. John M. Poole, and has begun operations at 28 and 30 Melinda street. The intention of the firm is not to do any composition whatever, but to do presswork for other printing or publishing establishments, either patent block or type form work. This is the first establishment of this nature in Canada, though many are in successful operation in the United States. During the last two years Mr. Poole has been traveling for printing machinery throughout the various provinces east of Toronto, and is well known all through this territory. As he is known to be a thoroughly straightforward and honorable business man, and as the new enterprise seems to be a timely one, the firm has already all the work it can do for some time, and has had to refuse more, though it has not been in operation much over a week.

Another firm, the Poole & Wilson Co., Limited, has been organized by Mr. Poole to do business as bookbinders, etc. Mr. Wilson is a practical bookbinder, who, until recently, had been working with Davis & Henderson, Toronto. He will manage the practical department, and Mr. Poole will be business manager.

SKETCH OF FRANK A. MUNSEY, OF MUNSEY'S MAGAZINE.

WHEN we see any great achievement, anything which is really epoch-making, it is human nature to want to know something of the personality of the man who did it. We get an idea that if we can study him, we can surprise the secret of his success. He becomes a text book, a human document, much more interesting than the dry details of the actual work he has accomplished.

Few events have had a greater influence upon the education of the masses of the people than the cheapening of magazines and the introduction into them of contemporary history as it is made from month to month; and the work of the man whose conception this was makes one of the most interesting of stories. It is one which will probably never be completely told, as there is only one man who can tell it, and it is one of his characteristics that he never will; he is fonder of the future than the past.

Almost everybody who can read the English language knows that Munsey's was the pioneer in an unworked field; that it was instantly recognized as filling a want. The easily satisfied, when called upon to explain its popularity, have answered by saying that it was "only ten cents." The fact is, that the price is the smallest factor. Without any doubt Mr. Munsey could have sold his magazine, could sell it now, for the price of the older monthlies which have not been obliged to cut their rates through his example (and it was only the very solid ones which stood that strain), but that is not what he wanted to do. He had a conception; he did not blunder into a condition.

To understand it fully, something should be known of the man. He is of New England birth, coming from Maine. His people were of the solid old Puritan stock mingled with a good deal of Scotch, and his boyhood was passed in a country town. People often wonder why country boys so frequently turn out to be the originators of ideas. It is, in a measure, because they are not discouraged by seeing too much of the achievements of others, and because they have time to build air-castles, to make sketches of careers. They have a picture to make real.

Almost everybody knows how Mr. Munsey made *The Argosy* one of the most successful boys' papers of its day, but it was not until as a mature man, who knew the world and what he wanted, and better still, what the world wanted, that he con-

ceived the idea of the magazine which bears his name, and set out to make something fairly representative of himself.

He had lived in the country as a boy and knew that the ten thousand flying events, the tens of thousands of allusions to men and things in literature, art, society, political life and the history of yesterday and to-day, made an unknown language for millions. Busy people going up and down in the centres of civilization were too much occupied to snatch at events as they flew by, or even at their records in the daily press. The faces, of public people, the familiar talk of events in cities never reached those who led simple lives in farmhouses and villages. The great painting of which the world talked, they never saw. It was all this that it was Mr. Munsey's ambition to give the

people, and to give it to them at a price which the poorest could afford to pay. And as almost always happens, in carrying out his plan in a way to make it effective, he enriched himself—a result which he was quite shrewd enough to see from the beginning.

The mingling of the idealist and the practical man of business is the real secret of Mr. Munsey's success. In almost every business at least two heads are required, the one who plans largely and the one who has an eye for nicety of detail. The owner of Munsey's combines the two.

Personally, Mr. Munsey looks the grave and earnest man he is, and shows his fondness for the open in his carriage, besides indulging frequently in a gallop through the park or in a game of golf. His face is not one to encourage laxness in anybody, or to permit the man opposite to imagine that he is going to have matters all his own way. It is essentially the face of a man who can take care of his own interests and see through the fallacy of

"schemes." When he gives he gives, but nobody takes from him what is rightfully his.

The atmosphere of his offices tells much of the man. They are handsome, accessible, and are situated in one of the best office buildings in New York. The decorations of Mr. Munsey's own office reflect his artistic tastes. It is high above the city, with its three windows flooding it with sunshine. There is nothing mean or cramped anywhere. It is perhaps for this reason that the great offices move with such perfect discipline, and that so much is accomplished. It is the human element which is the moving spirit everywhere. Through each department is the strong, comprehensive grasp and ruling spirit of the man whose creation and pride it is.



SKETCH OF FRANK A. MUNSEY, OF MUNSEY'S MAGAZINE.

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Fifteen years ago Frank A. Munsey, who was a very young man at the time, came to New York to establish a publishing business. His capital, barring a trifling sum of \$40 in cash and a few manuscripts he had already purchased, consisted wholly of inexperience and the characteristics that have since proved of more value than gold. He came against the advice of every one, and he fought the fight in the early days of his publishing venture against the advice of everyone. The *Argosy*, which Mr. Munsey still publishes, was his first publication. A glimpse at the condition of things with the young publisher at this time may be obtained from bits written by Mr. Munsey himself in his boys' stories.

"Under Fire" was his first long story. It was published in *The Argosy* in 1885, at a time when there was little cash in the treasury with which to buy stories—and stories he had to have. It was written at night, after the long day's work in the business office and editorial rooms was over. Business office and editorial rooms, by the way, sounds well, but as a matter of fact they were all one in those days, and a very inexpensive one at that. The story took the place of one for which he would have had to pay \$500, a sum that went a long way in keeping *The Argosy* afloat.

The second story was "Afloat in a Great City." It was published in *The Argosy* serially in 1886, and marked the turning point in *The Argosy's* fortunes. *The Argosy* was then a little more than three years old, and had not yet reached a paying basis, closely as it had been managed. But with the publication of "Afloat in a Great City" the first substantial ray of sunshine broke upon the publisher's vision. Instead of struggling with a losing proposition he at once found himself in possession of a business yielding him the then fabulous profit of one hundred dollars a week.

"The Boy Broker" was his third long story. It was published in *The Argosy* serially in the spring of 1887, quickly following "Afloat in a Great City." It was "Afloat in a Great City" that lifted *The Argosy* to the paying point; it was "The Boy Broker" that lifted it to an important position among publications of its class.

It was in those early days of struggle that Mr. Munsey gained the equipment—the all round equipment—for the publishing business that has given him the advantage over all other publishers. It is safe to say there is not a man anywhere, in Europe or America, who knows so much of all sides of the publishing business as Mr. Munsey. It would be difficult to say what department of his business he knows best. He has a firm grasp on every one—editorial, art, financial, circulation, manufacturing and advertising. Every branch of his business has been developed on lines laid down by himself.

Thus to him alone belongs the credit of wresting success from early adversity. The business he does to-day is simply enormous. There is no one man in the world who uses every year so much book paper in getting out his publications.

Mr. Munsey is an original thinker. Conventionality he

detests. Nothing annoys him more than to be told that a thing will not go because it never has gone—because there is no precedent for it. He argues out his deductions from the concrete facts that have to do with a problem, and nothing can dissuade him from following his own reasoning.

Mr. Munsey's various enterprises are already familiar to the public—the man himself is not so well known, for he is not the sort to keep his personality before the people except through the work he inspires. He is himself a tremendous worker. He practically reads every story that goes into his publications and passes on every illustration. All the advertising for the house he prepares himself; he has an art in writing advertisements which would bring him in a fortune were he obliged to turn it into a salary.

Indeed, his ability as a writer is remarkable when we consider how rarely this is found in conjunction with such business instincts as he possesses. Besides his three well known boys' books he has written two novels. All five have been composed under pressure, being needed to fill space in his publications, and yet he has never suffered himself to do hasty work in their production. He weighs words carefully before putting them down and has a very sensitive ear for euphony or expression. His books have all been good sellers, and have also won praise from his critics. The "Publisher's Desk" department of Munsey's, in which he chats personally with his readers is an exceedingly popular feature of the magazine. His style is terse and forceful and possesses a strong individuality. He possesses the ability to transfer his attention quickly from one thing to another, has an excellent memory, and is never "rattled," to use a colloquial phrase.

JOHN BAYNE MACLEAN.

OMITTING A MAN'S NAME.

