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# THE CANADIAN PRINTER & PUBLISHER

Vol. III. No. 1]

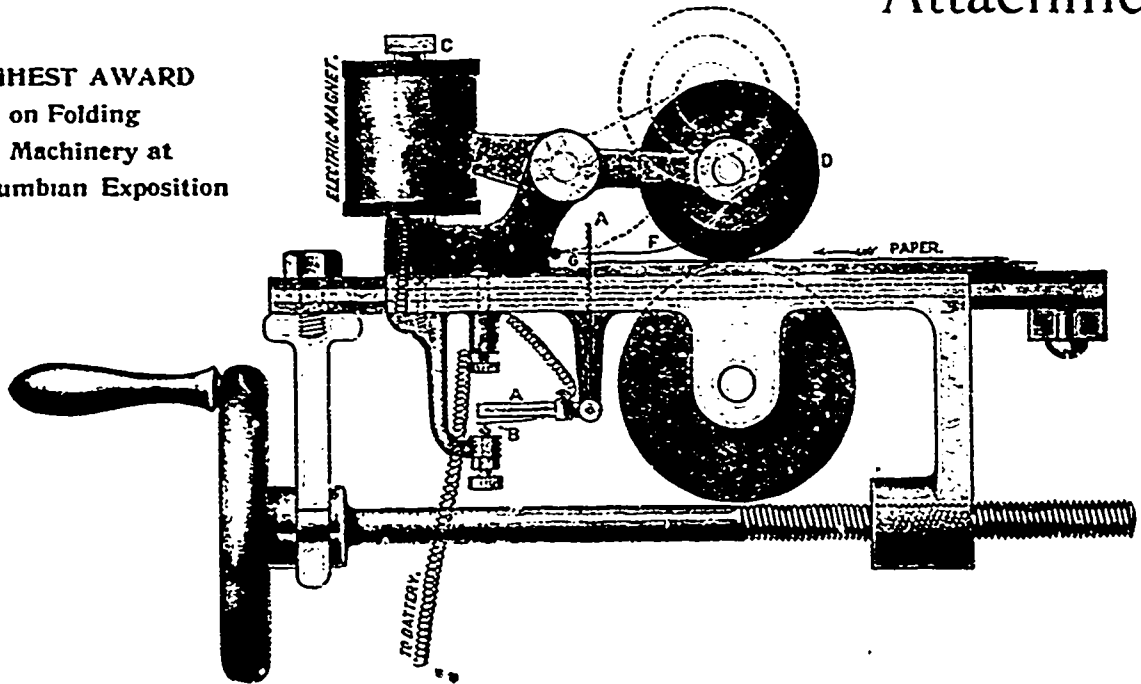
TORONTO, JANUARY, 1894

\$2.00 PER YEAR.

## THE DEXTER

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Columbian Exposition



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FULTON, - NEW YORK



ELECTROTYPES 50-6

**T**HE PRINTER AND PUBLISHER  
Wishes you the Season's Compliments and begs the favor of your advertising for 1894.

# Printer and Publisher.

VOL. III.—NO. 1

TORONTO, JANUARY, 1894

\$2.00 PER YEAR.

## EDITORIAL NOTES.

In another page will be found a criticism on the methods of the wholesale trade in Toronto. The paper men and type founders by their loose methods of giving credits are responsible in a great degree for the downfall of men, who, had they been restrained and limited in their buying powers, might have worked up a paying business. Put a man, who has only ability to look after five thousand dollars worth of liabilities, to finance for ten thousand, and he struggles frantically and recklessly like a drowning man. But the printing trade generally throughout Canada may be thankful that with the dawn of the new year of 1894, the possibility of securing credit among the paper men will be very slight, unless a man has good assets, and has sound business principles. The type founders and press manufacturers will no doubt follow suit, either from inclination or necessity.

\* \* \*

Another article which should interest the trade throughout the country and which, like the one already mentioned, should be thoroughly discussed by the trade through the columns of this and other journals, is taken up under the heading, "Printers and the Tariff." It is similar to an article which appeared last month, but cites instances for reform more explicitly. These are points on which the trade should speak out. Every man who can use his pen and has public spirit enough to be interested in the welfare of his craft should speak out boldly and clearly. The duty on presses and type is one which has been felt by every employing printer and publisher in Canada. If they want it removed the opportunity now offers, and yet it will need a decided and concerted action on the part of publishers generally if any change is to be secured.

\* \* \*

"Are party papers the ideals which newspaperdom generally should have?" is a question of the hour. The bitterness of the press is calling forth more and more comment and adverse criticism. The personal attack of one editor on another is now considered an undignified procedure, and only allowable in the editor of the Arizona Kicker. Still it exists in Canada. Dan McGillcuddy, up at Goderich, is a master of the art, and just now he is having considerable sport with a young editor who crossed him. But "Dan" doesn't do it so much for spite as for his pure love of devilry: but he ought to quit, seeing that his hair is getting grey. There are other editors whom we might mention, but they are well known. These are the representatives of the old school. The more modern editor is a

different stamp of man. Of late the Toronto Globe has had a philosophical attitude in its editorial columns that has done much to popularise that paper among the thinking men of the community through which it circulates. The Toronto Mail has a good tone; so has the Montreal Star and the Winnipeg Free Press. The Toronto Empire, Montreal Gazette, St. John Gazette and Halifax Chronicle may be mentioned as journals whose editors have a little to learn yet before they will be as dignified and circumspect as a judge. Their philosophical or scientific attitude towards the question they treat is not on the highest plane.

\* \* \*

But listen to the following harangue, delivered by a Toronto minister, Mr. Hossack. In a recent sermon, he is reported to have said:—"How shall we describe the party organ? Its aim seems to be to impute improper motives to opponents. It aims not at finding a proper motive for the equivocal act of an opponent, but an improper motive for a commendable act. Shall we describe the party newspaper as the party dredge which plunges into deep, polluted and forgotten rubbish to heave up only mud and slime? Is the party organ published only to misrepresent? If the political foe hold a large public meeting he is said to have held a small gathering—only a few score present. If there be great enthusiasm, the party organ says it was the coldest meeting held in the memory of the oldest inhabitant. If an opposing leader make a brilliant speech in parliament, the organ, true to its nature, for the leopard cannot change his spots, describes it as two hours of drivel, the old stock of party platitudes, or cold and monotonous as December rain. If a leader, for private reasons, retire, or, in old age, die, according to the organ his successor has driven him into obscurity, or so betrayed him that he has been forced, with a broken heart, to lie down and die. In our time we have seen directed towards a leader abuse so persistent that the minds of even some of the followers were poisoned, and they have joined in the nefarious work. If a prominent man, out of the goodness of his heart, addresses a church meeting, the party organ declares that he is pandering to denominational bias that he may gain the denominational vote. One half of the organ is falsely flattering its friends; the other half is equally untrue in misrepresenting its opponents. Need we wonder that many able and honest men shun public life? He is a bold man who, in our day, will enter upon the journey of public life with its pestilential swamps by the way, its deserts of ingratitude, cruel ambushes, storms of abuse virulent and vile, skies not bright with merited praise, but black with calumny, a journey through the region where the

grief, the grudge, the wagging of loose tongues, the disappointed drone, the vulture and the thief have their day. He is a bold man, I say, who enters upon the journey; he is a strong man who, undaunted and unsullied, journeys triumphant to the end."

In commenting on the above *The Toronto Globe* says: "There has been ground for Mr. Hossack's protest against the ferocity of party papers. We are too ready to substitute abuse for argument. It has been fashionable to denounce opponents rather than to examine principles. Our politics have been too small and too mean. Blame lies against the platform as well as against the press. Public life has been an inquisition for sensitive men, and too often the aim has been merely to heat party feeling and stir in the loud clamor of personalities the issues that are vital to the welfare of the country." *The Globe* is right. Many a bright man has had his patriotism crushed to powder by the stern onslaughts of a press dominated by party feelings and prejudices. *The Toronto Telegram* runs a column, entitled "Ups and Downs," which, in the opinion of many newspapers, is a disgrace to modern newspaperdom, and especially to the dignified paper in which it appears. Mr. Hossack's assertions above quoted may have been too strong, but he has stated what is unfortunately true, yet not quite so general as his remarks would imply.

On this point we quote an editorial utterance from *The St. John Gazette* which explains itself: "Lord! How the world is given to lying! Men are apt to construe events of which they are not personally cognizant in a manner favorable to their hopes, but there is neither sense nor reason in distorting figures, if we are capable of reading them, and if their accuracy is mathematically established. Newspapers, of course, cannot be held responsible for the truth of the daily clippings which form a part of their contents, but we hold accuracy to be the great essential in the work of the newspaper man and his correspondent, and that if the correspondent wilfully distorts facts he is unfit for his position. *The Sun's* Antigonish correspondent telegraphed last evening that "a conservative estimate places the outside attendance at three thousand people," at the meeting held there yesterday by Sir John Thompson and Sir Hibbert Tupper. Did he hold his telescope in the proper position? If so the telegraph reporter must have looked through it from the wrong end, for he says "only about 500 persons were present at the meeting, of whom a large number were Liberals who took advantage of the cheap excursion rates to do their business in town." Now, said the *Gazette*, here's a liar, and which of the two correspondents has won that distinction? It is not likely to be the *Sun's*, for Sir John and Sir Hibbert are very popular in Antigonish and the surrounding country; likewise, he had no end to gain by exaggeration, for the supremacy of the Liberal-Conservative party does not require to be bolstered up by falsehood. So we telegraphed a well-known clergyman in Antigonish who has always held aloof from politics, to advise us of the nature of yesterday's meeting. His answer came very promptly: "Highly enthusiastic the town turned out en masse, and from 2,800 to 3,500 people were present from the country roundabout." They came from Sherbrooke and Guysboro and Arisaig and Mulgrave; they braved the perils of the stormy strait and came from Hawkesbury and Hastings and Port Hood and Judique; in fact from all parts of Western Cape

Breton. We know that the *Telegraph* is very particular with regard to its fact, and would suggest that it give its Antigonish correspondent a lesson in mathematics."

The attention of publishers is drawn to the fact that by the amendments to the constitution made by the Executive of the Canadian Press Association at the last annual meeting in February, 1893, no person is entitled to a certificate of membership unless he is a duly accredited member. On page 12 of the annual report will be found the following words in the report of the Executive: The [Executive] Committee instructed the secretary not to issue certificates to canvassers or agents of newspapers; also that business managers must join the association as full members and may not have the privilege of a reporter's certificate issued to them." Then further on was a recommendation, afterwards adopted, admitting to active membership reporters of three years' standing, habitually and professionally engaged as such. Thus no member can secure more than one certificate; but business managers and reporters of three years' standing may become members in the ordinary way. Section 4 of the by-laws formerly allowed members to procure, for bona fide reporters, certificates entitling them to such railway and other traveling privileges as were enjoyed by the members of the association, upon payment of \$2 for each certificate. This clause has been expunged from the constitution.

#### PRINTERS AND THE TARIFF.

LAST month this journal reviewed the situation of the printing and bookbinding trade in so far as that situation was affected by the present tariff. This was done in a very general way. It will now be in order to discuss the various propositions which have been made from time to time with a view to so adjusting the tariff as to make it favorable to the classes, or at least to render it not unfavorable.

