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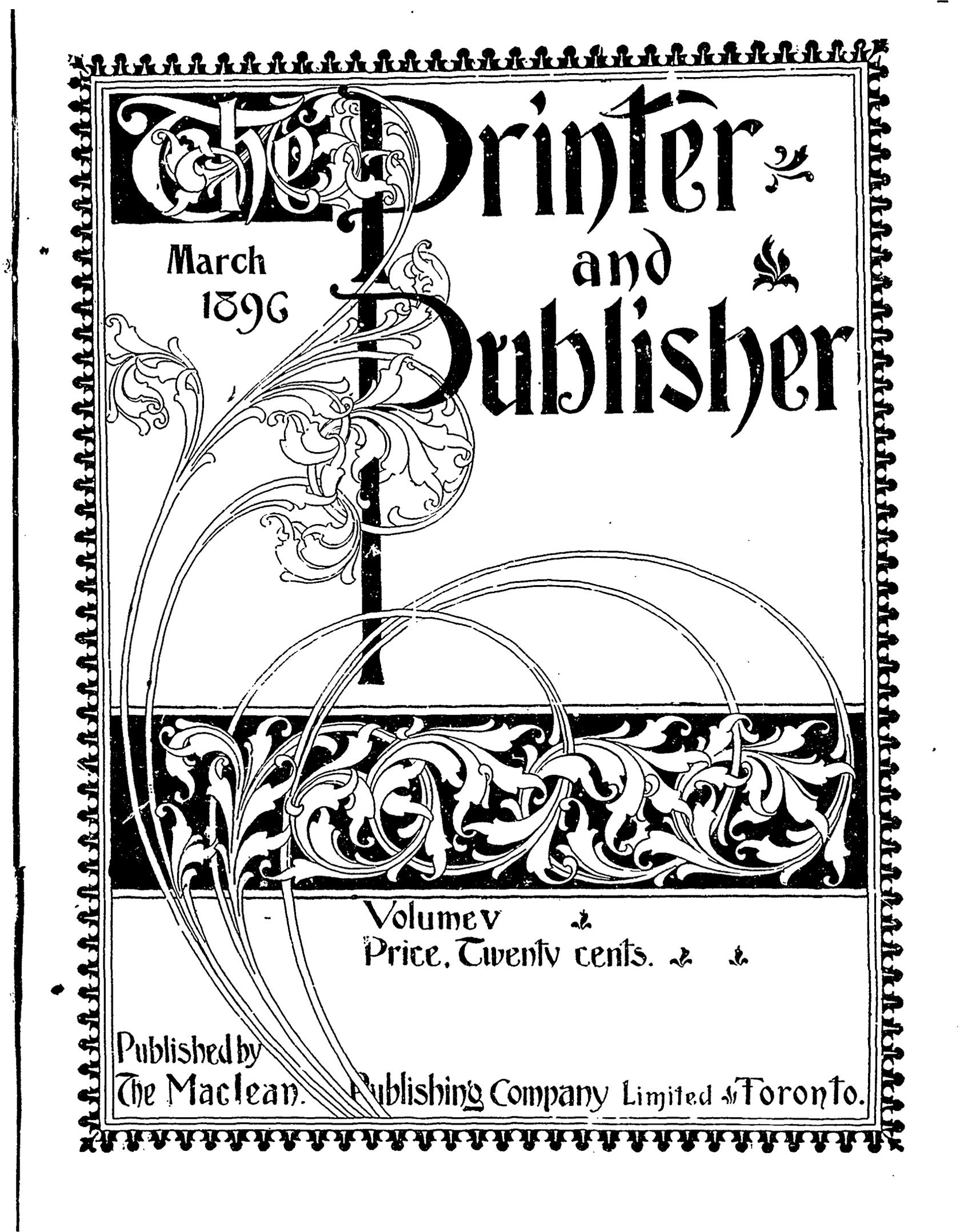
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The Printer and Publisher

March
1896



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VOL V.—No. 3

TORONTO, MARCH, 1896.

\$2.00 PER YEAR.

A JOURNAL FOR PRINTERS AND PUBLISHERS

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No. 26 FRONT ST. WEST, TORONTO

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Single copies 20 cents.