A curious newspaper action has been before the English courts. Mr. Sharpe, solicitor, practising in Birmingham and West Bromwich, brought an action against the proprietors of *The Birmingham Post* and *The Birmingham Daily Mail* to recover damages for alleged libel and conspiracy. Mr. John Thackray Bunce, editor of *The Post*, and Mr. Herbert, a reporter of *The Post* and *The Mail*, were joined in the action as co-defendants. The alleged conspiracy complained of consisted in omitting plaintiff's name in the reports of county court and police court cases, it being contended that the boycotting ensued on a libel action brought against *The Mail*, in which plaintiff acted as solicitor for the other side. The jury found that there was no libel, and returned a verdict for the defendants, with costs.

SAMPLES ON APPLICATION.

Buntin, Gillies & Co., Hamilton, are preparing a new price list and samples of their line of envelopes made by the Morgan Envelope Co., Springfield, Mass., which will be sent to printers on application.

THE SEMI-WEEKLY.

ITS GREAT OPPORTUNITIES AS A NEWSPAPER AND AS A MONEY-MAKER.

B. Murphy, Vinton (Ia.), Eagle, in Newspaperdom.



IT is hard to give up old customs. The weekly has been the standard publication for the rural population for all time, and even though we may think rural readers might wish fresher news, rather than encourage an innovation, we make ourselves believe the rural reader is perfectly satisfied to learn the happenings of the world, as well as the local news, once a week. The rural publisher is as keenly alive to "news" as his metropolitan brother, and when anything of importance

occurs in his town or neighborhood, he is alive to the necessity of obtaining the particulars and writing it up. He does so, and when he has finished he complacently hangs the copy on the hook and as complacently sits down and waits for publication day to come around, whether it is one or five days off, so that he may give it to his readers.

But electricity and perfecting presses are revolutionizing customs, and the quick dissemination of news is now becoming paramount. The rural publisher is becoming aware of this fact by reason of the "prospectuses" issued and "clubbing" rates offered by the metropolitan papers, extolling the great advantages of their publications by virtue of the semi-weekly feature. There is no denying the fact that this is breeding a desire upon the part of rural readers for a quicker medium than has been in vogue in the past.

The "semi-weekly" has been a badly abused term. It has seemed to have carried the opprobrium of a weekly "split in two." There has been too much reason for this. Too many publishers, with an ill-advised desire to be enterprising, have started semi-weeklies, but have killed their enterprise by the manner in which they have launched it. The public knows a good paper, and the publisher who undertakes to float a semi-weekly carrying less virtue than his weekly is sure to fail. The semi-weekly should be "semi" only in name; in fact, it should be two good weeklies in one week. A publisher will not lose money by being liberal in his composition bills.

To the writer the semi-weekly is an "old thing." The Eagle was changed from a weekly to a semi-weekly fifteen (1882) years ago. It is established. It is essential to reader and advertiser both—to the one as much as the other—and it would be hard for us now to tell which would miss it the most. From a news standpoint I have had many experiences which have proved the efficacy of the semi-weekly. At the present time there is on trial, in this county, a man charged with murder—one of the most mysterious that has ever occurred in the state. My semi-weekly allows me to completely cover the ground, and although there are three dailies on two sides of me and within twenty-five miles of Vinton, my list has gained many new subscribers. This is an instance of important news. In the general run of local news it is a matter of no less importance, not only because the semi-weekly gives the opportunity to give the local news fresh, but because the facilities for covering the

local are greater. Mail facilities are so complete now, and farmers live in such close proximity to a post office, that they are enabled to get their mail two or three times a week.

I find that one of the greatest benefits of the semi-weekly accrues to the merchant. Of course, to the professional and other cards it makes but little difference; but to the grocery, dry goods, boot and shoe, clothing and hardware man it proves to be of incalculable benefit, especially during the busy season, which, to the live merchant, lasts all the while, excepting a short time in midsummer and in midwinter. To the publisher the semi-weekly is an added element to his opportunity to earn. The weekly publisher knows that when he lifts his forms from the press they cannot earn another dollar for a week, but the semi-weekly publisher knows that he will harvest another crop before the week is out. Any well-educated (this in an advertising sense) and well-trained business community realizes the newspaper is its best medium of communication with the trading public, and it is not slow to take advantage of quick and frequent opportunities to utilize it.

Any publisher changing from a weekly to a semi-weekly will have the same difficulty *The Eagle* experienced—that of training its advertisers to using both editions. At first he (the advertiser) is skeptical and thinks he is paying out more money for the same benefits, but he soon changes his mind. Then, again, new firms are constantly coming in, and they are glad to find a semi-weekly and are quick to take advantage of it. The firms you first have to battle with soon pass away.

Does it pay?

An experience of fifteen years, I am glad to say, sustains me in answering the above question in the affirmative. Your opportunity for editorial work is greater, which is an added strength to the paper, both in the county and in the state. Locally, I find it as easy to sustain a subscription list of 2,000 as it was one of 1,200. My advertising has increased nearly 50 per cent. Last year my advertising amounted to 40 columns, which netted me a little over \$100 per column.

Three years ago, at St. Augustine, Florida, the writer had the pleasure of reading a paper before the National Editorial Association, entitled "The Semi-Weekly in a Rural Town," which, through the publicity given it, created considerable discussion at the time, and was the means of bringing to the writer a great many letters asking for details, which could not be given in a general article. I took the position that towns of 3,000 to 5,000 would maintain a good semi-weekly, and I have seen no reason to change my mind.

The good, strong semi-weekly gives itself a prestige and standing that are valuable to the publication and the publisher.

A YOUNG MANAGER.

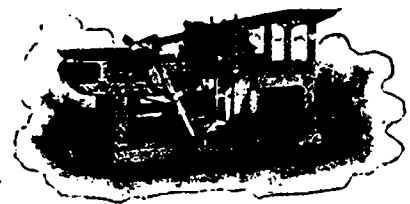
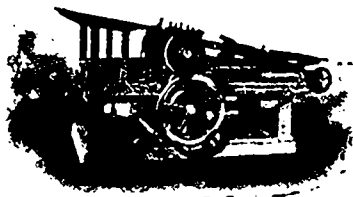
La Presse, the great French daily of Montreal, has a larger circulation and a younger advertising manager than any other daily newspaper in Canada. Mr. Arthur Lamalice, who is only twenty-six years old, has had a career, says *Printer's Ink*, that resembles Barnum's in its diversity of occupation. Among other things, he has been a book-keeper, a traveling agent for dry goods, a land agent, an advertisement writer, a solicitor of ads., and now advertising manager. Mr. Nathaniel C. Fowler has declared that there are not half a dozen men in Canada to-day who can write as good ads. as Mr. Lamalice.



If you are in business
to make money

A **CENTURY
PRESS**

Will do the Trick.



CAMPBELL PRESS CO.

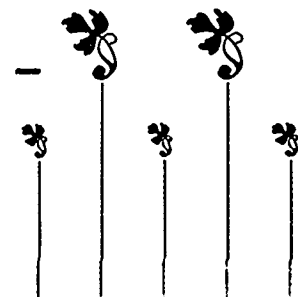
New York.

Canadian Representative:

C. HOWARD SMITH

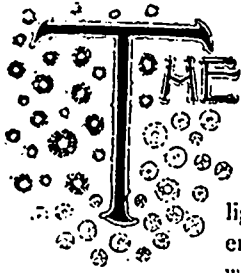
73 St. James Street

MONTREAL



EASTERN TOWNSHIPS PRESS ASSOCIATION.

AN ENJOYABLE WINTER MEETING AT ST. JOHNS.



WINTER meeting of the Eastern Townships Press Association at St. Johns, Que., on January 21st, was an unqualified success in every way. Fine weather, warm hospitality and a good programme combined to make a delightful day for those who were lucky enough to be present. The members who answered the roll were: E. R.

Smith, of The St. Johns News, president of the association; A. L. Lance, Richmond; M. T. Stenson, M.P., Richmond; E. J. Bedard, Richmond; S. Frazer, Richmond; J. Smith, Richmond; J. C. Sutherland, Richmond; Lt.-Col. Morehouse, Sherbrooke; E. S. Stevens, Sherbrooke; L. C. Belanger, Sherbrooke; L. S. Channel, Sherbrooke; W. L. Shurtleff, Coaticook; L. C. Charbonnel, Cookshire; J. H. Tomson, Ormstown; Charles Dewick, Huntingdon; J. C. Howard, Rock Island; H. R. Smith, St. Johns; Mr. J. B. Tressider, of the Montreal Star; Mr. F. D. Shallow, of Le Moniteur du Commerce, Montreal, and a representative of PRINTER AND PUBLISHER were also present.

After an informal reception of the visitors by the mayor and other leading citizens, the party were driven to the barracks of the Military School by Mr. Alexander MacDonald, a local magnate, who generously placed his drag and horses at the disposal of the association for the entire day. Here they were received by the commandant and Col. Roy, D.O.C. After inspecting the men's quarters, library and other places of interest the members returned to the Windsor hotel where lunch was served.