One of the reforms desired by the trade is a higher rate on subscription books. There are hundreds of these books brought yearly into Canada in editions of from one to ten thousand. Sometimes they are bound here, sometimes they come in complete. The United States law requires that a book copyrighted in the United States should be set there. This is perfectly just, and is a protection to United States industries and workingmen. Now, if these publishers desire to sell their book in Canada, they could follow two plans. They could send in a duplicate set of plates, use Canadian paper, Canadian pressmen, Canadian binding and binders, etc., and issue the work here. Or they could send the book in in sheets or bound up. In following the former plan the plates would cost considerable; the duty would be 23 cents per square inch, say 20 cents a page and \$150 for a book of 750 pages, size 6 x 3½ inches. Now, \$150 would pay the duty on 1,000 books at \$1.00 each. The cost of making the plates would pay the duty on another good-sized shipment. Hence the plan generally adopted is to bring the book in bound.

How could this be bettered, so that plates would be sent in and the Canadian working men be benefited? Simply make plates free and retain the present duty on subscription books, rated at one-half the published price. If the duty on subscription books were advanced to 6 cents per pound and 15 per cent. ad valorem and the duty on plates retained at about ½c. per square inch, the difficulty would be overcome. But the

former plan would be preferable, as raising a tariff rate in the present aspect of public feeling for tariff reform is almost suicidal on the part of any government.

Another needed reform is a reduction of the duty on coated printing paper from 35 to 25 per cent. This class of paper is much used in Canada at present, in cases where half-tone engravings are used, and 25 per cent. should be sufficient protection for home producers, who are at present producing very little of the higher grades.

Other necessary changes are :

Type...	Reduced from 20 per cent. to 5 per cent.
Galleys.....	" 30 " " 5 "
Cabinets.....	" 35 " " 5 "
Type Stands.....	" 25 " " 5 "
Type Cases.....	" 25 " " 5 "
Brass Rule.....	" 30 " " 5 "
Wood Furniture.....	" 25 " " 5 "
Metal do.....	" 20 " " 5 "
Composing Sticks.....	" 35 " " 7 "
Printing Presses.....	" 10 " " Free.
Bookbinders' machinery, including ruling mac'us	" 10 " " Free.
† Bookbinders' Cloth..	" 10 " " Free.
Enamel Cloth.....	Reduced from 15 per cent. and 5 cents per square yard to free.
Strawboard.....	" 20 " " 10 "
† Wire.....	" 25 " " Free.
Crash or Mull Lining...	Reduced from 15 per cent and 1 cent per square yard to free.
† Duck..	Reduced from 15 per cent. and 2 cents per square yard to 10 per cent.
† Leather.....	" 20 " " Free.
Marble Paper.....	" 35 " " Free.

All items marked † should be at the rate proposed only when brought in for the bona fide use of bookbinders.

Let it be noted that all the cases in this list are either machinery or what is virtually raw material. Every class is something by means of which manufacturing is carried on, or materials which enter into the product of this manufacturing.

As was pointed out last month, the various classes of articles are so rated that the bookbinder, instead of having 25 per cent. protection, has 25 per cent. put on many of his raw products and only 15 per cent. on the manufactured product, or a protection of 10 per cent. worse than nothing. This is an injustice and as such should be speedily removed. As soon as justice is done, the favors that are given to other lines of domestic industry might be considered and favors equalized. In fact the Canadian bookbinders are worse off to-day than they would be in a free-trade community like Great Britain. As far as they are concerned protection is a delusion and a snare.

#### MUNICIPAL HONORS.

Editors and printers generally have little use for municipal matters outside their editorial and news columns. But occasionally one summons up enough courage to face a semi-faction fight and rise to the highest position in his town. Two cases worthy of mention have come to light this year. Robt. Holmes, of the Clinton New Era, and W. R. Davis, of the Mitchell Advocate, have been elected mayors of their respective towns, and both are men of much ability and sound judgment. Mr. Holmes is a member of the Executive of the Canadian Press Association.

#### CHARLES SANGSTER,

CHARLES SANGSTER, poet and journalist, died at the residence of his nephew, William Sangster, Kingston, last month, aged seventy-one years. He has been in declining health for several years. In early days he was attached to the staff of the Kingston Whig.

Charles Sangster, called Canada's own poet, was born at the navy yard, Kingston, on July 16th, 1822. He got a meagre education, and had he not studied energetically before he reached man's estate he would not have been quoted among the eminent men of the country. At fifteen years of age he first got employment in the laboratory at Fort Henry, where he helped to make the cartridges with which Capt. Sandon, of the Royal Navy, battered the old windmill at Prescott. Mr. Sangster was later appointed to the ordnance department, where he remained ten years on small salary, without any possible chance of promotion. In the summer of 1849 he resigned and went to Amherstburg, becoming editor of the Courier. At the end of a year he returned to Kingston, and for ten years was manager of the British Whig under the late Dr. Barker. He later joined the News staff as reporter, and in 1868 he accepted a position in the post-office department under the federal government, and removed from the city to Ottawa. Prior to this he contributed poetic effusions to the Canadian press and brought out two books, highly spoken of by able critics.

During Mr. Mackenzie's administration he bettered Mr. Sangster's official position, which eased the poet's mind and pocket. Those who got up the "Royal" and "Ontario" series of school books, kept Mr. Sangster before the public. He left Ottawa with a good retiring allowance. Since his superannuation he lived at Buffalo, N.Y., and Kingston.

He was married in October, 1867, to Henrietta, second daughter of the late Dr. James Meagher, and by her had six children, three of whom died very young, and in the summer of 1884 his wife passed away. Scores of writers and journalists wrote glowing eulogies on Mr. Sangster's ability as shown in his book, "Hesperus and other Poems."

He was justly regarded in earlier days as Canada's national bard. He had a deep regard for everything British and was inspired with kindly and commendable feelings. Some passages in his poems are regarded as beautiful and lofty, rich and grand in expression, and honorable alike to head and heart.

#### CHANGES IN TORONTO.

BROUGH & CASWELL, printers, have dissolved partnership. Mr. Caswell has bought The Endeavor Herald from the estate and will devote his time to it. Mr. Brough is organizing a company with a capital stock of \$20,000, of which \$10,000 will be issued at once. Mr. Brough has the co-operation of some half-dozen of his best employees, and will, according to report, have a strong company organized under the Provincial Act respecting companies. The new firm will have the plant and establishment of the old firm of Brough & Caswell.

Latest developments show that Imrie & Graham's plant will likely go back to the same gentlemen. It may go to auction, but even then it will likely be bought in for them.

There are other changes to follow. A certain firm well-known in the city is said to be doomed and another thirty days will find them in the assignee's hands.



A JOURNAL FOR PRINTERS AND PUBLISHERS

PUBLISHED MONTHLY BY

**THE J. B. McLEAN Co., LTD.**

TRADE JOURNAL PUBLISHERS AND  
FINE MAGAZINE PRINTERS

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Single copies 20 cents

J. B. McLEAN,  
President

HUGH C. McLEAN,  
Manager

TORONTO, JANUARY, 1894

**IN DARKEST TORONTO.**

IN recent issues we have pointed out that the printing trade in Toronto was sadly demoralized, owing to the cutting of prices by minor houses. The trouble, it was pointed out, lay in the fact that too much credit was given irresponsible firms. The proof of the pudding is in the eating of it, and a glance at the statements of two estates, now or recently in the assignee's hands, shows exactly how the system has been carried on. The printer who desires to see a system of short credits, and who desires to see honest prices asked for work, so that every printer can pay 100 cents on the dollar and so that no one can pay less, is referred to the following information, and he can govern his actions by what he finds therein.

Last summer Brough & Caswell, printers, Bay street, Toronto, sold their plant to the J. E. Bryant Co. for \$14,000, \$12,000 in notes and \$2,000 in cash. As against this asset, they owed Buntin, Reid & Co. \$8,000. The W. J. Gage Co., \$2,200; and numerous other accounts amounting at least to \$1,500. The surplus would thus be \$2,300.

With this enormous capital, they purchased the following:

Van Allens & Boughton, No. 1 Huber press	\$ 3,500 00
" " " " 2 Huber press	3,000 00
Miller & Richard, type, etc	6,358 96
James Murray estate, Cottrell press	2,350 00
" " " cutting machine	450 00
Westman & Baker, shafting and pulleys	445 96
Toronto Litho. Co., Gordon presses, etc	550 00
Incandescent Light Co., three motors	755 00
Gwathkin & Son, type	139 20
Toronto Type Foundry	133 20
Haworth Belting Co	132 59
John Thomson Press Co., press	505 00
<b>Total</b>	<b>\$18,319 91</b>

This \$18,319.91 worth of plant was purchased on a capital not exceeding, apparently, \$2,300. And more remarkable still, not a cent was paid down to any firm. All gave freely to the young firm, who were starting with such brilliant prospects. They were charitable institutions who were willing to help the needy. Where did the \$2,300 go? It went to pay duty,

freight, etc. But even this was not enough; they secured \$4,000 advances from the bank on their \$12,000 worth of paper, and it went, too. Various other sums have been sunk in the business, according to the following statement published a few days ago:

**LIABILITIES.**

**Direct.**

Canada Printing Ink Co., Toronto	\$ 749 57
Thomas Swallow	615 70
E. S. Caswell	577 00
Canada Paper Co.	340 38
Barber & Ellis Co.	346 76
Natl. Electro & Ster. Co	222 25
Munroe & Cassidy	174 09
Gwathkin & Son	139 20
Toronto Type Foundry	133 27
Haworth Belting Co.	132 59
Can. Photo-Eng. Bureau	98 00
John Kay, Son & Co.	89 92
R. J. Hunter	74 90
E. B. Eddy & Co.	78 63
R. H. Lear & Co	75 00
Kilgour Bros.	64 75
Toronto Engraving Co	56 65
Blackhall & Co.	49 93
R. I. Lovell & Co.	39 10
J. L. Morrison	33 84
Love & Hamilton	34 05
Brown Bros.	26 03
Vacuum Oil Co.	23 50
Kerr & Co.	21 36
Sundry, under \$20	190 31
Geo Mathers, Son & Co. New York	120 00
Jaenecke-Ullman Co.	34 75
Sinclair & Valentine	15 00
Sterns Paper Co., Springfield, Mass.	44 00
Fleming & Baker, Edinburgh	16 00
Endeavor Herald, sundry accts	302 92
	<b>\$ 4,919 45</b>

**Secured.**

Buntin, Reid & Co., Toronto	\$12,230 20
(Hold collateral notes \$8,875.00, also assignment of book accounts, \$646.17)	
Van Allens & Boughton, New York	7,281 07
(Hold lien on two presses for \$6,500)	
Miller & Richard, Toronto	6,358 86
(Hold lien on type for \$6,358.86)	
W. J. Gage & Co., Toronto	4,071 61
(Hold collateral note \$4,000)	
James Murray & Co., Toronto	2,926 34
(Hold liens amounting to \$2,800.00 on press, etc.)	
Westman & Baker, Toronto	689 41
(Hold liens on shafting and pulleys \$445.96, and collateral notes for balance)	
John Thomson Press Co., New York	480 00
(Hold lien on press \$505)	
Toronto Litho. Co., Toronto	461 97
(Hold lien on Gordon presses \$550)	
Incandescent Light Co., Toronto	780 00
(Hold lien on three Edison motors \$755)	
	<b>35,279 46</b>

**Preferred.**

Rent to December 15	\$ 185 00
Wages	519 74
	<b>704 74</b>

\$40,903 65

Now let us see how the firm stands after four months' business, remembering that they had a capital, according to their own statement, of \$2,300 at least. The current direct liabilities of the firm without security are as above, \$4,919.45; the difference between value of secured claims and security is \$3,863.27; while rent and wages amount to \$704.74—total, \$9,487.46. Against this is some office furniture, etc., which has been sold for \$400.