J. B. MACLEAN,
President.

HUGH C. MACLEAN,
Sec.-Treas.

CURRENT NOTES.

MR. W. F. MACLEAN, M.P., has been hauled over the coals at Ottawa because The World published an editorial severely criticising some of his fellow-members. The sympathy of newspaper men must be with Mr. Maclean in his assertion that The World should be free to discuss political questions untrammelled by his presence in the House. He disclaimed having personally written the article, or having even seen it before publication. That was sufficient. Otherwise, when a newspaper publisher entered Parliament he would have to retire from business.

Mr. Colwell announced in his new journal, The Wallaceburgh News, that by starting a second paper in that place "the merchants and others will get their advertising for just half the former price; instead of paying double price for their advertising, they will get double the advertising for the same amount of money that they have been paying." This hardly strikes one as good policy. Two papers in one town should agree to maintain rates on a fair profitable basis, not cut them one-half. If merchants were left to decide advertising rates they would demand free advertising—the publisher being left to live on the honor of issuing a newspaper. There is no business in anything but a mutual good understanding between publishers to keep up a legitimate margin of profit.

The Toronto Mail, like its big morning contemporary The Globe, has had a good year. A new press is being bought and will shortly be put in. This will be one of Walter Scott & Co.'s three roll straight run presses, embodying all the latest improvements. At the recent annual meeting Mr. Riordon was elected president and Mr. W. J. Douglas general manager. Mr

Douglas has hitherto been business manager, and as a strong point of The Mail has been its good business management, his selection for general supervision by the company will be felt to be a wise move. The editorial department continues in charge of Messrs. Arthur Wallis and W. H. Bunting.

The Shareholder, Montreal, recently had an editorial setting forth in the strongest manner possible the fallacy of certain business methods. One corporation were so pleased with it that they ordered 3,000 copies of the paper for distribution.

Le Monde, of Montreal, has been purchased by Mr. Nantel, Quebec's Minister of Public Works, and a number of associates. There is no authority for the statement, but as Mr. Nantel is a close friend of Mr. Chapleau the deal may presage that gentleman's early return to political life.

An Ontario publisher asks us to preach a sermon from the text: "Buy from no one who does not support you." He goes into details to show that a publisher should take care to go for his domestic and personal supplies only to those who advertise or in other ways support the paper. Probably this is done already by most publishers. A feature which town papers might also encourage is the habit of people buying in their own localities and not going off to the nearest large city to do their shopping.

Both Globe and Mail now follow the practice of dividing their long editorials into paragraphs separated by three-em dashes. Is this a device to get the people to read the article? In these days a short editorial is preferred. If the subject is too important to be treated in half a column, the editorial should be so well written that people would read it even should it stretch out to three columns. The use of the three-em dash is a doubtful expedient—typographically and grammatically.

We are asked to state that the second annual Canadian Horse Show will be held in the Toronto Armories on Wednesday, Thursday, Friday and Saturday, April 15th, 16th, 17th and 18th. Intending exhibitors are reminded that entries close on Saturday, April 4th, and should be addressed to Henry Wade, Parliament Buildings, Toronto. Boxes will be sold by auction at Hyslop's Bicycle Emporium, 14 King street east, on Tuesday, April 7th. The chairman of the committee is Mr. Robert Davies, and the secretaries are Stewart Houston, 18 Toronto street, and Henry Wade.

SUPPLYING OFFICIAL NEWS.

THE practice in Canada of keeping all official or Government news for the Government press is petty. It reflects no particular credit on the Ministry, and "a copyright scoop" yields no great fame to the "scoopist." Some reform has taken place in supplying blue books simultaneously to the papers of both parties. It might be extended to apply to much news of national importance which the press of every political stripe would disseminate in the interest of the whole country. News relating to immigration, new commercial openings, etc., etc., should not be the exclusive property of any one set of journals. The entire press should be invited to circulate what is good for Canada.