The afternoon was occupied by a round of visits to the principal manufactories of the town. The Corticelli Silk Co.'s factory was first inspected. Every phase of the process needed to change the tangled skein that enters the factory to the neat spool that leaves it was explained, and each visitor was presented with an attractive souvenir of the works. The huge hat factory owned by Mr. J. E. Molleur was the next visited, and from there the party adjourned to drink the proprietor's health at his residence. The works of the Canada Stone Chinaware Co., the Dominion Sanitary Pottery Co., and the Caledonia Pottery, where sanitary and other chinaware is manufactured in large quantities as well as the Standard Drain Pipe, a concern with a huge annual output, all proved of great interest to the visiting journalists.

Not the least attractive feature of the day's doings was a visit to The News office, where the Campbell "Century" press, recently purchased by the publishers, was at work. The excellence of the printing combined with the rapid and easy movement of the press was a source of delight to the visitors, and Mr. C. Howard Smith, Canadian agent for the Campbell Co., who had taken part in the day's outing, received many encomiums. A very pleasant reception and afternoon tea at the president's house concluded the afternoon programme.

THE MEETING.

The business meeting was held at the Windsor hotel, in the early part of the evening, President Smith presiding. The most

important matter discussed was the damage and delay caused by sliding stereotype plates—such as are supplied by advertising agencies and large general advertisers—breaking. Complaints are made of frequent accidents in this way. Several members complained of the injury done to type and presses through such accidents, and upon motion the president and secretary were instructed to draft a letter to be sent to the principal agencies, requesting that all cuts supplied be mounted on wood or metal. Eight new members were admitted and two applications laid over for further enquiry. The question of a summer trip was discussed, and a letter from the president of the Canadian Press Association inviting the E. T. pressmen to attend the annual meeting at Ottawa, was read.

THE BANQUET.

The banquet given by the citizens of St. Johns was a brilliant finale to a most enjoyable day. Besides the "press gang" there were present: Messrs. W. H. Wyman, J. E. Molleur, Duncan MacDonald, Alex. MacDonald, H. N. Wurtele, H. G. Perchard, Hon. Mr. Duffy, Lt.-Col. Roy, Lt.-Col. Vidal, Capt. Fages, Sheriff Arpin, Gabriel Marchand, Mayor Hebert, James O'Cain, J. B. Tressider and many others. The committee in charge had been unremitting in their efforts to make everyone enjoy himself, and succeeded admirably. Letters or telegrams of regret for non-attendance were read by Mr. Wurtele from: The Hon. J. I. Tarte, Ottawa; the Hon. F. G. Marchand, Quebec; Hon. S. A. Fisher, Ottawa; Hon. Mr. F. Hackett, Stanstead; C. H. Parmelee, M.P., Waterloo; Dr. Chalmers, Magog; G. C. Wilcocks, and S. Patterson, Granby; J. B. MacLean, president of the Canadian Press Association, Montreal; Mr. Lefebvre, Montreal; W. F. Jones, and W. L. Ball, Richmond.

After the toast of "The Queen" had been honored, President Smith, who acted as chairman, proposed the health of "The President of the United States." U. S. Consul Deal in reply had some nice things to say of Canada and Canadians.

"The Dominion and Local Parliaments" brought eloquent speeches from Mr. Stenson, M.P., who urged the E. T. journalists to assist in bringing Quebec Province to the front as a great dairying and agricultural country, and from Hon. Mr. Duffy, who complimented the press of Canada upon its fairness and moderation. He called upon the newspapers of Canada to unite, irrespective of creed, nationality or party, in developing the resources of this country.

Ex-Mayor Jas. O'Cain, in a neat speech, proposed the toast of "The Army, Navy and Volunteers," paying a high tribute to the Canadian forces generally and to the officers and men of the St. Johns Military School in particular. Cols. Roy and Vidal replied suitably, the latter giving a brief sketch of the military history of St. Johns.

Sheriff Arpin had many kind things to say of the Eastern Townships Press Association and the press generally. Suitable replies were made by Mr. E. R. Smith, Mr. A. L. Lance and Mr. E. J. Bedard, the latter delivering one of the cleverest and most amusing speeches of the evening.

Mr. J. B. Tressider in proposing "The Mayor and Corporation of St. Johns," dwelt upon the ability and uprightness of

the town fathers. Mr. Hebert replied, after which Mr. W. L. Shurtleff called on the gathering to honor the toast of "The Industries of St. Johns." In replying Mr. C. H. Wyman and Mr. J. E. Molleur gave some interesting information regarding the local manufactories.

"The Learned Professions" and "The Ladies," produced amusing speeches from Messrs. H. Wurtele, Truell, Alex. MacDonald, and Rev. G. H. Porter, an old newspaper man, who gave ample proof of his ability as a speaker.

Surgeon Lt.-Col. Campbell, of Montreal, told the story of his journalistic career. From boyhood, when he reported for The Montreal Pilot, which his father printed for Sir Francis Hincks, until the present day, he has always maintained an active connection with the press.

Songs and a reading from "The Habitant" concluded a most enjoyable entertainment.

The E. T. Press Association was never in a more flourishing condition. There are now more than 400 members on the roll, representing almost every paper in every portion of the province. The officers of the association are: President, E. R. Smith; vice-presidents, A. L. Lance, L. E. Charbonnell, L. S. Channell; sec.-treas. E. S. Stevens.

The "Royal Cheviot" cover paper gives a striking appearance to the job. Buntin, Gillies & Co., Hamilton, carry it in stock in eight colors.

NEWSPAPER POSTAGE.

Halifax Herald: If the Postmaster-General be really contemplating the reimposition of newspaper postage, as is reported, there are two things he should remember. The first is that the postage should not operate during current year, while contracts between newspapers and their subscribers are running; and the second is that Canadian newspapers should not be compelled to pay postage so long as foreign newspapers are carried free.

Manitoba Free Press: By whatever name it may be called, the Canadian tariff is a protectionist one. Both parties agree that protection shall remain the fiscal policy of the Dominion. It is said that protection means the taxing of the many for the benefit of the few. In effect it is. Canadians have agreed to be taxed for the benefit of Canadian industries. This policy is to be reversed in the case of newspapers, which together make one of the largest manufacturing industries in the Dominion. It is proposed to impose a postage tax on newspapers sent to subscribers from the office of publication, which is taxing the industry for the benefit of the many. This is a national policy with a vengeance. In all the scramble for fiscal favors the newspapers have never taken part. The presses, the paper, the ink, the type—everything that goes to make a newspaper has been taxed, and it has submitted without a murmur. And now it is to be taxed directly for the benefit of the public exchequer. It will not even be let alone, which is the least it could expect.



What about the Cuts for your Special Edition ?

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

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

IN THEIR NEW BUILDING

At **92 Bay Street**

"THE ART ENGRAVING CO. OF CANADA."

CANADIAN PRESS ASSOCIATION.

PROGRAMME OF THE MEETING AT OTTAWA, MARCH 10, 11.

ARRANGEMENTS are now practically completed for the 40th annual meeting of the Canadian Press Association to be held in the Parliament buildings, Ottawa, March 10 and 11. The sessions will be held during the morning, to enable members interested in the debates to be present during the afternoon. On Thursday night the annual dinner will be held, and their Excellencies Lord and Lady Aberdeen have expressed a desire to meet the members at Government House on Friday night.

THE POSTAGE QUESTION.

There is more business of importance than usual to come up, and there is just a possibility that some representative of the Institute of Journalists may be present.

The postage question is in this shape: "The general belief is that the Postmaster-General intends asking Parliament to reimpose postage on newspapers. Last year, on motion of Mr. P. D. Ross, Ottawa Journal, the association passed the following resolution:

"That whereas the removal of postage on newspapers fifteen years ago was not solicited by publishers, that value was given to the community at the time by the reduction of newspaper prices, and that since that the scale of newspaper expenditure has been graded to the existing condition.

"And whereas the fiscal system of this country recognizes the promotion of home interests, and that newspaper publishers without any protection themselves in any shape, save by the present postal law, are forced to contribute to the advantage of other manufacturers and interests by the Customs duties on type, printing presses, printing machinery of all kinds, type furniture, paper, ink, stereotype plates, newspaper cuts, in short absolutely every product that enters into the manufacture of a newspaper,

"Resolved, that this association as a body take no action in regard to the Postmaster-General's proposition to reimpose postal rates, except to send a copy of this resolution to every publisher in Canada, suggesting that should this question come before Parliament, each parliamentary representative should be asked to insist upon reduction or abolition of the above Customs duties on publishers' materials as a necessary correlative to the reimposition of postage.