The total loss would thus seem to be \$9,087.46. But some of those who have liens may get more than their claim, by careful management, and some may get less. But placing the loss at \$8,000 and adding thereto the capital that is claimed to have been used at the start, the deficit created since September 1 is \$10,300.

It is an exceedingly complicated failure, but we have tried to present it clearly and without favor. There is one thing certain, the unsecured creditors will never get a cent of a dividend, as the unsecured assets have been sold and the amount realized will not pay rent and wages. The matter has been given in detail, so that the craft may understand just how cheap credit is, and how it works in the concrete.

Among the secured creditors are Buntin, Reid & Co. and The W. J. Gage Co., with large accounts. It will be only fair to say that these are mostly for goods obtained before the new business was opened up. The same may be said of The Canada Paper Co.'s account, with the exception of about \$25. Of the first two firms it may safely be said that they gave their credit too freely in past years. No printer should be allowed to get so far behind. In the case of Buntin, Reid & Co., with an account of \$8,000, the explanation is that their business was then virtually run by an employee who has since left the country. This man had a way of doing business peculiar to himself, but this has been stopped, and Mr. Alex. Buntin, the new partner, has adopted plans savoring more of rationalism.

As another example of a printing firm which was bolstered up by Buntin, Reid & Co., before the advent of the new partner mentioned above, the recent failure of Imrie & Graham may be cited. This firm owed Buntin, Reid & Co. \$6,764.80, while the plant is only valued at \$7,404.20. This was credit with a vengeance.

The situation of Imrie & Graham may be explained thus: They owe Buntin, Reid & Co. \$6,764.80; J. T. Johnston, 48 Bay street, \$929.71; Barber & Ellis Co., \$311.52; Toronto Litho. Co., \$270.73; J. L. Morrison, \$200; Canada Paper Co., \$199; Warwick Bros. & Rutter, \$165.87; The Whitlock Machine Co., \$159.40; and other smaller and larger accounts, amounting in all to \$11,817.30. Besides this there was rent, taxes and wages of \$846.89 and indirect liabilities of \$2,238.49, making a total of \$14,903.18. Against this were assets: Plant, \$7,404.20; paper, etc., \$850; books, \$850; fixtures, \$445; book debts, \$1,637.93; North American Scotsman accounts, \$433.24; total, \$11,620.37. The deficit would thus seem to be \$3,282.81. But the stock would not sell for over 50c. on the dollar, and hence the real deficit will be about \$9,000.

Last September Imrie & Graham made a statement of their affairs, showing assets of \$27,000 and liabilities of \$11,000—surplus \$16,000. In this statement the plant was valued at \$20,000; now it is valued at \$7,404, a slight depreciation for four months' use.

Here was another firm doing business at prices which good men could not touch, and now they want to pay a certain percentage on the dollar. They have offered 30 and then 40 cents, but both have been refused. Still even 40 cents would be better than nothing—what the unsecured creditors of Brough & Caswell receive. The likelihood is that Imrie & Graham's plant will go to the hammer. Nearly all the creditors, except Buntin, Reid & Co. and The Canada Paper Co., were willing to accept 40 cents, but these men have refused, because they

have decided that in the interests of the city printing trade this firm would be as well out of the business. Because these men have resisted the appeals of Imrie & Graham's friends, and stood by what they considered their duty towards their customers, they deserve the thanks of every member of the craft who desires to pay 100 cents on the dollar.

The above two forced assignments are only the prelude for a cleaning up of the printing trade in Toronto. The paper men deserve the credit. For some years the Canada Paper Co. has been conservative in giving credits, and the same policy of making every man pay on time will be continued. The manager of this company, Mr. Fred. Campbell, at a meeting of the creditors of Imrie & Graham to consider an offer of 30 cents, spoke as follows: "Our firm will certainly not accept any such offer as the one under discussion. The printing business in Toronto is at the present time in a state approaching complete demoralization, and if an offer of this kind were accepted it would simply be inviting every struggling printer in the city to approach the wholesalers in the same way. While if this were discouraged, and business credit put on a firm basis, the printers who paid 100 cents on the dollar would be better able to get remunerative prices for their work; as, when a man knew he had to pay in full for paper and other supplies he would be more careful to see that work was not taken at prices which would show no profit, or sometimes an actual loss, as unfortunately has been the case with a great deal of the work done in the city during the past few months." This embodies Mr. Campbell's views both of the past and future, and they are certainly appropriate and business-like.

In conversation with Mr. Buntin, of Buntin, Reid & Co., he stated that he desired to see a better system in general use. His firm had been a heavy offender in the past, but since he took a partnership last spring he had sincerely desired and worked for a change. He would like to see a fixed system of credits, which would work to prevent any irresponsible man or firm getting credit. These should pay cash, getting a five per cent. discount. Their regular terms should be 3 or 4 per cent. 30 days. He said that it was wrong to sell weak men, who would compromise at 30 or 40 cents, and then compete with men who worked early and late and asked no favors. He said that the paper men were the ones who should move. The press man sells his press for, say \$500, and gets \$100 down. If the man doesn't pay, he can threaten to take it away. Thus what the poverty-stricken printer gets from his customers goes to the press man, and the man who supplied the paper cannot compel payments so easily.

Mr. Gundy, of the W. J. Gage Co., when asked about this matter, said that the job printer would be benefitted by an adoption of the cash system among the paper houses, because his neighbor would then have to pay his account in full as well as himself. Only men who have but little money want long credits; and these are the men who are demoralizing the printing business to-day. He desires to see the American method of doing business adopted here—namely, 3 months or 3 per cent. 30 days. The printer would benefit in another way, for he would be compelled to collect his accounts promptly, and hence would have fewer bad debts. Moreover, he would buy less rashly, and would be better able to avail himself of specials. Long credits, said he, are the curse of the country.

It may thus be seen that the paper men have resolved to adopt the methods which the best of the craft desire and ap-



prove. Then there are the type foundries and press manufacturers to be considered. They in the past have been even worse sinners than the paper men. The paper man sells to the printer on the strength of the fact that he has a number of presses and an outfit of type. (But the failure of Brough & Caswell shows that a firm may have their plant and yet not have it.) It is because the printer is possessed of a good plant which somebody has seen fit to sell him that he gets credit for paper and ink. Thus the first sinner is the press manufacturer or the type founder. Examining the failures shown above, and those of the past year or two, both of the leading type foundries of Toronto have done a huge series of wrongs to the printing trade in giving so much credit to irresponsible parties, and in selling machines and type without at least half their value in cash being paid on delivery. The type foundries are too anxious to carry printers who ought not to be in business. **PRINTER AND PUBLISHER** predicts that if Imrie & Graham ever start in business again one of the foundries will be at the bottom of it. If there is an honest desire to place the printing trade of this country on a sound basis, then the press manufacturer and type founder must join hand and heart with the paper manufacturer and restrict credits. They must never accept compromises unless the case is exceptional. They must demand monthly settlements of small accounts, and have strict terms for the sale of plant.

If the printers and others interested in a cleaning up of the trade keep a stiff backbone in their body, and back up their sentiments, as expressed in this article, by their actions, there will be a further change, and that right suddenly

#### SPECIAL MONTREAL NEWS.

**M**R. JAS. CAMPBELL, the foreman of the Photogravure department of the Sabiston Lithographic Company, is just recovering from a very serious attack of typhoid fever.

Amongst the papers recently supplied with the Linotype machine across the lines were the St. Louis Republic and Philadelphia Item.

The Victoria Times machines are looked after by the press man, and those of the Vancouver World by the man in charge of the mailing lists.

Mr. Hague, late editor of the Journal of Commerce here, has assumed the editorial management of the Shareholder, and also the Canadian Engineering News.

Mr. E. C. Mann, the proprietor and editor of the Wine Trade Review, leaves next week on an extended trip through Ontario, drumming up business for his paper.

The Star Christmas number was a decided success. The best evidence of this is the fact that the numbers, the original price of which was 50c., now readily command \$1.

Australia has come into line respecting the Linotype. Mr. Watkyn Wynne, the manager of the Sydney Telegraph, N.S.W., having ordered twelve machines on his recent visit to Montreal.

In the death of Arthur Lewis, of Toronto, newspaper men in Montreal regret the loss of an old confrere, he having worked on the old Herald when it was under the direction of the Hon. Peter Mitchell.

The Canada Bank Note Company, who have arranged matters with the insurance companies after their fire this fall, will shortly resume business in their old premises in the Joseph block on

Craig street, probably about the first of the year, and will occupy them pending the time when the new street railway building is to be ready for occupation.

Mr. Alex. Smith, inspector of Linotype machines for the Canadian Co., has just returned to Montreal from the Pacific Coast, where he left the machines in the Victoria Times and Vancouver World, in excellent order.

The Desbarats Printing Company are getting out a Maissonneuve souvenir book in connection with the unveiling of the Maissonneuve monument on Place d'Armes' square. The typographical and other workmanship on it is very fine.

Mr. C. M. Ramsay, of Ritchie & Ramsay, Toronto, the well-known firm of stationers' supplies, etc., spent Christmas holidays in Montreal. Mr. Ramsay formerly held an important position with the Canada Paper Company of this city.

Wm. McLennan, the well-known writer, is about to publish, simultaneously in Canada and the United States, a history of old Montreal, containing a number of rare views never yet published in connection with the settlement of the country by the French.

Mostly all the big printing establishments in this city presented all their married employees with Christmas turkeys this year. The Gazette Company, the Sabiston Company and Geo. Bishop, all gave out birds, none of which weighed less than fourteen pounds.

The Stanley Dry Plate Company lost by death during the month its manager, Mr. George Knowlton. Mr. C. F. Stanley, the nephew of the senior partner in the concern, whose headquarters are at Newton, Mass., has now managerial charge of the Montreal branch.

Mr. Peter Schoufeldt, the well-known newspaper man, has almost completed arrangements for the first appearance of a journal to be entitled Exchange and Mart. Its field will be mainly with general traders, and whether it will fill a long-felt want remains to be seen.

Hy. Birk, the well-known jeweller, has given the contract out to a leading printing and lithographing establishment for an extensive and elaborate catalogue, which, in addition to describing the extensive line of jewelery that he carries, will give an interesting sketch of Montreal.

We have been favored with advance copies of the special supplement of the Canadian Military Gazette, which reflects great credit on the printers, Messrs. Desbarats & Co. It contains portraits of all the prominent officers of the Dominion Rifle Association and a lot of other matter.

It is the talk of the trade here that some Western paper manufacturers have been securing a large share of the business from printers in this city recently. Two large establishments that we know of have placed orders for six months ahead in St. Catharines and Toronto recently which were formerly given out here.

Mr. Geo. H. Flint, of the Linotype Company, has received a letter to the effect that the world's record for Linotype composition was broken last week by Mr. Lee Riley, who on the Canadian Hansard made an average of 8,120 ems last session. The letter says: "Riley the Wonder has again broken the record. His operations are verified beyond question. In six days, taking the matter from the hook, he set on the New York Tribune 411,200 ems more, seventy-five per cent. of which was

solid matter. He made his own corrections for all matter except that of the last night." This makes an average of 8,560 ems per hour for the week.

The calendar trade this season has, according to the leading printing establishments, been far ahead of that of last year. They report that instead of one or two firms or companies in each line purchasing a calendar as in former seasons, almost every merchant, no matter how small he might be, got one.

The contract for the printing of transfer tickets for the Montreal Street Railway Company has been the subject of considerable competition among the large printing establishments in this city. The Perrault Printing Company, it is likely, has got some of the work, and possibly some of it has been done in Toronto.