In this connection a new departure has been instituted in Great Britain. Hitherto official news has been kept very close there. But Mr. Chamberlain has inaugurated a better system. During the exciting period covering the German and South African trouble, the Colonial Secretary gave facilities to the press which were greatly appreciated. At the last meeting of the Institute of Journalists, Mr. Wilcox, M.P., the president, pointed this out. He said that we had been going through exciting times, and the public had naturally been anxious to obtain information. He was glad to say that, to a larger extent than ever before known, the Colonial Office had given facilities to the press for the distribution of the news so eagerly looked for, and actually the personal convenience of pressmen who had to attend the Government offices had been considered. The Colonial Secretary had not only received representatives of the press with very great courtesy and consideration, but had supplied information to the press with great impartiality and with entire readiness. Therefore, although he (the chairman) would not ask them to pass any formal resolution on the subject he thought it was no more than gracious on his part, in his official capacity, to recognise the courtesy, impartiality and readiness with which Mr. Chamberlain had treated the press in connection with the exciting political events abroad. The other gentlemen present heartily concurred.

A TRANSLATION BUREAU.

In Quebec, with its dual language, the want of a regular translation and information bureau has been felt frequently by English speaking business men who wish to get a card out in French, or, vice versa, a French speaking business man a card in English. N. P. Lamoreaux, the manager of Montreal Printers' Supply Co., is considering the advisability of supplying the want by inaugurating a bureau of this sort. He considers that it could be built up to something substantial. If he decides to go ahead with the scheme PRINTER AND PUBLISHER wishes him every success for his enterprise. He need not devote his attention solely to translation. Business men frequently have occasion to get some printing done. If there was a place where for a small fee they could secure some practical advice in regard to the work desired, they would be in a position to talk business much more intelligently with the printers and possibly at a considerable saving to themselves.

WHO SELLS VAN GELDER'S PAPERS?

The enquiry made by a reader in last month's issue as to where he could buy Van Gelder's papers, brings an answer from the agents in America, Miller, Sloan & Wright, 65-67 Duane street, New York, who will send a price list to anyone inquiring.

FREE ADVERTISING FOR FREE TRIPS.

A nice little 60-line advertisement of the Detroit and Cleveland Navigation Co. is being sent out to Canadian papers for free publication. The publisher is asked to insert weekly, from April 1st to November 1st, with six local notices of "pure reading matter," 14 lines each. In return for this service, says the polite general passenger agent's circular, "we will issue one annual pass for transportation over all our lines for yourself and wife, or associated editor and wife."

Let us examine this munificent offer. It appears from the ad. that the price of a ticket over the company's line, including meals and berth, is, from Cleveland to Mackinac and return, \$18, from Toledo, \$15, from Detroit, \$13.50. The pass is annual and Mrs. Editor may go too (children extra). As only a few of our Ontario editors would be able to spend from April to November on the company's boats, it seems likely that one trip would be the average use made of the offer. Some of us would have to walk to Detroit to catch the boat. The entire service, we infer from the ad., extends from Cleveland to Duluth. If any publisher has, before receiving this offer, made up his mind to spend his summer holiday on this trip—and we hope no member of the Canadian Press Association has yet pledged himself—it may be worth while to insert the ad. As a business proposition, the business is all on the company's side.

The plan bears every appearance of being the best to secure extensive free advertising which this season has yet produced.

QUEBEC PRESS ASSOCIATION.

The Quebec Press Association will hold their annual dinner on the 11th of April next. It is proposed to make a special effort to make the event a record one. At the same time many members of the association are pondering why the association is to all intents and purposes restricted to the city of Montreal, and is not in any sense of the word a provincial organization. There is no reason in the world why it should not be so, for there is a live Eastern Townships association already that holds rousing conventions every year at Sherbrooke. Several of the members are putting their heads together for the purpose of devising some scheme to get country members to join the Quebec association, and make it a live provincial body like the one at present doing good work in Ontario.

LE MONDE CHANGES HANDS.

Le Monde, one of Montreal's leading French dailies, has changed hands, a syndicate headed by the Hon. G. A. Nantel, having purchased the paper. The Hon. Mr. Nantel will assume editorial charge of the paper, while the business management will be in the hands of J. W. Poitras, who has been connected with the French press for several years past as advertising solicitor and manager, and finally as business manager. Other gentlemen said to be in the syndicate are the Hon. G. A. Ouimet and Jos. Tasse, the well-known cigar manufacturer. The new management will give Le Monde's support to the Conservative party both in Federal and Provincial politics.