SOME OF THE CONTRIBUTORS AND PAPERS.

There will be fewer papers, but these will be of much interest. Frank A. Munsey, Munsey's Magazine, who is the most successful modern publisher, will describe how a journalist-publisher may attain success. He should know. He began with nothing, and is reputed to now have an income of \$500,000 a year from his publications.

From New York will also come F. James Gibson, hon. secretary of the Sphinx Club, the association of advertisement writers of the United States, who will talk on "The publisher's duty to the advertiser." Mr. Gibson is one of the cleverest and best known advertisement writers. He handles the advertising for A. A. Vantine & Co., New York, a firm which does the most extensive business in Japanese and Chinese goods, oriental rugs and carpets, and who are reputed to spend \$150,000 annually, and in newspapers only.

In St. John and other parts of the maritime provinces they have a very keen, shrewd, far-seeing lot of business men, who some time ago began a scheme for the systematic develop-

ment of tourist travel. It has been a great success. They have brought thousands of visitors, many of them for the whole season. It has been profitable alike to the business men generally and to the publishers. It is estimated that the State of Maine, which has been systematically at work for some years, derives from twenty to thirty million dollars annually from tourists. W. S. Fisher, president of the St. John Board of Trade, and the leader in the tourist movement, will describe what they have done, and tell how the press may aid in developing a similar plan in their own particular districts.

Two recent prosecutions—one in Ontario and another in British Columbia—show how uncertain is the criminal libel law. John King, Q.C., will deal with these cases, and suggest what amendments are necessary.

Roy V. Somerville, a former president of the association, will discuss free book and theatrical notices. It is well known that these two get more reading notices for less advertising than any other clients of a newspaper. The big dry goods house seldom gets a free notice.

John A. Phillips, Montreal Gazette, will read a paper on "Ottawa Correspondence"; John Lewis, of The Globe, on "The Daily Press and Foreign Affairs"; A. R. Fawcett, Toronto Junction, on "Country Newspaper Advertising."

Should any publisher or journalist desire any other question taken up he is requested to communicate with the president, Major MacLean, Montreal, at once. Since the draft programme was prepared two have been suggested: "Is co-operation possible in securing advertising, in buying paper, in buying type, in plate matter?" and "What is the new adjustable advertising schedule adopted by several United States press associations and which reduces to a minimum the cutting of prices by advertising agencies?"

THE RAILWAY RATE.

The railways will as usual give transport returning from the meeting free. That is, anyone desiring to attend will purchase a single fare ticket to Ottawa getting a receipt therefor. At Ottawa this will be exchanged free of charge for a pass for the return journey.

THE BANQUET.

A number of eminent persons have been invited to attend the banquet and deliver addresses. These include His Excellency the Earl of Aberdeen, Sir Wilfrid Laurier, Sir Charles Tupper, Sir Mackenzie Bowell, Sir James LeMoine, of Quebec, Dr. W. H. Drummond, of Montreal, author of "The Habitant," M. Louis Frechette, C.M.G., and others.

PRINTER AND PUBLISHER hopes that every active member of the association will see his way to attend the Ottawa meeting. The arrangements made will be found satisfactory, and a visit to Ottawa during the session of Parliament has often been urged upon officers of the association as a good programme for the annual meeting. Now that this idea has been adopted the members should support it by a large attendance. There is reason to think that the action of the association upon postage will have a direct bearing upon the manner in which the Postmaster-General decides to impose his rates. The wisdom of publishers thoroughly ventilating their views at the meeting is, therefore, evident.

"INSURANCE POLICY" INK

MANUFACTURED BY

FREDERICK H. LEVEY & CO.,

PRINTING INK
MAKERS,

NEW YORK.

THIS INK is intended for such classes of mercantile work as Insurance Policies, Book Headings, etc., where hard paper is used, and a quick drying ink is necessary.

Having been appointed Selling Agents in Canada for **LEVEY'S INKS** we can supply all orders at the shortest notice.

In order to give every Printer in Ontario an opportunity to test this ink, we make the following offer:—On receipt of ONE DOLLAR we will send one pound, expressage prepaid, to any part of the Province.

ST. CATHARINES

This Sheet of "HERCULES BOND" is Printed with
\$1.00 "INSURANCE POLICY."

THE **BARBER & ELLIS CO.,**

Nos. 43, 45, 47 AND 49 BAY STREET,

TORONTO.

THE BARBER & ELLIS CO.

Nos. 43, 45, 47, 49 BAY STREET
TORONTO,



READY MADE

BEG TO ANNOUNCE TO THE TRADE
THAT THEIR
CATALOGUE AND PRICES LIST

THE INK

hard paper is used, and a quick order is necessary.

Flat Papers,

CARDS,

CARDBOARD,

BILL HEADS,

STATEMENTS,

THE SPEC OF HERCULES BOND

IS NOW READY FOR DISTRIBUTION.

SAMPLES FURNISHED
ON APPLICATION.

CORRESPONDENCE
SOLICITED.

THE BARBER & ELLIS CO.

Nos. 43, 45, 47, 49 BAY STREET

TORONTO

DEPARTMENT STORES BEATEN.

The boycott of the Denver newspapers, begun ten days ago, by fourteen departmental stores ended by the unconditional surrender of the stores. The stores made the demand that the papers reduce their advertising rates 30 per cent. or they would cease to advertise. The fight stirred up the community greatly, the result being that the stores were almost forsaken by buyers, and the proprietors had to surrender or go out of business. Labor unions held meeting after meeting to contrive plans to spread the agitation and keep the people away from the departmental stores. At a late hour one night the newspaper offices were visited by a representative from each store. They acknowledged that they were beaten, and would resume their advertising contracts as soon as arrangements could be made.

Referring to this episode The Ottawa Journal remarked: "The wonder is that no departmental store has yet tried to issue a newspaper. The only reason why doubtless is that the big store thinks it cheaper to use somebody else's paper, but the experiment will doubtless be tried ere long."

WINNIPEG PRINTERS PROTEST.

The Winnipeg Typothetae, at its regular meeting, Feb. 1, passed the following resolution, and the secretary was instructed to forward copies to various firms and corporations now in the habit of having their printing supplies furnished by eastern printers:

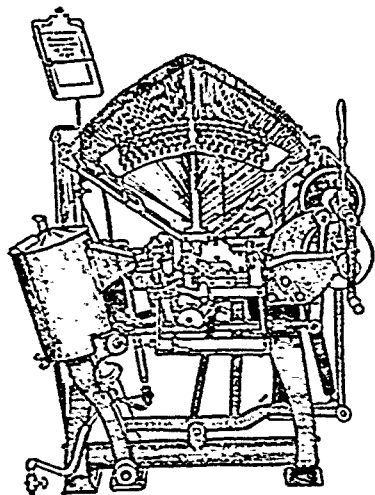
"Resolved, That we, the Winnipeg Typothetae, representing the printing and publishing interests of Winnipeg, do protest against the prevalent practice of business houses sending to

the east for their printing and stationery supplies. We consider the practice unpatriotic, and detrimental to our growth and general interests, depriving, as it does, a large number of employment and permanent residence, besides being unnecessary, the printing houses of Winnipeg being equipped to execute all kinds of work at reasonable prices."

A correspondent of The Free Press wrote to that journal stating that a member of the Typothetae gave an order to Toronto for a lithographed souvenir.

A NICE NUMBER.

We have received, rather late, by reason of a mistake, from the publishers of The Waterford, Ont., Star, a copy of their special Christmas number, issued December 16. Beside the usual ten pages, it has a supplement of eight pages of Christmas literature, choicely illustrated. On the first page of the supplement is a large photogravure, about 14 x 20 inches in size, of a bright-faced girl of about a dozen summers, offering to one of her "friends," her pony, an apple, while a fine mastiff stands by, and her cat, standing on a window sill, is rubbing its fur on her arm. The grouping of this picture is charming, indeed, so much so that the picture must have been hailed with delight in many a Norfolk county home. The second page contains photogravures of Queen Victoria, the Prince of Wales, the Duke and the Duchess of York. The eighth page is devoted to a description of the town and business firms of Waterford, and includes a bird's eye view of the town. The other pages are well interspersed with miscellaneous cuts, especially Canadian scenes. The issue throughout is a credit to the proprietors.



ROGERS TYPOGRAPH

Write for particulars and get copies of letters showing what Typograph users think of it.

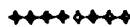
It may pay you to do so.

A Successful Printer

is one who keeps abreast of the times. His office contains the latest and best makes of machinery, type, etc. Cheap composition is now a matter of compulsion if you intend to keep up with your competitor. This can be easily and speedily attained if you

Will Use the Typograph.