Mr. McCallum, formerly with the Sabiston Company, has secured the agency in London, Eng., of the Canadian Engineering News, the Wine News, the Jewelers' Guide and the Canadian Militia Gazette. Mr. McCallum is well known in the great metropolis, and it is felt that he will do a good business for these journals among our English cousins.

It is said that there are over 100 compositors idle at present in Montreal, 90 per cent. of whom are French Canadians. They have made representations to the Local Provincial Government that its work of printing the school books, etc., now given to one or two leading firms, should be distributed more among the general trade. If this was done they claim that they could obtain employment much easier.

The Sabiston Lithographic and Publishing Company have almost completed their souvenir number of the French Chamber of Commerce, of Montreal. We have had a glance at the advance sheets of some of it, and it is certainly equal, if not superior, to the work the same company turned out in their Montreal Board of Trade number. They expect to have their special Toronto Board of Trade number out by the end of January also.

Mr. R. S. White, M.P., the editor-in-chief of the Gazette, has been appointed executor of the estate of the late David English, printer. It is probable that the estate will be put on the market, in which event it ought to be a first-class bargain for some enterprising craftsman. In addition to controlling a lot of special business of a valuable kind, the late Mr. English had put in an entirely new and valuable plant just after the fire in his premises last November.

It is whispered in editorial sanctums that "the World's Trip View" scheme, carried on by a certain newspaper here to boom its circulation, has not been the howling success expected. It is alleged that it fell very flat after the first portfolio was distributed, as many came to the conclusion that ten cents in addition to the coupon was rather steep to pay for the return they got. It is a question in many minds whether circulation secured by such devices is really of material advantage to any sound newspaper.

The circle on the daily press of Montreal has again been broken by the departure of Mr. Fred. Williams, until recently city editor of The Gazette, for Sydney, Australia. Mr. Williams was laid up with a severe attack of congestion of the lungs a short time ago, and when he recovered sufficiently to be about the doctors told him that a warm climate was absolutely necessary. He accordingly decided to try Sydney, where he has a

brother occupying an important position on the press of that city. Mr. Williams comes of a journalistic family, his father being Charles Williams, the famous English war correspondent, while his mother is a free contributor to the women's column of several American and English papers.

#### GRIEVANCE OF MONTREAL PRINTERS.

THE printers of Montreal for some time past have complained of the injury done them by the competition of the religious orders in the business. Typographical Union No. 145 has addressed to the members of the Local Legislature the following petition signed by the Executive Committee, all of whom are French-Canadians: "In its meeting of November last, Typographical Union No. 145 ordered a committee to make you acquainted briefly with the causes of the stoppage of work, which at this terrible time of the year throws on the streets of our city, without work and without bread, more than 200 compositors, pressmen and bookbinders. The first of these causes is the unfair competition made with our manufacturing establishments by the religious associations which devote themselves to the industry of printing, and which are subsidized by the Government and exempt from all taxation. Among them we shall mention the Reformatory School, the Clercs of St. Viateur, the Brothers of Christian Doctrine, the Sisters of Providence and the Franciscans. The second is the excessive number of typographical apprentices now instructed in this trade who annually leave the Reformatory School, and of whom there is no need, as the offices are overcrowded with them. We hope, gentlemen, that you will have at heart the defence of typographical interests, which are not only threatened, but in danger, and that you will aid us in our demands by refusing to vote any subsidy to these associations, and by imposing upon them taxes equal to those of our other manufacturing establishments at this moment drooping away." The same Typographical Union also sent to the members of the Catholic Committee, of the Council of Public Instruction the following petition:- "At its meeting of November, 1893, the Typographical Union charged its committee to lay bare to you the sad condition of typographical workmen in Montreal, where at the present time nearly 200 compositors, pressmen and binders are without work and without bread. To remedy this, hon. gentlemen, we thought that it was sufficient to make you acquainted with the considerable injury which is done to our working typographers by the establishments of the Brothers of Christian Doctrine and the Clercs of St. Viateur, who are subsidized by the Government and pay no taxes. But scarcely a month passes when in your meetings you accept one or more of the class books presented by these establishments, granting them the monopoly of printing and even sometimes of allowance. This constitutes a crying injustice and an abuse which you should suppress by refusing to them from this day the monopoly of class-books which we are obliged to purchase from these same persons at a price ordinarily greater than the commercial price."

Albert Dennis, the stirring and enterprising publisher of the Pictou Standard, is severing his connection with that paper. But he is not coming to St. John, as was reported. Instead, he is publishing a new weekly paper in Pictou, and to which he is giving the name Pick-Me-Up. The people cannot go far wrong in picking up any paper which Mr. Dennis produces.--St. John Sun.



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251 AVENUE ST. JAMES

## AMONG THE PUBLISHERS.

JOHN D. McDONALD, who has been conducting a job printing establishment at Pictou, N.S., has purchased the plant of the defunct Canadian at Digby, and will re-issue it.

The Mitchell Advocate is in its 37th year, and has a new dress.

A new paper, Tilbury Centre News, has made its first appearance.

Drapeau Liberal, a new Liberal weekly organ, has been established in Montreal.

The Chatham Daily Planet has passed its second birthday. It is a newsy, vigorous, enterprising paper.

P. J. Pearce, editor of the Waterford Star, was ill during the first days of December, but is convalescent.

Mr. H. Gummer, proprietor of the Guelph Herald, was very sick with the grip, but is able to be around again.

J. C. Fitzgerald, of Calgary, was fined \$5 and costs for assaulting Editor Braden of The Tribune of that town.

The Bibliotheque National, of Paris, containing 1,400,000 volumes, is reported to be the largest library in the world.

Brussels is shortly to have a Conservative paper, with Mr. James Irwin, formerly of Atwood, as editor and proprietor.

The Clinton New Era and News-Record both published supplements during December, owing to the extra advertising.

W. J. Gallagher, formerly publisher of the Pembroke Standard, starts a daily paper at Nanaimo, B.C. He is a man of many enterprises.

Mr. John Craig of the Fergus News-Record was yesterday nominated by East Wellington Reformers as their candidate for the Legislature.

James Whyte, of Montreal, father of Will H. Whyte lately manager of the Herald, died recently. He was one of Montreal's oldest residents.

The Carleton Place Herald was 12 page throughout December. This is enterprise, or rather its reward, for the advertising patronage was liberal.

The Walkerton Weekly Tribune, published by M. J. Hays & Co., is the latest aspirant for public favor. Its advertising columns indicate success.

Editor Todd of the News-Record, Clinton, who went through a serious operation last month, has entirely recovered and is again at his usual vocation.

L'Electeur, one of the leading French papers published in Montreal, has twenty-five libel suits pending against it, the amounts aggregating \$55,000.

The will of the late Mr. Thomas Logan, president of the Canada Paper Company, has not been probated. The estate will realize upwards of \$600,000.

B. E. Patterson, editor of the Press, Amherst, N.S., and Miss Hattie Black, daughter of Joseph L. Black, of Sackville, were united in marriage last month.

The Guide, published by Geo. Wilson & Son, Port Hope, has a neat calendar for its customers for 1894. Both the Daily and Weekly Guide are lively papers.

Canvassers are now at work in town asking support for a new daily newspaper to appear on Monday next. As the 4,000 people of Amherst have now only the Sentinel, Record, Gazette,

Voice, Philatelist, and Daily and Semi-weekly Press to read, the newcomer will doubtless be warmly welcomed by the reading public.

The Germans have, it is said, discovered that a satisfactory kind of paper can be made from the refuse hops that have hitherto gone to waste in breweries.

Mr. E. Holmes, Sr., formerly editor and publisher of the Clinton New Era, has been dangerously ill at St. Catharines from an attack of la grippe. He is improving.

Mr. R. R. Samuel has joined the ranks of trade journalism, having become Montreal business manager of the Canadian Engineer and the Canadian Journal of Fabrics.

The North Hastings Review office and plant at Madoc were destroyed by fire on the 6th. Loss, \$3,000; insured for \$1,700. The Review was owned and erected by J. R. Orr.

Mr. Fred Williams, who has of late been city editor of The Gazette, left this evening for Vancouver, en route for Australia. The boys gave him a good send-off at Windsor station.

Mr. W. Black, formerly of the London Advertiser, but now instructor in the printing department of the Munico Industrial School, has been visiting friends and relatives in London.

Messrs. E. Wolfe and W. Clarke of the G. T. R. news department, London, have gone to Jacksonville, Fla., for a portion of the winter, and expect to witness the Corbett Mitchell battle.

"The Loss of a Man" was the forcible heading of the Montreal Star's editorial on the death of Ex-Mayor Howland of Toronto. A man—a man. What thoughts are aroused by those words?

The double-sheet issue of the Daily British Whig of Kingston, dated December 16th, was bright and readable, was well-printed and contained many well-set advertisements. The paper is in its 60th year.

When M. Henri Bousquet, general secretary of the Journal des Debats, Paris, visited Montreal he was entertained at luncheon on December 6th by a number of French Canadian journalists of that city.

A pretty souvenir of Port Hope has been issued by W. Williamson, bookseller, of that town. It consists of about twenty finely finished photogravures of scenes in and around Port Hope, bound in booklet form.

Mrs. Isabel Garrison Smith, a member of the Chicago Press Association, and World's Fair correspondent to the Tribune, was in Canada last month. Mrs. Smith is the author of "Looking Onwards" and several other popular novels.

Did you trace the fine Italian hand of D. J. Beaton in those masterly articles in the Winnipeg Free Press, which crowned the Conservative candidate, or has he gone out with his old chief again to found the new paper?—Orillia Packet.

A. R. Fawcett, of the Streetsville Review, has launched another journalistic venture, the Toronto Junction Leader, a tri-weekly. Mr. Fawcett is an enterprising publisher, and long ago learned the secret of turning out a highly interesting newspaper.

In Turkey the first press copy of a newspaper is read by an agent of the censor, so that Turkish journalism is carried on under great inconveniences. The paper is often much delayed by the failure of the inspecting official to arrive at the time for going to press. If there is any article in the paper that is likely

to be displeasing to the heads of the government the form in which it is made up must be taken out and changed. All the space must be filled too, for it is not allowed that blanks shall indicate where a condemned article was taken out.

Mr. W. C. Cunningham has just returned from a trip to the Northwest and Pacific coast points, where he was in the interests of his firm, Buntin, Gillies & Co., Hamilton.

The St. Thomas Evening Journal was double size many days during the past month. It is full of news, and the arrangement is excellent. Much attention is paid to the make-up of the forms, there being a place for everything and everything in its place.

The late Miss Booth, editress of Harper's Bazar, was so extremely conscientious that she read every story, to which she was at all attracted, three times in as many different moods before she recognized its right to be printed, and then only if it passed each test.

The Vanguard is an octavo journal of Moral Reform, of which the first number was published in Toronto in December, 1893, with F. S. Spence as editor. Temperance is the theme which the reformers desire, and the Vanguard gives promise of being a sturdy weapon.

On Saturday, 16th ult., N. B. Colcock, proprietor of the Hamilton Times, was presented by his employees with a complimentary address, accompanied by a handsome gold-headed cane, on the occasion of the tenth anniversary of his taking possession of the Times.

The curators of the insolvent estate of Daniel M. Quinn, proprietor of the True Witness, Montreal, received an offer of \$2,500 from Mr. M. Burke for the whole plant, office, etc. Authority was asked from Mr. Justice Taschereau to accept the offer, which was granted.

Fmlay McKenzie was once a reporter on the Toronto Empire. He left there to study British politics and elections. Then he went to New York and was a desk man on the city press. Now he is back to Toronto and takes Burrows' place, who goes on the Hansard.