Mrs Helen Gregory-Flesher, formerly of Toronto, has severed her connection with The Searchlight, of San Francisco, and is now editor and publisher of a San Francisco monthly journal, Society.

IN DARKEST TORONTO AGAIN.

THE letter from "Kingston" in this issue raises once more the crying grievance of the printing trade. On receipt of "Kingston's" letter we looked up the files of **PRINTER AND PUBLISHER** and examined the record. In the June, 1893, issue of this paper a reference was made to the disposal of the Brough & Caswell plant to the Bryant Company. In connection with this we stated that, "Although but a few years in business Messrs. Brough & Caswell have built up a large trade and have made a most excellent name for themselves as careful, painstaking, prompt and attractive printers, numbering as they do amongst their customers many of the leading wholesale, financial and manufacturing concerns of Toronto and other towns. Their new premises will be large and well lighted, will be equipped with the latest and most improved machinery."

In the January, 1894, issue we noted their assignment with unsecured liabilities amounting to \$4,919.45, and this month another assignment with unsecured liabilities amounting to \$5,443.22 has taken place.

Who is responsible for such a condition of affairs? Is it Mr. Brough, or is it his creditors? Personally Mr. Brough is well liked, is hard-working and is a good printer, and is evidently an adept in securing a plant on terms satisfactory to himself and evidently to some of the creditors.

The moral drawn from the assignment in January, 1894, was that the firm had been doing business at prices which good men could not touch, and that the practice of giving unlimited credit to houses which cut prices was a very bad one. In the interests of the printing business at that time **PRINTER AND PUBLISHER** analyzed the situation and quoted the views of supply houses in favor of instituting a reform. For example, both Mr. Campbell, of the Canada Paper Company, and Mr. Buntin, of Buntin, Reid & Company, were interviewed, and both favored the policy of cash payments rather than long credits, which were apt to make printers less careful in figuring for a profit on the jobs they took. In particular Mr. Buntin said that since he had assumed charge of his business and in future the policy of greater care in giving credit would be followed.

Now all this is quite interesting when compared with the latest Brough failure. One would expect that a lesson so plainly made manifest by the former failure would at least teach

the same people not to err again. But what does the new list of creditors show? Here it is:

LIABILITIES.

Ordinary—T. Milburn & Co., Toronto, \$850; E. B. Eddy Co., \$342.92; Incandescent Light Co., \$556; Munroe, Cassidy & Co., \$175; Miller & Richard, \$350; Westman & Baker, \$350; Buntin, Reid & Co., \$1,900; Canada Paper Co., \$115; Ryrie & Co., \$97; Leary, \$79; Geo. Mathers, Son & Co., \$61; Jas. Murray estate, \$75; Love & Hamilton, \$52.25; Blakhall & Co., \$35; E. Rogers, \$33; National Electric Co., \$10.45; Wm. Simpson estate, \$10.65; Alexander & Cable, \$8.75; W. O. Ferguson, \$18; Fred. Armstrong, \$15; A. Muirhead, \$3.55; Guest & Co., \$4; Phoenix Insurance Co., \$7.50; Macrae & Macrae, \$4; Ault & W. borg Co., \$33; Behlen & Schlegel, \$24; Jaeneke, Ulman & Co., \$15; H. M. Stevenson, \$8.50; Geo. Mier & Co., \$5.35; Con. Gas Co., \$13.45; Lobb & Baird, \$39.54; Bell Telephone Co., \$22.50; Farmer Bros., \$9; Hough & Harris, \$11; Telfer Mfg. Co., \$1.17; R. E. Thome, \$1.30; Vokes Hardware Co., \$2.34. Total, \$5,443.22.

Secured—Toronto Type Foundry, \$3,200; Babcock Press Co., \$1,700; Whitlock Press Co., \$500; Miller & Richard, \$675; John Thomson Press Co., \$325; J. L. Morrison & Co., Ltd., \$50; Westman & Baker, \$150; Canada Printing Ink Co., \$185; Standard Piano Co., \$17; Buntin, Reid & Co., \$1,400; H. Beatty, \$350. Total, \$8,468.