The country weekly printing office using this machine can save as much money, other things being equal, as the larger town or city office. "Hard times" will come but can be made easy by use of this machine. The savings will pay for the machine.



CANADIAN TYPOGRAPH CO., Limited

WINDSOR, ONT.

A QUESTION OF VALUATION.

THE Canadian Customs authorities recently detained a carload of news paper (fifteen tons), shipped by a New England mill to its Toronto agent, for undervaluation. The paper was entered at \$30 per ton. For some time Canadian manufacturers have been annoyed by the large shipments of paper which were brought in at irregular intervals from the other side, at very low prices, and some of them came to the conclusion that it would be worth while watching these importations. The result has confirmed their suspicions, and they think they have discovered the methods by which the United States mills were able to lay down their paper at \$42 per ton, when the regular market price was about \$48. The consignee, it is understood, offered to raise the valuation, first to \$32 and then to \$35 per ton.

FINED FOR A PRIZE COMPETITION.

The latest form of newspaper gambling in London, England, is the scheme of offering \$1,000 for a correct estimate of the number of births and deaths in London each week. The editor has been getting rich fast, but he was arrested recently. He undertook to prove that the game was really a competition of skill, the fact being that hundreds have been consulting the registry office to figure out the probabilities and base their answers on the law of averages. The magistrate said it depended upon what was the determining factor. If skill, then it was not a lottery; if chance, then the defendant was guilty. He did not see how anybody, by studying the returns, could obtain an accurate estimate. So he fined the editor \$100.

NO MORE FREE PUFFS

The management of The Victoria, B.C., Colonist announce that they have decided to abolish that department of the paper devoted to philanthropic advertising. Hitherto advance notices of entertainments of various kinds, where a charge for admission was made, have been inserted without payment, sometimes cheerfully, oftener grudgingly, for the advertising columns of a newspaper are to it what the silks and cottons and laces are to a dry goods store. There is no more reason in asking a newspaper for a free advertisement than there is in asking a grocer for a ham or a draper for a yard of silk without giving an equivalent in return. From this date it will be a fixed rule of The Colonist that all advertising must be paid for.

NEWSPAPERS CREATE POLITICIANS.

During the Ontario election campaign, editors on both sides have been doing so much for their respective parties that the following from The London News is timely and instructive:

"I have spent twenty years of my life trying to make political reputation for other people, trying to tell what other Liberals have done, and trying to help other Liberals to success, and I am afraid I have got my vocal organs trained to the praise of others, rather than of myself. I cannot turn around and speak of what I have done myself."

The above is an extract from a speech delivered by Mr. Andrew Patullo, M.P.P., at a recent meeting. Mr. Patullo is a newspaper man, and what he says of himself is true of nearly all newspaper men. They spend their lives in the making of other men, keeping themselves in the background. Whether they are wise from a worldly point of view is a question that each must determine for himself, but of the fact there can be no question. Commenting on the point, The Ottawa Journal

says: "The press makes men. Sometimes, it is true, they have little reason to be proud of their work, but without the support and co-operation of the press those men would never have emerged from the obscurity in which their lives were cast. Too often ingratitude is the return. There is a tendency on the part of many to 'scorn the base degrees by which they did ascend,' and, unless a lively sense of favor yet to come compels the exhibition of what is termed gratitude, favors past are utterly forgotten. Mr. Patullo, who is a first-rate editor with a first-rate paper, knows whereof he speaks in this respect."

SPOILED COPIES.

The old maxim that "accidents will happen" is applicable to printing offices as well as other places, yet in the majority of cases when there is a misprint, when the imprint of the form on the press gets onto the tympan, there is no necessity of spoiling good papers. The majority of newspaper offices, in the case of a misprint, run through about half a dozen sheets, which are then laid aside as spoiled. Sending out a sheet which bears, beside the regular impression, the leavings of an impression on the tympan, is a mistake which should be carefully avoided.

The Bras d'Or Gazette, of January 26, contained a seven-column report of a recent speech made by the Hon. George E. Foster, besides an abundance of local and district news, etc. The matter was well arranged under exceptionally striking headings, yet the week's good work by the editor of this paper was lost to us, because the sheet we received had a double impression, one of these printed backwards from the tympan, and completely blurring the other. How would that affect the average subscriber?

ENVELOPES

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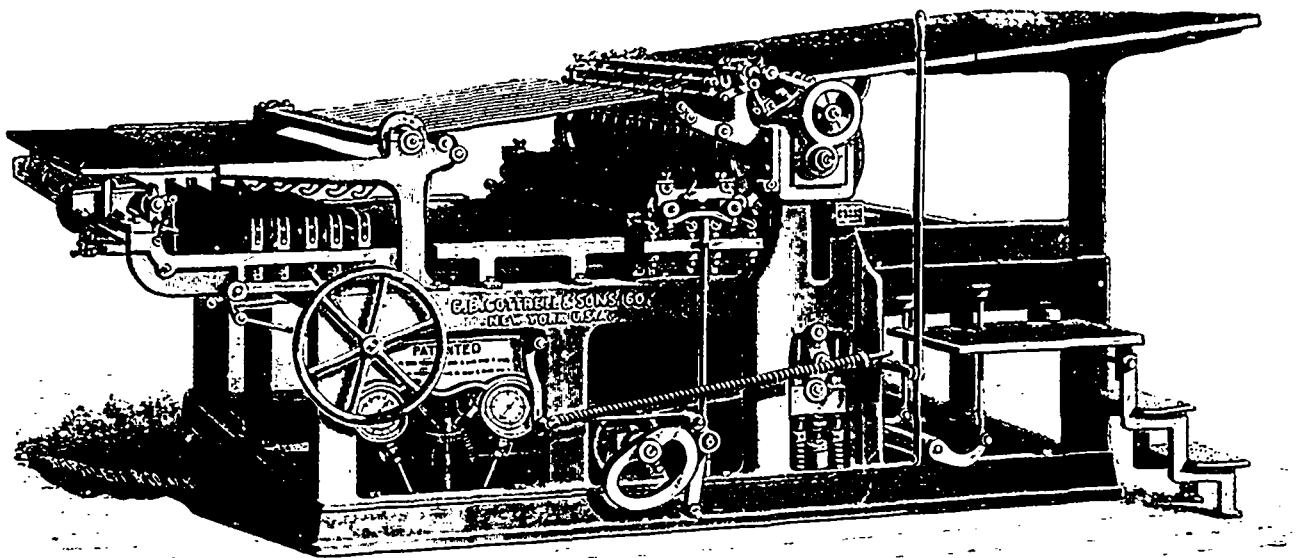
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OBITUARY.

NEWS has been received from England of the death there of F. G. Greenstreet, editor of The Whitewood Herald, Assinaboia. The cause was consumption of the throat. Mr. Greenstreet was only about 30 years of age.

Clayton Bennett, an English journalist, who arrived in Canada a few weeks ago, died in Montreal Jan. 24, of Bright's disease. Mr. Bennett was an Englishman, who went to South Africa 20 years ago, and lived a pioneer life during a great part of the time. He engaged in gold and diamond mining, and made many expeditions into the interior. He was evidently a trained newspaper correspondent, and had been associated with several London papers, and with many in South Africa. He arrived at St. John in December, and did some clever writing for The Sun on South Africa. Though ill, he pushed on to Montreal where the death occurred. His journalistic acquaintances in St. John and Montreal showed him much kindness.

Geo. M. Rose, the veteran publisher, who died in Toronto Feb. 10, aged 69, was in early life a printer, and afterwards a reporter and editor. He was born in Caithness-shire, and was apprenticed in The Journal office at John o' Groat. In 1850 he was connected with The Northern Ensign. Early in the fifties he came to Canada, and was engaged in several newspaper and printing enterprises: Founded The Merrickville Chronicle; published The London Atlas and afterwards The Toronto Atlas; was editor of The London Prototype; was Parliamentary printer for some years, and of late years head of a printing and publishing business. Mr. Rose was much respected.

Thomas Collins, one of the oldest newspaper men in Western Canada, died at Victoria, B.C., Jan. 28. He was a native of Stonehouse, Plymouth, Eng., and, coming to Canada in 1870, made Ottawa his home for some eight years. Afterwards he moved to Winnipeg and later to Portage la Prairie, where he published the first paper printed to the westward of the prairie province's capital. For two years he was reeve of Portage la Prairie, and throughout that district was widely and popularly known. He moved to Victoria in 1888, and for some time had charge of The Standard, and in later years had the management of The Chilliwack Progress. At this time ill-health had begun to trouble him, and for a long time he had not been able to leave his house. He was 50 years of age, and leaves a widow and two children.