Word comes from England that the hopes held out in some quarters about Mr. Ruskin resuming his literary labors have no foundation. Although in good health, Mr. Ruskin is entirely unsound to any mental effort, and is allowed to converse only on subjects which do not agitate his mind.

Mr. W. Campbell, formerly editor of The Budget, Toronto, is now editor of The Bulletin, a new insurance journal, the initial number of which has just been issued. The new journal bears a close resemblance to The Budget, and the editor announces that its editorial policy will be the same.

A copy of The Progress, published at Pre-ton and Hespeler by Thos. H. Sears, wandered to our table last week. It was a clean eight page paper, well filled with advertising, and admirably arranged. In fact the plan of grouping the advertisements in the paper is one of the best which has come under our notice.

Some newspaper men seem to think that a new P. P. A. is necessary to this country. We beg to suggest the formation of Publishers Protective Association. Each of the Woodstock papers is threatened with a libel suit, a Brantford confere has three or four on hand, while a single individual has actions against a considerable portion of the newspapers of the Province.

Protestantism may be in such a bad way as to require special protection; but we are inclined to think that Protestants don't need it any more than Publishers. Let us have a new P. P. A.

Mr. Walter Scott, part proprietor of the Standard, Regina, is in the city. Mr. Scott is a London township boy, and left his home, near Ilderton, for the Northwest some nine years ago. He has made his way in the world, and is paying the old home-stead a visit for the first time since his departure.—London Advertiser.

A Toronto reporter named Arthur L. Lewis died suddenly on Christmas Day. He was connected with The World and other papers and was one time secretary to Dr. Allen, Toronto's Health Officer. His brother, John Lewis, is one of the editors of The Globe, and W. F. Maclean of The World is a brother-in-law.

The Ellis fund at St. John, N.B., now amounts to \$13,000. Senator Lewis is the treasurer, and it is proposed to make the presentation of the testimonial to J. V. Ellis the occasion of a popular demonstration. It will no doubt be fashionable for some time for editors to commit contempt of court—it seems to pay.

David Hastings, the Hamilton Herald's municipal reporter, has been elected treasurer of the local Typographical Union. Dave, ever since he threw down the composing stick some eight or nine years ago on the Toronto News and picked up the reportorial pencil, has remained in close touch with the printer's organization.

The fourth year of publication has been reached in "The People's Almanac," published by the Gazette, Montreal. It is nothing more than a political pamphlet with some of the features of a good almanac, and illustrated with some fairly good cartoons. From a Conservative point of view, it is good from the other point, it is not so good.

Last month it was stated that Hon. Theodore Davie had purchased the Inland Sentinel of Kamloops, B.C. This was a mistake, as the paper had been purchased by T. A. Spink, A. W. C. Fribaw and W. H. Jones, late of the News Advertiser, Vancouver. These men declare that Hon. Mr. Davie has nothing whatever to do with the paper.

Mr. Alexander Begg has been appointed resident agent for British Columbia for the Western Publishing and Advertising Company's publications, of which Mr. Acton Burrows is editor. In addition to the Western World, the Nor-West Farmer and the Western Guide, which the company now publish, they will establish the British Columbia Guide.

The Hamilton Spectator had a special holiday issue in December. It was a genuine piece of newspaper enterprise not an advertising fake. Its illustrations were numerous, varied, and local, a full page being taken up with a composite picture of some of Hamilton's cutest babes. It was, on the whole, an issue which did great credit to Hamilton, its enterprise and its institutions.

John A. Macdonald, editor of the Armprior Chronicle, is becoming as famous as his deceased namesake, "The Father of Confederation." He has secured the honor of having his name in nearly every paper in Canada. It is not in the reading matter, but by contract it is "next to reading matter." Since John wrote "The Tramp Printer's Dream" he has seen many ups and downs, mostly ups though; and now he deserves all

the fame he is receiving, even if it is only in a recommendation for Minard's Liniment, which relieved his rheumatism and enabled him to write the able editorials for which he is noted

J. M. Robinson will resume the management of the Review newspaper of Portage la Prairie, Man., now in charge of J. Hooper, on January 1.

A Quebec despatch says: Messrs. Belleau, Stafford, Belleau & Gellay, advocates, on behalf of Hon. A. R. Angers, instituted an action of damages against L'Electeur for \$25,000. The articles complained of were published at the commencement of this month, and accused the ex-Lieutenant-Governor of conspiring with Senator Landry to overthrow the Mercier Government.

Mr. J. G. Buchanan, city editor of the Hamilton Times, received a curious set of Christmas presents from Mr. Robert Bland of Raton, New Mexico. The parcel contained a tarantula, a scorpion, a horned toad, a centipede and a centipede's nest. The tarantula and the scorpion suffered from being crushed about in transit, but the rest of the interesting articles reached Mr. Buchanan in fairly good condition.

The Weymouth Free Press says:—Two American capitalists, the Smith Bros., of York, Pennsylvania, with Mr. Steadman, from Mill Village, Queen's county, have been recently examining the upper falls on the Sissiboo river, with a view to the erection of a pulp mill there. The pulp would probably be shipped at Port Gilbert station and thence to England via Halifax. It is hoped the company will see fit to erect their plant here.

The Owen Sound Times leads with its unique way of wishing its readers "A Merry Christmas." On the first page there was printed in a bright green in two-inch type. "The Times wishes you a Merry Christmas," accompanied by a Christmas verse in smaller type. The ordinary matter was printed over this in the usual manner, but the smaller reading matter could be easily read where printed in the larger green colored letters. It was an excellent idea—well executed.

PRINTER AND PUBLISHER received an invitation to attend the first annual press night at the Queen's Theatre, Montreal, on Monday, Dec. 11th, 1893, on which occasion John Drew was to present "The Masked Ball." Unfortunately we could not be present, but the event was a unique one. The Local Press Committee consisted of J. Tasse, Hugh Graham, T. Berthiaume, E. G. O'Connor, Andre Senecal, H. Beaugrand and Richard White. W. E. Burgess, of the Herald, was hon. secretary. The Montreal press possesses a great deal of esprit de corps, hard to find in other cities.

Herman Rudolph Reinhold, lithographer and engraver, Montreal, assigned at the demand of the Canada Bank Note Co., with liabilities close upon \$14,000. The principal creditors are Prof. Fenwick, mortgage, \$1,500; Trefle Bastien, mortgage, \$1,000; Canada Bank Note Co., \$605; George Bishop, \$649; Gebhardt & Berthiaume, \$573; George J. Gebhardt, \$677; Desharats & Co., \$438; F. Nash, \$480; Dr. Devlin, \$400; estate Jesse Joseph & Co., \$2,755. Mr. W. Alex. Caldwell has been appointed provisional guardian.

The Hamilton Typographical Union has elected the following officers:—Henry Obermeyer, President. Fred Aldridge, First Vice-President: W. J. Reid, Second Vice-President: R. R. Hinds, Secretary: David Hastings, Treasurer. David Ross,

George Schumacher, Albert Taylor, Managing Committee: George Henderson, Sergeant-at-Arms: Joseph Robbins, Jasper Hurrell, Trustees: James Snaudee, Samuel Trueman, John Burns, Auditors: David Hastings, H. Obermeyer, D. Ross, J. Burns, Wm. McAndrew, Delegates to the Trades and Labour Council. The annual banquet will be held next Saturday evening.

The country is full of advertising fakirs. One of the latest of foolish advertising schemes is a volume published in Toronto and called "Toronto Illustrated." A man buys \$15 worth of books and gets a free puff a couple of inches square, but very shallow. The book is a series of bubbles or puffs, illustrated with a few pictures of the "puffed." If these pictures could show the feelings of the originals after they received their books and realized what they had done, there would be a write-me-down-an-ass or a somebody-kick-me expression on their face. But tell it not above a whisper, there were some printers in it. Advice: Do not advertise in anything but a newspaper, or something that is entirely your own, such as a circular, catalogue, etc.

The Vancouver News-Advertiser says: Mr. Stead's scheme for starting a great English daily paper with £100,000 capital, all to be subscribed by persons willing to take the journal and paying for a year's issues in advance, has naturally failed. The egotistic journalist intended himself to be the absolute autocrat of the concern. People therefore declined to commit themselves to such an extraordinary scheme. Mr. Stead has accordingly informed Canadian enquirers that he is not "wanted" in this connection, as he previously thought he would be. His vanity has thus received a great set-back. Mr. Stead is nevertheless prepared to decide as to the ultimate destiny of Canada, after a few days' visit and possibly a dozen casual conversations with Canadians and Americans.

Henry Fraser Walter, J.P., of Papplewick Hall, Notts, England, whose death is announced, was one of the proprietors of the Times. He was the second son of the second John Walter, and brother of the present Mr. Walter, of Bearwood. Born in Printing House square April 17, 1822, he was educated at Eton and at Exeter College, Oxford. For a time he was practically associated with the production of the "Thunderer," joining Fred Magnay and William Delane (brother to the famous editor) in the early part of 1846 in starting a mill at Norwich for the production of the Times paper, but he soon became little more than a sleeping partner. After some years spent in travel Mr. Walter took Papplewick Hall of Squire Montague and settled down to the life of a country gentleman.

Many are the Canadians who have won their spurs in the journalistic fields of the United States. One of them is Charlie Price. He began life as a "devil" in the composing room of the Toronto Mail. Shortly after serving his apprenticeship he left for the United States, settling down in the city of Louisville, Kentucky. This was nearly twenty years ago. For a while he "held cases" on one or more of the daily papers in Louisville. By and-by he became foreman, afterwards drifting into active journalism. Now he is city editor of one of the evening papers there, drawing a salary of \$5,000 a year. Besides this he is secretary of the Louisville Jockey Club and correspondent for several sporting papers, all of which adds a few thousand dollars more per annum to his revenue. Charlie is still a young man, and the climax in his career has probably not been reached yet.

## WHERE ARE YOU?

THE Toronto Evening News has recently published the following from its Ottawa correspondent which will either please, amuse, disgust or inform in combination with pleasure, amusement or disgust:

Taking the last Auditor-General's report as a basis, the Roman Catholic religious organs received 70.6 per cent. of the total amount paid by the Government in way of patronage to religious papers in Canada, while the combined Protestant denominational papers only received 23.4 per cent. Classifying the different Protestant religious organs, according to the favors the Government had thus to bestow, the Baptist papers received 16.6 per cent.; Presbyterian papers, 3.4 per cent.; Methodist papers, 3 per cent., and Church of England papers the munificent proportion of one and a half per cent. In view of this disclosure is it a wonder that there should be a strong remonstrance from the Protestant section of the Dominion. But to look a little further into the Government's methods of distributing patronage: During our conversation the gentleman in question drew from his pocket an interesting little pamphlet which he informed me was a key to the manner in which the Government at Ottawa distributed its favor and patronage among its faithful organs. In fact it was a full record of the value the Government attached to each of the Conservative newspapers and periodicals or other journals which they thought merited a share of Government patronage in the way of advertising.

According to this mysterious little document there are three grades or classifications, and by the designating characters, "A," "B," and "C," is the importance of the paper in question gauged and the services it renders measured.

Class "A" is given as "A paper of first class standing, entitled to receive, at the discretion of the heads of departments, all kinds of advertising, whether of general character, such for instance as tenders for extensive public works or for supplies in large quantities, or of a local nature concerning only the locality in which such papers are published."

Class "B" "An influential and widely circulated paper, although not published in a very important centre, entitled at the discretion of the heads of departments to the largest portion of advertising of a provincial or local character and to a limited share of the more general advertising."

Class "C" "Purely local newspapers, daily or weekly, monthly or weekly periodicals and journals devoted to special branches of learning or industry, entitled only to purely local or special advertising, and that to a very limited proportion."