Preferred—Rent, \$340; wages, \$364.85. Total, \$704.65.

It is a most extraordinary thing that after all these warnings and after every person knew that the ruination of the printing business in Toronto was extreme cutting, and that weak houses should not be encouraged to keep up this system, yet the people who lost in the 1894 failure are again found in the new list. In the former, for example, the Toronto Type Foundry were in for a loss, and they figure in the latest list for a still bigger one, secured this time. The Canada Paper Co., it must in justice be said, have evidently stuck to their policy of not making heavy advances, and have thus reduced their account considerably. The same is true of Miller & Richard, and as for the Eddy Co., their item is the balance of an old account, and they have exacted cash since the previous failure. But no such policy seems to have been followed by other concerns like the Canada Printing Ink Co., the



Illustration from "Walter Gibbs, the Young Boss," by E. W. Thomson. William Briggs (September)

Thomson Press Co., Toronto Type Foundry, Buntin, Reid & Co., etc., yet there was a fair reason to hope that the policy of bolstering up weak concerns would not be pursued by previous sinners. Here are Buntin, Reid & Co. down in the 1894 suspension for a secured liability of over \$12,000. In the recent failure the firm is down for \$1,400 secured and \$1,900 unsecured. Evidently the Brough Co. were able to go along by getting credits of this kind. Is it fair to the rest of the trade?

This kind of thing must come to an end some time. The only results from it are, as "Kingston" points out in his letter, the utter demoralization of business and rates, to the detriment of the whole trade. The supply houses keep giving out their material and the weak printing firms keep going to the wall. It appears, according to our correspondent, that a wish has been expressed that PRINTER AND PUBLISHER would go for Brough as a sinner deserving condemnation. Why should we go for Mr. Brough? It really seems, as "Kingston" avers, that the people who are to blame are the men who are paying cash for their stuff and who allow the houses who supply them with material to keep on bonusing weak concerns that are eating the profit out of the entire business by unprofitable methods. These cash men must have very little spirit if they go on standing it. Let them join with other men who pay cash for their type, presses and paper, and they will soon force the supply houses to put an end to the present vicious system. The remedy is really in their hands. We cannot blame Mr. Brough solely, who is a good printer and who finds 'nat the present methods of doing business allow him to suspend once in a while without apparently affecting credit; nor can we solely blame the supply houses, for it is their cash customers who did not kick against the practice at the proper time.

There is this to be said, however, to the paper and press men. The printer is a hard-worked man, tied up in the technicalities of his trade. He may be excused for not seeing the drift of poor business methods as clearly as the men who sell to him. They have more time to survey the situation and a duty devolves upon them to stop starting new offices on credit or floating weak houses into business again. The list of creditors in the latest Brough failure shows no regard for this prudent policy. Mr. Buntin, for instance, comes of a good line of business men and should consider what the ultimate result must be. Small losses are, no doubt, a mere flea-bite to well-off concerns like the Buntin firm, but it is the principle of carefully looking after the interests of all good customers that should govern the supply houses. This isn't done by indiscriminate credit. Let the supply firms just consider this: Supposing printers generally get the notion that reckless trading and a failure now and again bring no punishment, and that there's more fun in this kind of thing than in pegging away steadily year after year at a small profit, where will the printing business—already bad enough—land in?

Even after two failures the creditors of the Brough Co. are willing that they should go on again. And the business is going on. What the printers of Canada would like to know is where they stand with regard to these creditors.

The new photography is not satisfying everyone. An English paper, which got some photographs for reproduction, telegraphed back to London: "Photographs received very tame—send more sensational ones, such as interior of belly, backbone, brains, liver, kidneys, heart, lungs, soul!"

PRINTING IN MONTREAL.