No matter how good the work is, the effect is spoiled by using poor paper. "Century" linen (cream laid and white wove) looks well under any type.

Buntin, Gillies & Co., Hamilton, have for sale a 32-inch "Victor" cutting machine, for hand or power. This machine has only been in use a short time and is for sale, cheap, as the firm wish to replace it with one of a larger size.

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

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A BARGAIN

Paper and Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

MONTREAL AND TORONTO, FEBRUARY, 1898.

THE SLAUGHTER MARKET.

EVERY paper manufacturer in the Dominion will heartily approve of the action of the Dominion Customs officials in detaining a lot of United States paper which was being dumped on our market at slaughter prices. This kind of thing has been allowed to go on too long to the detriment of our own people. PAPER AND PULP NEWS is not, and never has been, an advocate of "high prices" for paper beyond what is a fair and reasonable price for the finished article, having due regard to the cost of production and a fair return to the manufacturer. It has been patent for some time to the most thoughtful and far-seeing men in the trade that the permanent prosperity of the industry in Canada depended upon the ability of the manufacturers to get down to an export basis. With this object in view they have been extending and improving their mills, and some of them will be heard from shortly in the foreign markets. The natural result of such a condition of affairs must necessarily bring the home market to figures approaching at all events the ruling prices of the world. This being the case, it becomes the imperative duty of the Government of the day to prevent the United States mills from making this a slaughter market upon which to dump their surplus stocks in order to preserve their own markets at profitable prices. The paper manufacturers and the public have a right to demand that the Customs Department shall, in every case, insist upon the paper which is brought in being valued at the fair current market price, which will not be \$30 per ton at any mill in the United States and will seldom be very much below the ruling prices in Canada. Our mill owners do not ask for anything more than fair treatment, to which they are entitled, and their argument, that if the Customs duties are enforced upon proper valuations it will prove an effective barrier to the slaughter market appears to be based upon sound principles. This incident but serves to emphasize a continuation of the folly which Canadians have been guilty of in allowing the United States mill owners to obtain their raw material from our forests, free of export duty, in order to enable them to produce cheap paper with which to ruin the mill owners who are seeking to build up Canadian industries. It would be well to reflect for a moment upon the different treatment which Canadian goods and Canadian workmen receive from the United States; and in this connection an object lesson is afforded by the returns of the United States imports for the last two years. In 1896 Canadian wood pulp to the value of \$456,987 was consumed in the United States, but in 1897 only \$296,390 worth was taken, the Dingley bill having effectively killed the trade in this article between the two countries. During this self same period, however, the imports of pulp wood from Canada con-

tinued to increase rapidly. An export duty upon pulp wood might not prevent all the spruce logs going out, but it would go a long way towards preventing United States paper coming in by enhancing the value of their raw material.

PROTECTING BUSINESS MEN.

THE success with which forgery has, from time to time, been practised by fraudulent alterations on ordinary cheques, bankers' drafts, etc., has induced a London stationery house to introduce a peculiarly sensitive paper, which, in combination with a new kind of printing ink, affords a protection hitherto unknown. The double detector cheque paper, as it is termed, is tinted with very delicate writing ink, mixed with the pulp in process of manufacture. It is, therefore, obvious that any chemical which removes writing ink from its surface will at once alter the tint of the paper, so that no attempt to remove writing from it by chemical reagents can be successful. The printing ink, on the contrary, is not tinted with writing ink, but is prepared with ingredients much more easily affected by ink solvents than any writing ink can be, and is especially adapted in its chemical properties for use on the ink-tinted paper.

The result of these combinations is the production of several varieties of protective cheques: printed in sensitive ink; and also of protective papers, on which to print or lithograph cheques in ordinary oil ink. Prof. Frankland, F.R.S., states that it is quite impossible to efface any kind of writing from this paper without "such a discoloration of the material as to render detection certain." In attempting to remove writing from these cheques by the use of certain chemicals, the printed ground is completely discharged, and either a discoloration or bleach is produced in the paper; while if other chemicals are employed, the tint of the paper is changed to a bright insoluble blue. These alterations take place long before the writing on the document is removed by any ink discharger that may be used.

NEW QUEBEC MILLS.

The new paper mill of the Canada Paper Co. is almost complete. The machinery is being set up and the mill will be running about March 1.

The sulphite and soda pulp mills of the Royal Paper and Pulp Co., at East Angus, are almost completed. It is expected that they will be running about the end of March.

Mr. C. T. Robertson has received a good recommendation for the Scott press he put into the Deaf and Dumb Institute, at St. Louis de Mile End, Montreal. It has given the best of satisfaction.

NOTES OF THE TRADE.



J. OLIVER, a pattern maker at the pulp mills at Sault Ste. Marie, Ont., crossed to the United States side recently to attend a religious service. In going home he fell over the old Michigan canal bank to the lock chamber, a distance of 50 feet. His body was crushed beyond recognition. He leaves a widow and family at Carleton Place, Ont.—Brantford Courier.

The Chicoutimi Pulp Co. are interested in having a bridge built across the St. Lawrence, at Quebec, and have intimated that they will subscribe towards the stock.

The sample shipments of pulp wood from New Brunswick to France will be shipped from St. John, where it will be cut into six foot lengths in order to escape duty in France.

The Rat Portage Miner states that large pulp mills are to be erected at Keewatin, also a mammoth flour mill at Norman, which will be run by electricity, supplied by the Keewatin Power Co.

The annual contracts for paper have been awarded by the United States Government. The bulk went to Maryland, Pennsylvania and Western Massachusetts mills, the New Yorkers getting a few crumbs.

While the imports of paper into the United States for the ten months ending October, 1897, were smaller by some \$40,000 than in 1896, the imports from Great Britain during the same period increased by \$25,000.

Messrs. J. C. Wilson & Co. have had on exhibiton in the window of The Witness office, Montreal, a fine water color, by Eugene Haberer, of their extensive paper mills at Lachute. The picture is a work of art, and does full justice to the subject.

During the past week a few mills that are fitted to produce either news, or manilla, and which have been running on manilla of late, have turned on to news, the incentive being the stiffened price therefor. The syndicate will not apparently derive all the benefits from higher prices.

Vegetable fibres, especially those of the *Urtica* family, are bleached by soaking in a solution of hypo-chloride of sodium, potassium, ammonium, calcium, lithium, etc., for a few minutes; then in a nitric acid solution, and then washing in water. The treatment may be reversed or the solutions mixed.

The Ontario Government is having a report prepared as to the practicability of generating power from the rapids of the Niagara river. While we are having reports prepared the power company on the United States side of the line is building up a great city of manufactories upon that side of the river.

In a new Belgian paper, which may be written or drawn on with a metal style, the pulp is mixed with 40 per cent. of a suitable oxide or carbonate, or may be passed through a bath of such material. If deep markings are desired, the paper is dipped in spirits of turpentine. It is also adapted for cleaning and polishing metals.

The Lake Bouchette Pulp Co., which is seeking incorporation in Quebec with a capital stock of \$200,000, proposes to manufacture and sell pulp and paper; to deal in timber limits and timber; to erect saw mills and carry on the manufacture of

lumber; to build and operate in connection with it the steamboat and barges on the Lakes Commissaires, Bouchette, Ouatchouan and their tributaries; to build houses, shops, etc.; to keep store and hotel; to manufacture, sell and distribute electricity.

A special meeting of the directors of the Niagara Falls, N.Y., Power Co. was held last week, at the conclusion of which Secretary Rankin announced that leases of land and power to two new manufacturing concerns had been authorized. It is known that one of the new concerns will employ about 400 hands, principally women.

An Austrian consul warns European merchants, in their relations with Syrian merchants, to exercise the utmost caution in giving credit. In fact, accounts ought only to be opened against credits upon European banks. There is a clique of firms giving each other excellent references and conspiring to keep the trusting European out of his money.

Mr. John R. Barber, the well-known paper manufacturer, is the Reform candidate for the Legislature in the County of Halton. Paper makers generally, irrespective of party inclinations, will be glad to hear of the success of a paperman, and to have a representative in the House, who, being one of themselves, may be safely trusted to look after their interests.

The latest novelty in stationery, says an English exchange, is paper and envelopes of the same size. Instead of folding, the sheet of note paper to fit into the envelopes, as civilized nations have done since envelopes were invented, the entire sheet is slipped into the outer cover without folding it even once. The paper is linen bond, mottled blue in tint, and comes in various sizes. A quire of paper is 30c., and a package of envelopes is the same price.