It is thus that the several papers that are entitled to receive Government patronage are graded, and if by their works we are to know them or are to measure the degree to which some of them have merited Government favors there are not a few who will be surprised to find how little importance is attached to the influence they can wield and how far down in the A, B, C, classification they have been scheduled.

Let us first look at the "A" grade and see who the deserving ones are. Daily newspapers, classification "A" Belleville Intelligencer, Brockville Times, Chatham Planet, Hamilton Spectator, Kingston News, London Free Press, Ottawa Citizen, Peterboro Review, Toronto Empire, Toronto World, Le Quotidien de Lévis, La Presse, Montreal, La Minerve, Montreal, Le Monde, Montreal, Gazette, Montreal, Star, Montreal, Le Courrier du Canada, Quebec; L'Evenement, Quebec; Le Matin,

Quebec; Herald, Halifax; Times, Moncton; Gazette, St. John; Sun, St. John; British Colonist, Victoria, B.C.; Examiner, Charlottetown; Herald, Calgary.

The weekly papers classified "A" are as follows: Dundas Star; Gazette, Sherbrooke; Le Pionnier, Sherbrooke; Le Courrier, St. Hyacinthe; News, St. Johns, Que., Standard, Pictou; Mail, Brandon; Le Manitoba, St. Boniface; Leader, Regina, tri-weekly.

"B" grade, dailies—News, Berlin; Courier, Brantford; Sentinel, Port Arthur; Times, St. Thomas; Herald, Stratford; Morning Chronicle, Quebec; Free Press, Nanaimo; British Columbian, New Westminster; News Advertiser, Vancouver; World, Vancouver; Guardian, Charlottetown; Tribune, Calgary; Standard, Regina.

The weekly and semi and tri-weekly papers graded "B" are as follows: Times, Almonte; Leader, Amherstburg; Deutsche Zeitung, Berlin; Monitor, Brockville; Central Canadian, Carleton Place; Sentinel-Star, Cobourg; Standard, Cornwall; Journal, Gananoque; Star, Goderich; Victoria Warder, Lindsay; Courier, Morrisburg; Beaver, Napanee; Record, Niagara Falls; Vindicator, Oshawa; United Canada, Ottawa; Times, Owen Sound; Sun, Owen Sound; Standard, Pembroke; Expositor, Perth; Maple Leaf, Port Dover; Sarnia Canadian, Sarnia; Algoma Pioneer, Sault Ste. Marie; British Canadian, Simcoe; Catholic Review (now Register), Toronto; Orange Sentinel, Toronto; Glocke, Walkerton; Canadischer Bauernfreund, Waterloo; Journal, Westport; Telegraph, Welland; Essex Review, Windsor; Times, Woodstock; Times, Bedford, Que.; La Gazette, Johette; Watchman, Lachute, Le Moniteur du Commerce, Montreal; Le Trait d'Union, Montreal; Journal of Commerce, Montreal; Le Courrier de Fraserville, River du Loup; Equity, Shawville; Sorelois, Sorel; La Gazette des Campagnes, Ste. Anne de la Pocatiere; Le Nord, St. Jerome; Le Journal de Waterloo, Waterloo; Gazette, Amherst; Record, Amherst; Spectator, Annapolis; Casket, Antigonish; Canning Gazette, Kentville; Times, Liverpool; Enterprise, New Glasgow; Eastern Journal, Port Hawkesbury; News, Spring Hill; Herald, Sydney; Sun, Truro; Hants Journal, Windsor; Tribune, Windsor; Times, Yarmouth; Miramichi Advance, Chatham; World, Chatham; Intelligencer, Fredericton; Maritime Farmer, Fredericton; Reporter, Fredericton; Union Advocate, Newcastle; Messenger and Visitor, St. John; Courier, St. Stephen; Post, Sackville; Moniteur Acadien, Shediac; Press, Woodstock; Logberg, Winnipeg; Northwest Review, Winnipeg; Inland Sentinel, Kamloops; Kootenay Star, Revelstoke; Herald, Charlottetown; Journal, Summerside; Herald, Battleford; Gazette, Fort McLeod; News, Lethbridge; Times, Medicine Hat; Times, Moose Jaw; Courier, Moosomin; Times, Prince Albert.

Now for those newspapers which merit only a small degree of Government patronage: who are to receive it in very limited doses and who stand at the foot of the class under the grade "C." They are as follows: Herald, Guelph; Herald, Hamilton; Le Canada, Ottawa; Mail, Halifax; Telegram, Toronto; News, Toronto.

Weekly, semi and tri-weekly papers coming under class "C" Free Press, Acton; Glengarian, Alexandria; Herald, Alliston; Chronicle, Arnprior; Watchman, Arnprior; Enterprise, Arthur; Sun, Aylmer; Northern Advance, Barrie; World, Beeton; News, Blenheim; Standard, Blythe; West Durham News, Bowmanville; Herald, Bracebridge; Witness, Bradford; Conser-

vator, Brampton: Ensign, Brighton; Grand River Sachem, Caledonia: Herald, Campbellford: Gleaner, Cannington: News Record, Clinton: Morning Post, Cobourg: Express, Colborne: Enterprise and Messenger, Collingwood: Advertiser, Creemore: Herald, Dundalk: Gazette, Dunville: Chronicle, Durham: Enterprise, Eganville: Star, Eganville: Elmira Aneziger, Elmira: Advocate, Exeter: Times, Exeter: Advance, Flesherton: Free Press, Forest: Reporter, Galt: Guide, Gore Bay: Vidette, Gorie: News, Hagersville: Star. Hastings: Oxford Tribune, Ingersoll: Review, Kincairdine: News, Lakefield: Post, Leamington: Standard, Listowell: Catholic Record, London: Advertiser, L'Original: Record, Lucan: Review, Madoc: Expositor, Manitoulin: Standard, Markdale: Sun, Markham: Mirror, Meaford: Messenger, Millbrook: Sun, Milverton: Advocate, Mitchell: Representative, Mount Forest: Canadischer Volks Freund, Newstadt: Canadische Vollsblatt, New Hamburg: Independent, New Hamburg: Era, Newmarket: Herald, Omemee: Dufferin Post, Orangeville: Sun, Orangeville: Packet, Orillia: Contract Record, Ottawa: Telegraph, Palmerston: Review, Paris: Advance, Parkdale: Gazette, Parkhill: Advertiser, Petrolia: News, Pickering: Gazette, Picton: Times, Port Hope: Observer, Port Perry: Conservative Messenger, Prescott: Journal, Renfrew: Weston Times, Richmond Hill: Standard, Ridgetown: Journal, St. Mary's: Item, Selkirk: Sun, Seaforth: Free Press, Shelburn: Independent, Smith's Falls: News Argus, Sterling: Sun, Stratford: Despatch, Strathroy: Review, Streetsville: Herald, Sutton: Herald, Thamesville: Standard, Thornbury: Post, Thorold: Times, Tilbury Centre: Baptist, Toronto, Grocer, Toronto: Monetary Times, Toronto: Canada Presbyterian, Toronto: Comet, Toronto: Canadian Churchman, Toronto: Canadian Oddfellow, Toronto: Evangelical Churchman, Toronto: Christian Guardian, Toronto: Hardware, Toronto: Labor Reformer, Toronto: National, Toronto: Presbyterian Review, Toronto: Saturday Night, Toronto: Sportsman Journal, Toronto: Week, Toronto: Cardwell Sentinel, Tottenham: Advocate, Trenton: Times, Uxbridge: Herald, Walkerton: Guide, Watford: Times, Weston: Tribune, West Lorne: News, Warton: Advance, Wingham: Alpha, Athabaskaville: Gazette, Aylmer: Semaine Religieuse Cape Sauter: Le Progres du Saguenay, Chicoutimi: Observer, Coaticook: Observer, Cowansville: Dispatch, Hull: La Vallie de l'Ottawa, Hull: Le Spectateur, Hull: L'Etoile du Nord, Joliette: L'Observateur, Joliette: News, Knowlton: L'Union Canadienne, Levis: Le Courrier, Louiseville: News, Magoy: Militia Gazette, Montreal: Trade Review, Montreal: Workman, Montreal: Church Guardian, Montreal: Legal News, Montreal: Revue Legale, Montreal: Shareholder, Montreal: Le Nicoletan, Nicolet: Courier, Ormstown: Le Journal des Campagnes, Quebec: Le Peuple, Sherbrooke: News, Sorel: Le Montcalm, Ste. Julienne: Le Treflurien, Three Rivers: Canadien, Digby: L'Evangeline, Digby: Critic, Halifax: Presbyterian Witness, Halifax: Wesleyan, Halifax: Star, Kentville: Argus, Lunenburg: Leader, Parrsborough: Budget, Shelburn: Advocate, Sydney: Free Press, Weymouth: Acadien, Wolfville: News, Yarmouth: Review, Richibucto: Educational Review, St. John: Beacon, St. Andrew: Methodist, St. John: Tribune, Minnedosa: Monitor, Morden: Register, Neepawa: Sentinel, Pilot Mound: Tribune-Review, Portage la Prairie: Record, Selkirk: News, Stonewall: Chronicle, Virden: Der Northwestern, Winnipeg: Heinskronkla, Winnipeg: Era, Golden: News, Vernon:

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## NEGLECTED EDUCATION.

## THE FUNDAMENTALS OF TYPOGRAPHY.

IN considering, says Paper and Press, more specifically the phases of neglected technical education, on which we superficially touched last month, we shall first refer to plain composition, and point out some features of the schooling needed. The most important essential of a good plain typesetter is admitted to be a fair school education. Without this it is unreasonable to expect any progress to be made by the boy; and if he does not become disgusted with his ill success, and abandon his intention of learning the trade, he will, in all probability, add one more to the army of incompetents, and shuffle through his work only with the aid of friendly neighbors, whom he will call upon to decipher his copy, to spell a word, or to punctuate his matter. He will be very apt to commit the most preposterous blunders when setting from manuscript, while his proof will resemble map copy in the number of its markings; yet, boys of practically no education, and, oftentimes exceedingly limited in intelligence, are received into printing offices at the instigation of parents who, ignorant themselves, fail to distinguish between the qualifications of art and the occupations in which muscular force is the main requisite, viewing the avocation of Manutius, Caxton, Franklin and Didot in a category with the pounding of tin or the shovelling of coal. The printer, of course, is not responsible for the stupidity and ignorance of a boy; but it is his duty to carefully examine every candidate for admission to his office, and ascertain his fitness before undertaking to teach him his business.

When a boy is first placed at composition, it seems reasonable that he should have some preliminary instruction. He should be made to thoroughly understand the plan of the type boxes, not merely those of the lower-case and caps, but the entire case, without assuming that he will have no occasion to use references, etc., or that if such necessity should arise he may fumble around in the case until he strikes the desired letter. At the same time, he should know why the various letters are arranged in their relative positions, and the necessity of preserving this arrangement in every type-case. With proper attention to this matter, there would be less plying of cases, and no misplacement of the J and U. Probably not 25 per cent. of compositors understand why these letters do not occur in their natural alphabetical order in the upper case. The explanation of this fact would also tend to impress upon the mind the peculiar relation of these letters to the U and V, and avoid confusion in the composition of certain old style types, in which J corresponds to I, and U to V. Compositors frequently complain to the foreman that a case is pie'd, the J's, I's, U's and V's being indiscriminately thrown in the boxes, and they are often seen to carry samples to the proofreader, inquiring which is the letter wanted.