JOB printers are more active. Mr. Peole, of the Palmers' Printers' Machinery Agency, visited every printing office in Montreal about six weeks ago and found many presses idle. He has just gone over the same ground again this week, and finds nearly every office running full time. They are all talking in a more cheerful tone, and seem to look for a good season's business. There are more enquiries for new presses and the latest labor-saving devices, which fact shows that printers are on a better financial basis. On Tuesday last he sold a new two-revolution Miehle press to Desbarats & Co., who are extending their premises and their business. They have a half-tone engraving department in connection with their printing and have a large share of the catalogue work here, for they are doing good printing. There are signs of general improvement in the character of the work turned out here. Business men for many years were satisfied with anything as long as it was cheap, but now they are beginning to show a willingness to pay a little more to be sure that the work is good. This will mean, before long, that many offices will have to replace the old-fashioned rattle-traps by the most improved presses and machinery. Once one starts the others will follow like a flock of sheep.

THE PRESS ASSOCIATION.

The members will learn with regret that Mr. John A. Cooper, the secretary, has been ill for some time, and is at present confined to bed with a severe cold. An important letter from Mr. Brierley, the president, is received as the forms of this issue are going through the press, and is unavoidably held over till next number.



THE GOLF HABIT.
Servant—"Goodness, sir, haven't you forgotten something?"
Jones—"Of course not, Susan. Oh, by jove, yes, my trousers."

BRIEF NEWS OF THE MONTH.

THE MARITIME PROVINCES.

THE Northumberland News has made its first appearance at Newcastle, N.B., edited by J. D. Neales, of Moncton. It is a large 8-page sheet, and has a good advertising patronage to start with. The plant was supplied by the Dominion Type Foundry Co., and the first issue appeared fifteen days after the plant was shipped. Liberal in politics.

The Westville (N.S.) Press office was burned March 12. Partly insured.

The Canada Railway News Co. have been awarded the contract for the right to sell papers, etc., on the trains of the I.C.R.

A. P. Douglas, of The New Glasgow, N.S., Enterprise, has secured the plant of The Westville Press, which was sold at sheriff's sale recently. He will continue the publication of The Press.

The New Glasgow Enterprise is issuing a semi-weekly called The Leader. This, with The Enterprise, will give the town and district a tri weekly. The publisher is certainly a go-ahead person.

The Halifax Daily Echo has been enlarged to eight pages, and is setting a lively clip to its competitors. F. W. Bowes has retired from the editorship and has gone into the hotel business. W. R. Dunn is now in charge.

J. C. Drewry, representing The Toronto Globe, is collecting materials and sketches with a view to publishing some special editions of The Globe containing illustrations and descriptions of Halifax and other points in Nova Scotia.

P. A. Melville, who for a number of years was a member of The St. John Telegraph staff, and who for about the last three years was connected with The Boston Journal, has left that paper and become associate editor of The Boston Standard.

A new paper will be started in Springhill. It will be a general newspaper and devoted to the interests of the miners at that place. C. B. MacDougall, of Moncton, will be one of the editors. For the present the mechanical work will be done at Moncton.

As The Co-operative Farmer, of Sussex, N.B., lost all its subscription, mailing and account books in the late disastrous Sussex fire the proprietors hope that subscribers, secretaries of agricultural societies and canvassers will kindly forward duplicate orders for the paper, giving name and address in full. As the printing department was not damaged the next issue of the paper will be out on time, so it is hoped that subscribers will lend their assistance in making up the mailing books. Mention of the date of securing the first issue of the paper would be an additional favor.

MANITOBA AND THE WEST.

The Rapid City Spectator and Marquette Reporter have been amalgamated.

The Virden Advance has not ceased publication, notwithstanding reports to the contrary.

D. J. Benham succeeds W. H. Hall as editor and publisher of The Virden Advance. Mr. Hall has accepted a position in Winnipeg.

Messrs. Jones, Spink & Finbow have sold The Kamloops, B.C., Inland Sentinel to Wm. Baillie, of New Westminster, who took charge March 1.

Prest & Co., publishing The Portage Daily Graphic, have

added a Hoe press and a large quantity of type to their plant, with which to improve the publication of their daily.

ONTARIO.

To fill a long felt want The Wallaceburg News has just been issued.

The Mildmay Gazette is adopting the cash-in-advance system.