The Bardeen Paper Co., of Otsego, Mich., will add machinery for the manufacture of another line of goods—card-board and wrapping paper. In connection with the new addition there will be a kindergarten with a competent matron in charge, where mothers who work in the mills can leave their children for the day. There will also be free reading rooms, where all employes will be welcome. At Christmas the company gave each employe a silk umbrella.

A legal decision in Germany has settled the point that if a buyer orders "as before" this refers both to quality and price. A manufacturer charged a higher price, without informing the buyer of the change before executing the order, and asserted that "as before" could only refer to the quality but not to the price, which depended upon the change of the market. The judge non-suited him, as he ought to have given notice that he had raised the price before executing the order.

Paper cigars are one of the most recent forms of adulteration in Germany, where two manufacturers have been punished for making them. In one case, only the outside leaf consisted of tobacco, the rest of the cigar being composed of brown packing paper, previously steeped in tobacco juice and then dried. In the other case, the cigar maker had actually entered into a contract with a paper manufacturer to make for him a special kind of brown paper, with tobacco remnants and paper pulp; the sheets of paper being afterwards cut into strips and rolled into the form of cigars.

John F. Parks, of North Tonawanda, has a scheme which he is trying to have adopted in the interest of lake and river navigation. This scheme is to build a dam across the Niagara

Good Paper

Fine Work

Successful Printers

These are logical terms and follow each other "as the day the night."

"How to Succeed" is illustrated in various ways, but the wise printer starts out with good paper and sticks to it.

This is the age of manufacturing on a large scale, and it is because we turn out 250 tons of paper weekly that we are enabled to give such good value in our papers.



The E. B. EDDY CO., Limited

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AGENTS

F. H. Andrews & Son, Quebec.
A. Powis, Hamilton.
J. A. Hendry, Kingston.
Schofield Bros., St. John.
I. Peters & Co., Halifax.
Tees & Persse, Winnipeg.
James Mitchell, Victoria and Vancouver.
John Cowan, St. John's, Nfld.

river at the rapids above the falls, to a height that would cause a rise in the river of three feet, and a like rise in the waters of Lake Erie. Mr. Parks states that the United States Government has a party of surveyors at work making a survey with a view of building a dam near Buffalo, but he thinks it would be more practicable to build it near the rapids. He feels that it would be worth millions of dollars to Niagara Falls and the shipping of the lakes.

The Montmorency Falls Electric Power Co. are about to construct a dam at the head of Montmorency Falls.

Negotiations for the erection of a large pulp mill at Keewatin are being conducted by Mr. Jno. Mather, of Rat Portage.

The Truro, N.S., News learns from a correspondent that the East River, Sheet Harbor, saw mill is to be replaced by a pulp mill with four grinders, to be increased later on.

About a dozen applications for spruce limits are now before the Government of Newfoundland for consideration. Work is expected to be begun on several pulp mills in the spring.

The consignment of 20,000 bundles of pulp from the Sault Ste. Marie Pulp and Paper Co., which has been stored at Menasha, Wis., have been sold to the Jno. Strange Paper Co.

The Canadian manufacturers on the line of the Welland canal are satisfied with the proposal of the Joint Traffic Association to lower the rates on wet pulp from Niagara to western points.

The differences between the Maritime Sulphite Fibre Co., and the proprietors of the Snowball mill over the liability for damage caused by sparks from the furnaces in which the waste wood is consumed has broken out again. The matter was recently reported to have been amicably settled, but the Fibre Co. claim that the fires were rekindled in violation of the agreement, and has obtained an interim injunction.

The International Paper Co., of Corinth, Saratoga county, N.Y., is the title under which the big news paper syndicate has filed articles of incorporation with a capital of \$45,000,000. The company is formed to maintain, conduct and manage in the State of New York and elsewhere, paper mills, including the manufacture and production of any other fibre, and as a part of and incident to such business, the mining of iron, pyrites, clay, sulphur, coal, agolite and any fibrous minerals and materials, the purchase, lease and development of woodlands, and to purchase and hold merchandise in New York and other states of the United States and in Canada.

A number of business men in Montreal have lately purchased the properties on the Du Lievre river belonging to the estate of Ross Brothers, Quebec, with a view to continue the lumber business as far as advisable, but chiefly to enter into the manufacture of pulp and paper. The new company is to be known as the Dufferin Falls Lumber, Pulp and Paper Co., Limited. The purchasers are all of them practical men of affairs, who, in their respective callings, have occupied no secondary position during the last 15 or 20 years in Montreal, and with such a property their combined ability and experience should accomplish no mean results. The extent of the territory controlled, apart from the approved areas in the town and along the river, is some 1,400 square miles, or in all nearly a million acres. The Du Lievre is about 250 to 300 feet wide, and is navigable more or less for over 100 miles at intervals of 25 to 30 miles above the Dufferin Falls at Buckingham.

TRADE NOVELTIES.

IN an English machine for making multiple pulp papers the pulps are combined on the machine wire before the couch roll is reached. The bottom pulp is run onto the wire as usual, the extra pulp being supplied independently down a chute into a box, from which it passes through slits into a second box fitted with fixed and adjustable slices or stops, the pulp being finally delivered onto the bottom pulp in a direction toward the ordinary slice of the machine and over the first vacuum box. The boxes are adjustable with regard to each other and to the machine wire, and the slice is adjustable horizontally and vertically. Other pulps may be delivered onto the frame wire in like manner, the whole being combined by means of the suction boxes, couch roll, etc.

Pegamoid paper is becoming popular in England. It is claimed to be absolutely waterproof, without presenting the appearance of glaze or varnish. Stains, dirt, ink, acids, or infection cannot penetrate the surface. The application of a damp sponge to any portion becoming soiled will instantly remove all traces of dirt or discoloration, leaving the surface as new. Pegamoid is rapidly coming into use for bookbinding purposes. With this material the covers retain their bright, new appearance, and neither wet nor insidious damp affect them. Amongst the fancy articles being made from this important substitute for leather are purses, cigar and cigarette cases, pocketbooks, satchels, blotters and notebooks, photograph frames, bookshelf edging, buttons, studs, etc. The material is even being applied, with much success, to printers' blankets; and posters containing pegamoid will not be stripped off walls or boardings by the first heavy rain or windstorm they are subjected to, a most important consideration for advertisers, as well as bill-posters.

In a new Belgian paper which may be written or drawn on with a metal style, the pulp is mixed with 40 per cent. of suitable oxide or carbonate, or may be passed through a bath of such material. If deep markings are desired the paper is dipped in spirits of turpentine. It is also adopted for cleaning and polishing metals.

A paper watch has been exhibited by a Dresden watchmaker. The paper is prepared in such a manner that the watch is said to be as serviceable as those in ordinary use.

NOTES OF BRITISH TRADE.

HERE is a cutting from an American exchange: "Nearly 40 per cent. of the British paper product is sold in Australia, a fact which should arouse American makers to fresh exertions." Well, American makers know where Australia is, I suppose. If they have no ships they can, doubtless, find an occasional British vessel that would not mind carrying some cargo from America to Australia, surely. But colonial trade is not like keeping a shop or warehouse "at home." We possess the finest plant, machinery and labor in the world, and it is a mistake to employ these advantages in producing the most common and vulgar qualities of any goods, and paper particularly. It is precisely this very reason which now prevents our progress in the modern rage for inferior goods. So long as we made good, old, English goods, we prospered. As soon as we began to compete with the modern swindles of cheap and nasty trade, we began to get common and inferior. Therefore, I should suggest a return to old times, rather

than prosecuting any research into the modes of to-day. There is no doubt whatever that the pride of olden days is done. Formerly a British manufacturer's first consideration was the quality of his products. This made our name. But to-day, the question is simply the quickest way to make money. No thought is given to anything or anybody else. This is a great and fatal error, and must inevitably and positively end in our being on a level with the poorest trader. Quality before quantity is a maxim that will last this world out, I believe, and if it does not, and the deterioration of goods goes on, writing will cease on paper altogether, simply because no paper will be capable of taking ink at all.

But the uses of paper are getting very "technical," some advance is going. Just think of this: "Bergen, Norway, boasts a paper church large enough to seat 1,000 persons. The building is rendered waterproof by a solution of quicklime, curdled milk, and whites of eggs." In the winter this church will be, doubtless, all right enough, but when the summer sun exerts his influence upon the material, and the decomposition of the albuminous matter sets in—phew! a continuous sermon would be far preferable in the open air.—Paper Making.

A BOUNDARY DISPUTE.