Thorough drilling in the principles of spacing should be adopted, in which the boy is made to understand the letters which require extra space, and those after which the space may be diminished. He can never space uniformly if he fails to comprehend the exact proportions of the spaces. A clear understanding of their relative sizes will obviate the use of three or four together, when more rapid, and, perhaps, more uniform spacing could be had by the employment of one or two larger spaces, and will avoid the disproportionableness so frequently seen, particularly in lines containing colons or semi-colons, as well as save an enormous amount of

time in making alterations. It is not enough that a boy should merely know that five thin spaces, four middle, etc., equal an em quad; he should fully realize their values in relation to each other, and, if he does this, he will be able to form the most economical combinations, and will never use four spaces together, or even three, except in extraordinary instances. This ridiculous practice of using so many spaces is very prevalent, and it seems strange that intelligent printers can be so ignorant of the first principles of their business as to imagine that justification requires the joint use of three five-ems and a four-em, which is so frequently seen. Even the combination of two five-ems and a four-em is unnecessary. Any possible combination less than an em can be approached to within one-sixtieth of an em by the use of two spaces, which, in the case of nonpareil, is about the seven-hundred-and-twentieth of an inch. Such justification as this is not required in diamond tables; and, in fact, leads and large type will vary to that extent.

## NOTES.

WITH the current number (December), the Western Law Times completes its fourth volume. This publication, so indispensable to the legal fraternity in Manitoba and the Territories, not only maintains its usual standard of excellence but shows evidences of improvement under the exacting care of the editor, Mr. Archer Martin.

The Canada Paper Co. has issued its famous memorandum Tablet Calendar for 1894. Each sheet is of different quality of paper, and there is one sheet for each week with divisions for each day. It is ahead of lithographed calendars.

The J. L. Morrison Company have a first class No. 6 Pony Campbell press which they wish to dispose of at once. The machine has been very little used, being got for experimental purposes for their "patent paper feeder" that they have just perfected. Any one in want of such a machine will secure a bargain in this press. Mr. Brown would be pleased to give fuller information and price to any desiring this information.

Mr. W. F. Luxton has issued the prospectus of his new Winnipeg paper, which, he says, will probably be started in thirty days. Its name will be the Norwester, and, although it is intended to become a morning, evening and weekly paper, only the evening and weekly will be issued at first. The authorized capital is \$25,000.

Every enterprising printer and publisher should attend the annual meeting of the Press Association to be held in Toronto February 7th and 8th. An excellent practical programme is being prepared, and the promise is for something in advance of anything yet offered to similar gatherings. An outing of this kind removes moss, rust and other things from the brains and minds of the hard-working editor or printer.

Mr. Geo. Warwick, of Warwick Bros. & Rutter, has gone on a flying trip to the Pacific Coast. He will call on the leading printers of Manitoba, the North-West and British Columbia, and will show them as neat a working line of samples as they ever were asked to inspect. Special pains is taken by this firm to show excellent goods in an excellent way, and this is a feature which does them credit. Their other travelers are also out for new trade, Mr. Sutton taking the Maritime Provinces, Mr. Chas. Warwick Western Ontario, and the other travelers their respective routes.

**THE VOLUME OF OUR TRADE** is growing every day and every year--1893 was far ahead of any of its predecessors. We intend that 1894 shall mark a greater advance; during it our friends will hear from us frequently. We wish them all a Happy and Prosperous New Year.

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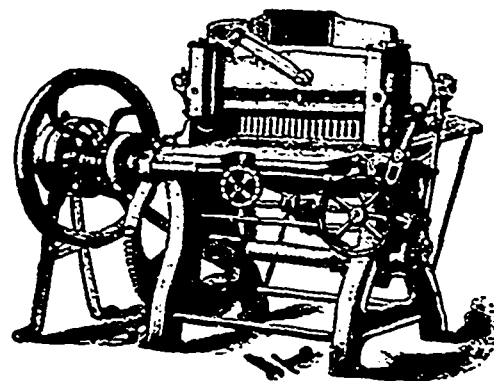
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## LIBEL LAW IN QUEBEC.

TO say that the law of libel in the province of Quebec is old-fashioned is putting the case very mild, says The Montreal Gazette. It dates back to the time when newspapers were not, and indeed does not recognise the existence of newspapers as such at all. In the view of the civil law of this province, a newspaper is exactly in the position of any private individual who chooses to circulate news about his neighbors. It has no more dignity or privilege in the eye of the law than the man on the street or the most irresponsible feminine gossip. No well-conducted newspaper would claim any extravagant prerogative; it would not wish to be a licensed slanderer, or to infringe on the just rights of any private person; but it is evident that a newspaper has a duty and responsibility to the public which ought to carry with them certain privileges. In English law a newspaper is acknowledged to have two rights: (1) the right to give a fair report of a public meeting; (2) the right to make fair comment on matters of public interest. A bill presented to the Quebec Legislature by Mr. Auge proposes to establish similar rights for the newspapers of this province. Its main provision is the exemption from proceedings for libel of fair and accurate reports of the meetings of public bodies. The privilege is not to be granted without due precautions. It is provided that any person who thinks himself injured by such a report may demand as a right from the newspaper the publication of "a letter or statement by way of contradiction or explanation of such report;" and if the newspaper refuses to insert this letter, it will be unable to set up the defence of a "fair report." It is further provided that no personal right now existing shall be curtailed, and the section shall not be held to protect "the publication of any matter not of public concern, and the publication of which is not for the public benefit." Another important section sets forth that in a libel action it shall be a good defence that the facts stated were true and published in the public interest. These are the two chief provisions of the bill, and it is not seen how any one can object to them. The other sections are more technical and of less public interest. They provide for the consolidation of libel actions which are grounded on the same cause of complaint, and allow a newspaper to plead in mitigation of damages that the plaintiff has already recovered from other newspapers in respect of the same libel. This is necessary to protect newspapers from the trafficking in libel actions of which they have sometimes been the victims. There have been cases where the person libelled has made a little gold mine out of his wrongs. Journalists are not infallible, and occasionally one of them gets hold of a tale that cannot afterwards be substantiated. The offender may be guilty, but if he cannot be proved so, the newspapers are called upon to offer him consolation for his wounded feelings in the shape of heavy damages. Under the system by which telegraphic news is supplied, an important item is published in a score of newspapers on the same day. As the law at present stands in this province, a person aggrieved can recover damages from each and everyone of those newspapers as if that newspaper was the only one that had published the libel. Newspapers do not want any unreasonable privileges, but they have a right to ask that the difficulties under which their work is earned on should be recognized. They sometimes make mistakes, and it is only right that in such cases they should be called upon to make fair reparation, but where it is simply a mistake, and everything possible has been done to correct it, it

is not fair that the newspaper should be fined in heavy damages. Where malice is shown, or it is proved that a person has suffered in pocket or position, damages may fairly be given to the full extent suffered; but there is no reason why a libelled person should have "fancy" or "sentimental" damages on the supposition that the libel has hurt his feelings. No respectable newspaper will publish what it knows to be false, and nothing short of that demands vindictive damages. There are cases where the publication of a report seems urgently demanded in the public interest, and yet it is impossible to prove that it is absolutely correct. If the legal proof offered by the newspaper in court falls short in one or two particulars, although the report may be substantially correct, the person libelled can still recover damages. In fact, in a libel action in this province, all the disadvantages are on the side of the newspaper, and libel actions are sometimes undertaken by way of speculation. If the plaintiff gets damages, he is sure of his money; but if the newspaper wins, it is by no means sure of its costs. This is not as it should be, and it is bound to result in disadvantage to the public. A newspaper exists to protect the public interests, and anything that tends to prevent its being conducted efficiently is a disadvantage to the community. Newspapers should be encouraged rather than otherwise to unmask those who pray upon the public, but a newspaper which undertakes this duty in the Province of Quebec runs a great risk of burning its fingers. Mr. Auge's bill will remedy some of these grievances, though not all; it will at any rate give the newspaper a legal position, and will recognize that it has public duties, responsibilities and privileges. When this is once established, newspapers will be able to go into the law courts with a better chance of getting substantial justice, and in course of time the Legislature will probably see its way to remedy other grievances, which Mr. Auge's bill does not attempt to deal with.

## RECEIVED.

CHRISTIE, the printer, lives in Brandon, Man., and he is a hustler. He does a huge book and stationery business, a good printing business, owns a big square block in the town, well built up with houses and stores, and, lastly, publishes a paper. The Christmas number of this paper, which is called "The Eye," presumably because it is printed on what is known as eyesight paper, was a beauty. The cover is one of the most handsome pieces of colored border work that we have seen in Canada for some time. It is striking and well executed, although it must be acknowledged that in eastern Canada the rage for this class of work has almost passed away. The supplement is a neat piece of work, being photographic views of the city of Brandon. The reading matter and illustrations are choice.

Apted Bros., Toronto, have a neat folder, bearing on the front page "Health, Happiness and Prosperity," and on the third page, "Wishing You a Bright and Happy New Year. Apted Bros., Toronto." It is only 3¼ by 3½ inches, contains no advertisement, is simple, chaste, unostentatious, yet charming in its simplicity. Ordinary New Year circulars are to it what the gaudy daubs of an amateur artist are to the handsome Madonnas of an Angelo.

The J. B. McLean Company, 10 Front street east, Toronto, have issued an advertising booklet which is striking, odd and neat. It is striking in its method of solicitation, odd in its illustrations, and neat in its letter press and color work.

# BOOK PAPERS

THE No. 1 Litho. Paper we are now making is the best substitute for coated paper in the market. In fact it is often difficult to distinguish it from coated paper, and for printing from photogravures and half tones it is unexcelled. It bulks better than coated paper and costs about half as much. A large stock always on hand. We also carry a heavy stock of the best quality of Coated Papers and of all sizes and weights in several grades of cheaper Book Papers. Write for samples.

Special Attention to  
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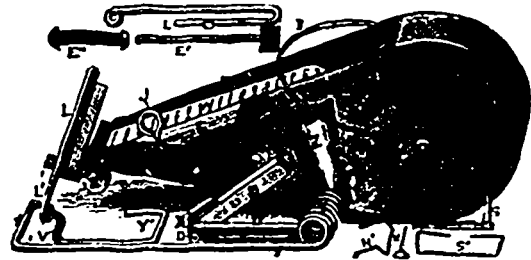
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## Dick's Seventh Mailer



With Dick's Mailer, in ten hours, each of six experts, unaided, fits for the mail bags 20,000 Inter Oceans. Three a second have been stamped.  
Over 8,000 Now In Use. PRICE, \$20.25, Without Royalty.  
Address, REV. ROBT. DICK ESTATE, Buffalo, N.Y.

# PRINTERS' ROLLERS

CAST ON IMPROVED PRINCIPLES.  
OUR TABLET COMPOSITION IS  
SUPERIOR TO ANYTHING ON  
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## STEPHEN MCNAMARA, - - Chicago.

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Wholesale Stationers,  
Paper and Envelope  
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These are the latest novelties and can only be had from us. Write or call and get samples and prices.

"Carew" Typewriter Papers

We have the sole right for Canada in "Carew" quality better and prices lower than any other typewriter paper in the market.

Sample Books and Prices on application.

LENNOX BONDS IN ALL DELICATE SHADES.

**BUSINESS DETAILS.**

**B**USINESS is made up of details. The printer who has mastered all the details in his business can bid more intelligently for work than can he who simply guesses. He knows the cost of each step to a fraction. When he reaches his conclusions he knows exactly what figures will give him a fair profit. Such a master of his business will never be caught doing unprofitable jobs. Knowing exactly what he must expend on a required job, he will pass the job along to his guessing neighbor, and allow him to run his plant on the non-paying work.