J. T. Lacy, formerly proprietor and editor of The Palmerston Telegraph, died in Guelph of apoplexy.

Mr. Andrew Templeton, lately of The Almonte Times, has bought The Sudbury News, and will run it as a Liberal paper.

The Canadian Typograph Co. recovered \$160 from The Journal Printing Co., of St. Catharines, for the rent of a type-setting machine.

Mr. James Bryan, of Lucknow, proprietor of The Lucknow Sentinel, has been appointed license inspector for South Bruce, in the place of the late Angus Stewart.

The publisher of The Windsor Review has purchased the subscription lists and good-will of The Amherstburg Leader, and subscribers of the latter paper will receive The Review in its place.

The Mount Forest Representative has commenced its twelfth year. The Representative is a favorite in this section, says an esteemed contemporary, and justly so, for Ontario has no better local paper within her borders than Mr. Lambert produces in The Representative week after week.

Mr. Donly has greatly improved the offices of The Simcoe Reformer and Canadian Wheelman. On the ground floor is to be found the business office, and Mr. Donly's office in the front, with the press-room and stock-room in the rear. Upstairs, occupying the flat over two stores, are the news and job rooms and the editorial rooms. A great deal of new type has been put in, as well as all the latest designs in office furniture, etc.

ITEMS OF PROGRESS.

The Windsor Times removed into new and more commodious premises on March 1.

The Palmerston Reporter got out a special illustrated number this month. The history given of local newspaper undertakings and the "survival of the fittest" is very good—and instructive, too.

By turning out its recent handsome illustrated trade edition The British Whig, Kingston, showed the firstfruits of its finely equipped publishing office, one of the best in Canada. A binding department is being added, and its product will be on a par with the other excellent mechanical work done by The Whig.

The Toronto Globe's new building was the occasion of a "house-warming" to the many friends of the paper. The new office is on the most modern plan, and the facilities for all the departments are not surpassed anywhere.

PERSONAL MENTION.

Mr. Andrew Pattullo, of The Woodstock Sentinel-Review, who has been laid up with influenza, has gone south for a short trip to recuperate.

Hector Charlesworth has joined The Toronto News staff under his old city editor, W. J. Wilkinson.

W. A. Harkin, late city editor of The Montreal Star, is on the staff of The New York Times.

WHO IS TO BLAME?

EDITOR PRINTER AND PUBLISHER:

DEAR SIR, —The following from The Brockville Recorder will be read with interest no doubt by your many subscribers :

"A printing firm, Brough & Co., failed in Toronto yesterday with liabilities of \$16,000 and practically no assets. Good printing is being done too cheaply in most cases these days. People want first-class work for second-class prices. The Journal discovered this when it was in the job-printing business some years ago, and got out of it. Another trouble in the business is that the press, type and paper manufacturers seem ready to give big credit to every new printer who starts in business, whether he has capital or brains or neither. This is unjust to the older firms. Last year and the year before there was failure after failure in the printing business in Toronto, and most people interested thought that a more conservative course would follow on the part of the type-founders and paper-makers who suffered losses by the failures; but the Brough failure seems to show that they have not learned either justice or wisdom. There must be a huge profit in the price of type and printers' equipment in general, in the cases where the manufacturers are paid."

"The above is taken from The Ottawa Journal and places the case pretty accurately. Printing matter has a value, and so long as those engaged in the business pay for their type, paper, ink, and their employes' wages, that value has to be secured in prices charged customers. When less than value is charged some person is being defrauded. Either the type and press dealers or the paper sellers are not being paid, or the hard-working employes who perform the work in connection with printing, are being cheated out of what justly belongs to them. In either case a great wrong is being perpetrated. It is no wonder there are scores of failures among the printers of Toronto, for it could not be otherwise. The Recorder has personal knowledge of Toronto firms offering to accept printing contracts in Brockville for less than the cost of the blank paper, and it also knows of one or two contracts being taken on which, if the printers and wholesale men got their pay, there was certainly a loss of from 10 to 15 per cent. It is a significant fact that nearly all this kind of thing is done in the vicinity of Ontario's capital, and that centre furnishes more insolvent printers than all the rest of Canada combined. The Recorder buys its type, presses and paper as cheap as any house in Canada, and it pays its employes a trifle more wages than are paid in most towns the size of Brockville, and it will do as The Journal did, throw out the job printing part of the business if it cannot be conducted on a business basis. The job printing department of The Recorder has facilities for doing all classes of work that are used by the business houses of Brockville, and it is anxious to secure all the work available at fair prices, but it has no desire to get on the route to the goal of insolvency, reached by so many Toronto printing houses, neither has it an ambition to defraud the paper, press or type men, nor to rob the printers who labor hard every day, in order that somebody may get a printing job for less than its value."