That pulp wood lands are coming into value is further demonstrated by the springing up of a new boundary question, in which great spruce tracts cover the territory in dispute. The boundary in question is that lying between Newfoundland and Canada. Newfoundland is the one part of British North America that remains outside the Canadian confederation. It is a separate British colony. Also, it is not restricted to the island named Newfoundland, but it has a slice of territory on the mainland. That part of the continent known as Labrador is divided between Canada and Newfoundland. It was supposed that Newfoundland's authority did not extend over more than a strip of the coast, but now it appears to be the idea of that colony that it owns nearly half of Labrador. It claims that the true divisional line is from Cape Chudleigh to the coast at a point about 25 miles east of the Eskimo river.

Newfoundland would probably have remained forever indifferent as to where the boundary lay, if pulp wood had not become a valuable article, and its enterprising capitalists were not on the hunt for concessions in desirable localities. Any place near the coast of Labrador would be a desirable locality. It appears there is a great extent of fine spruce limits in the debatable territory, and that a syndicate is negotiating with the Newfoundland Government to get possession of it. The syndicate, no doubt, has its reasons for preferring to regard Newfoundland as the owner.

PAPER MAKING IN INDIA.

From statistics issued from the India Office it appears that in British India there are now ten paper mills—four in the Bombay presidency, four in Bengal, one at Lucknow, and one at Gwalior, which was not worked during the past year. Of these ten, three are private concerns in the Bombay presidency, one of which has not been worked for many years. The others have an aggregate nominal capital of 627,200 rupees. The fibrous materials used for making paper are chiefly rags, babui and munj grass, straw, jute and hemp cuttings, and old jute bags and cloth. The quality of the paper made is now very

good, and it has a large and increasing sale. Most of the white and blue foolscap, and much of the blotting paper, notepaper, and envelopes used in the Government offices, are now produced by the Indian mills. The total quantity of paper made in 1896 was about 41,000,000 pounds; ten years previously it was a little over 17,000,000 pounds. The value of the out-turn in 1896 is reported at over 587,000 rupees. The number of persons employed is 3,613. There are a number of small paper works, for the manufacture of what is known as country paper, scattered through most provinces, but for these petty industries no statistical information is available.

UNITED STATES MARKETS.

NEW YORK.—The market is much stronger all round. Newspaper is stiffened up and book and manilla are in good demand.

Chemical Fibre.—The market is unchanged. Foreign sulphite, bleached, No. 1. at 3.25 to 3.30c.; No. 2, at 3.20c. Foreign soda, bleached, 2.90c.; unbleached, No. 1, 2½c.; No. 2, 2c. Domestic sulphite, unbleached, 1.60 to 2c. Domestic soea, bleached, 1¾ to 2c.

Ground Wood.—The demand for ground wood pulp continues strong. Quotations are from \$14 to \$19 at the mill.

Chemicals.—The market is in good condition. Bleaching powder, 1.87½c.; caustic soda, 1.87½c., and alkali .75 to .80c.

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.

PROSPECTS IN BRITAIN.

WOOD PULP in a careful retrospect of the pulp and paper trade of Great Britain for 1897, says that the year has been a profitable one and finds in the indications for the future great promise. Prices for chemical pulps especially were higher than for three or four years, and will probably continue so for some time longer, although greater competition is anticipated in the course of a year or two. Soda pulps, however, may continue at a good figure for some time longer, as the consumption is getting ahead of the production. Perhaps the most striking feature of the year is the large increase in the imports of wood pulp. This is what might be expected, as wood pulp has practically revolutionized the paper trade, and no mill—not even those making the finest qualities of paper—can afford to overlook it. It is, moreover, not only used for paper alone, but in many different industries, from explosives to roofing tiles, and bicycles to artificial flowers. In fact, there seems to be no end to the uses to which it may be put, and there is undoubtedly a large field for it outside the paper mill.

Another striking fact, in connection with wood pulp during the past year, has been the development of the United States and Canadian exports. The latter country especially has been waking up to the importance of this branch of her trade, and several mills have already made a market for their production in this country. The statistics which we publish do not show the large quantities exported for which these countries are responsible, but an idea may be got from our monthly import list. There we find that in 1897 we received no less than 56,893 bales of pulp (chemical and mechanical) from the United States, while Canada shipped considerably over 234,651 bales.

We must also draw attention to the fact that the high prices ruling in 1897 have been the means of bringing into existence a large number of new companies for the manufacture of sulphite pulp. This is more especially applicable to Scandinavia, where a large number of new mills, with a production estimated at over 50,000 tons, are at present in course of erection. It also applies in a lesser degree to Canada, but with an important difference, viz.: That whereas the Scandinavian mills are being built by Scandinavians with Scandinavian capital, the Canadian mills are being built by British companies with British paper-makers' capital. This is an important difference, as, of course, these Canadian mills will get the preference from British importers. Canadian pulp has, moreover, earned a good reputation for itself in this market, and there is little doubt that in the future it will figure largely in the returns.

The imports of wood pulp in 1897 from Norway were 239,133 tons, valued at \$983,479, and from other countries 149,071 tons, valued at \$955,888.

As an indication of the prosperity of the paper trade quotations are made from the reports of a few of the limited liability companies, showing that two of them paid 15 per cent. dividend, three at 12½, five at 10 per cent., and others in smaller proportion. While the statistics show a falling off in exports and an increase in imports, there has been no falling off in production.

BRITISH MARKETS.

Mechanical pulp is unchanged on the London market, transactions being at prices quoted. Scandinavians are firm and large quantities of Canadian and American pulp continue to arrive. Sulphates are scarce, and, in the absence of new mills or material increase in capacity of old ones, will probably con-

tinue so. Business in sulphite is dull, and there does not appear to be anything to influence the market either way until projected mills come into operation. The belief in Canada as a great producer of sulphite in the future is growing stronger, and from the fact that the capital of the St. John Sulphite Co., Limited, was applied for two or three times over, it is probable that other well-placed schemes about to be brought forward will receive support.

CURRENT NET PRICES, C.I.F.

	£	s.	d.		£	s.	d.
Sulphate and soda, bleached, per ton.....	10	0	0	to	12	10	0
" unbleached first	8	7	6	to	8	17	6
" " second	8	0	0	to	8	5	0
Sulphite, bleached,	11	10	0	to	15	0	0
" unbleached, first	8	15	0	to	11	10	0
" " second	8	5	0	to	8	10	0
Pine, dry, in sheets	4	7	6	to	5	2	6
" 50 per cent. air dry	2	2	6	to	2	5	0
" extra fine	2	7	6	to	2	12	6
Brown, dry	4	5	0	to	4	15	0
" 50 per cent. air dry	2	10	0	to	2	15	0
Aspen, dry	7	0	0	to	7	15	0

EXPORT OF PULP AND PAPER.

THAT the manufacture of pulp and paper in Canada will, in the near future, become one of the most important industries of the country, will scarcely be disputed. This is daily exemplified by the reports which come to hand of new mills being erected or contemplated throughout the Dominion, but more especially in Quebec and the maritime provinces, where excellent shipping facilities to the European market, and an abundance of the best spruce wood, offer advantages not elsewhere obtainable. Two propositions for the erection of pulp mills are now before the city council of St. John, N.B., one from Messrs. Cushing & Co., and the other from Mr. Julius Spiro, of New York. In the interest of the country it is very desirable that these proposed mills should be erected, and the city council will act wisely by giving such concessions, provided they were within reason, as will insure the location of the mills in the vicinity.

The paper-making industry is also growing, but less rapidly. The energetic efforts of Lord Strathcona, the Canadian High Commissioner in London, promise to greatly assist in extending this industry. The United Kingdom offers a large market for Canadian paper, the consumption there being valued at over a million dollars per month. In a letter to Sir Richard Cartwright, the High Commissioner says: "England imports more than £200,000 worth of paper every month, and during this year there has been a decline in the imports from all countries except America. This is very suggestive, for Canada makes paper of similar characteristics to the American make. One is therefore naturally confronted with the question, 'Why should not Canada use her pulp in making paper for the Mother country, instead of supplying her neighbor with the material to do so?'" The High Commissioner adds that he intends to come to Canada soon to interview the pulp and paper manufacturers regarding the opportunities afforded by the British market.

Mr. George Mawson, a London paper dealer, arrived in Ottawa recently bearing letters of introduction from Lord Strathcona to Sir Richard Cartwright and other members of the Dominion Government. His object is to work up an export trade in paper between Canada and England. He points out that Canada is a large seller of pulp wood and pulp to the United States, from which country England buys a considerable quantity of paper, the product of Canadian material. He thinks that there is no reason, therefore, why Canada should not do a large paper trade with Britain.—Canadian Lumberman.

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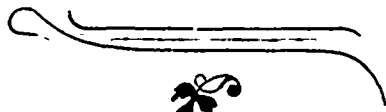
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