One day last week, I saw two sets of figures on one contract. One of the men who figured understood his business, and his figures were to a cent. The other one guessed at the cost. Their figures were not far apart, for the job was not large. The guesser's bid was below the exact figurer's bid, and he got the job. He has since told me that "there is no profit nowadays in this line of work." The other man assured me he knew "exactly what Mr. Guesser would lose on the job." His figures agreed almost to a cent with what the "lucky" bidder confessed he was "out" on the work.

These two men represent the two classes of mechanical workers, those who fail and those who succeed. These classes are distinct. The guessers "get the work at any figure." They soon do enough work to lose all they possess. The exact figurers "get a fair profit or let the job go to someone else." They may work less, but they make a profit on all they do, and they soon do little enough to roll up a good bank account. It may sound paradoxical to say that one man succeeds in getting so much work that he fails, and another succeeds in getting so little that he grows rich, but there are enough examples of both to prove that the seeming paradox covers an important business truth.

The man who is master of the details of his business is a powerful competitor. He knows when he reaches the point in bids below which he will not, can not go. His guessing competitor has only one limit in view. He aims to go below his competitor, no matter how low the competitor sets his figures. How many men can tell to which class they belong?

**QUESTIONABLE FENCE ADVERTISING.**

**W**E perceive that both in Chicago and St. Louis all vacant property on thoroughfares is being fenced in and appropriated to advertising purposes, says an American exchange. Apart from it being a great injury to the legitimate medium of advertising, it is questionable propriety in forcing the ordinary citizen to read matter in which he is not concerned. There are times when the mind needs rest, and a person passing through a city should be free from molestation either mentally or physically. While it may be lawful for people to do as they please with vacant property, yet we question the propriety of the authorities permitting every available spot that "bill posters" can obtain to be occupied with all kinds of flash advertisements. In both of our western cities it is getting tiresome to the eye and offensive to the proprieties to be confronted at every few steps by fulsome advertisements with ridiculous displays called illustrations. In one instance we noticed the advertisement of a matrimonial bureau, illustrated on the walls with the contracting parties in full size and dress, and the robed clergyman performing the ceremony. On another fence display is an advertisement of a "quack" doctor offering a nostrum for an incur-

able disease, whose matter would not be inserted even for pay in any respectable newspaper in the country. Again, the theatrical posters are giving "shows" on the wall that would not be tolerated in the most questionable variety theatre, attracting the morbid and the youth of both sexes, cultivating the viler propensities to a far greater extent than the most demoralizing and sensational literature. We have a commendable society for preventing cruelty to animals, but is it not high time that philanthropists organize to prevent the many outrages against decency which are being daily posted on the vacant walls of our large cities? All such only tend to demoralize and offend, and confront society with the idea that we are fast drifting into an era of license and impropriety.

**THE SAME HERE, BROTHER.**

**A**RT in Advertising says:—In connection with the advance in the subscription price, we have also another reform in view, and that is to put our advertisers in their proper places. Goodness knows it was hard enough to get them, and now that we've got them we don't know what to do with them. Each one, individually and successively, owns the whole paper during the life of his contract. It sometimes happens that we misplace an ad. In the customer's eyes this is but little short of deliberate murder. He storms, raves, does everything but shoot to kill, and in the end kindly permits us to live a little longer.

The process of getting an order is unique in itself. At the beginning of the first call, he says: "Oh, I couldn't think of using your paper at any price!"

Of course not. Some of them would have us believe that they are not using it yet.

Finally he asks the price of a preferred position, and shrieks on hearing the quotation. "I thought I'd like to do something with you, this month," he says, "but that's robbery."

The third attempt is taken up in a vain effort to break rates.

The fourth attempt results in an offer for the preferred position at the run-of-the-paper price.

"You'll get that or nothing," says our customer, closing his desk with a bang.

"Oh, yes! we'll get something," say we, trying to be funny at a funeral—"we get left."

By and by the contract comes in, and the gracious donor looks in every once in a while to see if we are properly appreciating his bounty. "You must be making lots of money now," he says, glancing fondly at his own ad. Then turning to the next page, he continues: "There! I knew that fellow would come in when he saw mine. Gracious, how many ads you've caught since you hooked me! Say, how much commission do I get? Oh, you sly dogs!" and giving a gratified chuckle he cribs an extra copy and strides down the hall.

We made some very stupid bargains to begin with. For instance, yearly advertisers get a discount of ten per cent. But they don't get it after January first. No more putting a premium on poverty for us. We ought, we suppose, to make it an object for a man to spend five hundred dollars a year instead of fifty dollars, but we won't. As a matter of fact, the five hundred dollar man ought to be charged an extra ten per cent., on the ground that he can afford it. That may not be good business, but good or bad it goes in this paper after January 1st.

# Coated Paper

Samples and quotations  
on application

Is the only paper that will give full effect to half-tone engravings. There is no substitute for it. Half-tones printed on our Coated Book reproduce the photograph with the lustre and depth in the black parts, the softness of the lighter and all its other original qualities. It is impossible to get these results on the so-called substitutes for Coated Papers.

WE RECOMMEND OUR . . . .

Coated Book for half-tones, and our Porcelain Enamel Book for catalogues where fine wood engravings are used.

## RITCHIE & RAMSAY

Toronto, Ont.

MANUFACTURERS OF

### COATED PAPERS and CARDBOARDS

The PRINTER AND PUBLISHER is printed on our Coated Book.

# Geo. H. Sanborn & Sons

69 Beekman Street.  
NEW YORK.

MANUFACTURERS OF

42 & 44 West Monroe St.  
CHICAGO.

## Bookbinders, Printers, Paper Box Makers

. . . AND . . .

## Lithographers' Machinery.

The Sanborn Cutting Machines are Unequaled for Strength, Power, Durability and Accuracy.

Sanborn's Machinery is Conceded to be the Standard by ALL.

First Prize awarded it wherever exhibited during the past 40 years.

Send for our New Catalogue and write for prices and terms before ordering elsewhere.

#### NEWSPAPER GOOD WILL.

PERHAPS the most intangible thing of modern life is that expressed by the words "newspaper good will." Few people not connected with the profession are at all aware of what lies concealed in that expression, and for that matter, many of those directly interested are blind to its force.

Not a prosperous paper in the land but whose profits predicated on its visible value are enormous. A paper earning \$100,000 per year, representing a capitalized valuation of above a million and a quarter of dollars, could burn all its property in sight and replace the same with a tenth of that sum. In other words, a paper earning a sum named above has \$1,000 in sight and \$900,000 in good will. Nor is good will always good feeling. A paper may be thoroughly hated, and yet enjoy marvelous good will. The Chicago Times is a capital illustration. For some years prior to the death of its brilliant founder, Wilbur F. Story, that gentleman was crazy. The great enterprise, however, continued making money, was widely read and a splendid advertising medium. After his death the woman from whom he had been some years divorced and his widow, began a contest for his property, which lasted in the courts for four or five years. The Times went from court to court; different receivers for the property were appointed and displaced, a druggist, unfamiliar with the business, was one of these—and yet the Times thrived. Rival papers, good ones too, sprang up, but the established concern held its field. At last the property, tossed and bandied about for more years than would have wrecked ten stable governments or the proudest private concern, was sold for \$1,000,000 hard cash.

Envious and jealous rivals have set out, times without number, to take away the business of some successful paper. After, with empty pocketbooks and wasted efforts as their sole capital, these have learned that a successful, earnestly-conducted, and long established newspaper is the most difficult thing to overthrow in modern life. Toledo Sunday Journal.

#### TYPESSETTING BY ELECTRICITY.

DONALD MURRAY, a newspaper man of Sydney, N.S.W., employed on the Sydney morning Herald, has invented and patented in this and other countries a device by which, with a keyboard before him like that of an ordinary typewriter, he can not only produce typewritten copy in New Orleans from New York, but, it is claimed, can operate a typesetting machine in New York and deliver his matter thus in lead ready for the forms. Not only that, but the same operator, by using a number of telegraph lines, can set up the same copy simultaneously in a dozen different places. In this operation only ordinary telegraphic currents are used, such as are capable of being relayed and are subject to all conditions of ordinary telegraphy. The work can be done with the same speed as an ordinary typewriter is operated, and dispenses with all clock work mechanism, synchronously-moving type wheels and other cumbrous devices. It is said to be capable of manipulating some eighty different characters. The invention consists of two very simple elements. One is a transmitter and transmits a certain combination of five short positive and negative currents. The other is an interpreter, by the passage through which of a certain combination of positive and negative currents a lever is released and makes electrical contact, thus energizing a particular electro magnet, which operates a type key. A given com-

bination of currents only unlocks a certain corresponding key. The transmitter consists of thirty-two elements, arranged like the keys of a typewriter, together with shift-key arrangements similar to those on the typewriter, and the interpreter is equipped to correspond. The Scientific American gives the following description of the mechanism and use of the invention:—

"The transmitter has a series of keys, each consisting of a rod operating a peculiarly constructed pole changer, and comprises a commutator having on the side parallel rows of stationary contacts connected in parallel with the line, and having a portion of the connections crossed, the commutator having its top surface inclined, and its lower surface inclined at right angles to the inclination of the top surface, a key sliding adjacent to the commutator, and a contact block having a spring connection with the key-carrying contacts adapted to connect with a surface of electricity, the contact block being arranged to move downward on one side of the commutator, and to slide inward and move upward so as to make contact with the contacts of the commutator. The interpreter comprises a series of electromagnets adapted to connect with a line through mechanism for printing a character or operating a key of the keyboard machine, each quadrant having a series of teeth in a different combination from the teeth of any other quadrant in the series. Swinging detents adapted to be actuated by the magnets engage the teeth of the quadrants, and electrically and automatically rotated shafts adapted to be set in motion by the closing of the circuit in which the quadrants are arranged to carry mechanism to return the quadrants to locked position. One of the transmitter keys operates the space key of the typewriter, and three other transmitter keys operate the shift-key mechanism, shifting the capitals, lower case or figures. When the paper carriage of the type-writer comes to the end of a line, it may be returned by the attendant at the receiving station, or by an automatic mechanism provided for this purpose. The galvanometer on the main line at each station indicates when a current is passing. When the instruments are not in use the bells are put in circuit, and, when the interpreters are in circuit, the operator at either station can send a message to the other station, where it will be recorded on the typewriter, without an attendant being present, the process being automatic, and it is only necessary to provide a sufficient amount of paper in the typewriter to receive the message."

#### LONDON IN THE FORTIES.

THE local press of London in the "forties," says a writer in the Advertiser, consisted of the Enquirer, which was owned and edited by Mr. Parke, the member for Middlesex, who retired from the editorial sanctum to become surveyor-general of the Province. His son, E. J., of the law firm of Parke & Purdom, now Q.C. and police magistrate, was then a sprightly youth at school. The other local paper, called the Gazette, was owned and edited by the Hodgkinson brothers, Thomas and Benjamin. The papers had great bickerings at that time; and I think the Enquirer dropped into the management of Geo. H. Hackstaff, and that an eccentric though scholastic gentleman called Kearney had a finger in the pie. Just at this very instant I recall to memory that the Gazette office was on Ridout street, right opposite the court house, over 50 years ago; and the Enquirer was also on Ridout street, near the Bank of Upper Canada.

# Bookbinders *Telephone 91.*

Paging and Peforating neatly dono.

PAPER RULERS, Etc.

Embossing and finishing for the Trade.

FINE LEATHER BINDING

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

### Ours is Known all Over the Globe

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

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

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18 point	--	12 a	8 A	--	3 25
24 point	--	10 a	6 A	--	4 00
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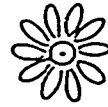
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