Will The Journal and The Recorder please say from whom they purchase their type, presses, ink and paper? Are they in the same boat with a prominent printer—pays cash for everything he buys—who stopped me on the street the other day and expressed a hope that PRINTER AND PUBLISHER would jump on the Brough Printing Co. with both feet. The single question I asked brought out the fact that he bought all of his supplies from the very people who are the heaviest creditors in the present failure. Now, in the name of goodness, who is to blame for the present failure? I do not think it is Mr. Brough. It is the man who can afford to be independent and buy where he pleases that is responsible for the rotten condition of the printing trade in Toronto and its demoralization in other Canadian cities. The printers' supply men must live, as well as the employ-

ing printers, and if the former are not given to understand that they must not open competing offices, they are at liberty to sell as much as they like and on whatever terms they like. If Mr. Brough had not sense enough to see that he was incapable of managing a large printing business, the printers' supply men should have pointed out that fact to him and the master printers of Canada should have seen that the supply men did so. The supply men will not protect the hundred-cent-on-the-dollar-man if he does not endeavor to protect himself. Why has not the Canadian Press Association or the Toronto Employing Printers' Association taken the matter up? It is well known that anyone can go to Miller & Richard's, Toronto Type Foundry, Canada Printing Ink Co., Buntin, Reid & Co., and sometimes Westman & Baker, and get all the material they require without paying down one cent. This is certainly not fair, but we ask again: Who is to blame? Simply the man who can afford to dictate terms and conditions and does not do so. Your apprentice may leave you tomorrow, and next day you may find him in next door with a complete plant.

What do printers' supply men care about you? Absolutely nothing. Do you suppose the wholesale dry goods, grocery or hardware houses of Canada would be allowed to sell as the printers' supply men sell? Not much. As I said before, you have yourselves to blame. Force these supply houses to your terms by refusing to purchase from them. PRINTER AND PUBLISHER told us two or three years ago that Buntin, Reid & Co., under the management of Alexander Buntin, were going to reform; that they had been great sinners in the past. Will some one please tell me if the reformation has set in, as I should like to join in the "Hallelujah chorus." In conclusion, if printers who can afford to do so will refuse to buy from these supply men, the disease is cured.

Respectfully yours,

KINGSTON.

CANADIAN BLOTTING PAPER.

The E. B. Eddy Co., Hull, are now turning out a very superior blotting paper. Little, if any, blotting paper has been made in this country, and, according to samples received, the E. B. Eddy Co.'s make will compare well with the imported article.

A NEW COVER PAPER.

The "Defender" cover paper is a novelty lately introduced into the market by an American manufacturer. It has sprung into popularity in the States, and promises to do the same here. The paper comes in regular cover paper size, 20 x 25, in various colors and weights. By a special arrangement, Buntin, Gillies & Co., Hamilton, are in a position to sell the goods at the same price in Canada as the paper dealers in the United States sell it. The firm offers to send samples to any one interested.

THE CANADIAN PRINTER AND PUBLISHER for February was a special Press Association number, and particularly attractive and interesting. Every Canadian publisher should have it; we don't mean that number only, but this up-to-date printers journal right along.—Markdale Standard.

Mr. T. H. Butler, formerly of The Stratford Herald and Times, will take charge of the editorial department of The Chesley Free Press in future.

Palmer's Printing Machinery Depot



OFFICE: MAH BUIDING
WAREHOUSE: 75 WELINGTON ST. WEST
TORONTO

John J. Palmer, Proprietor

KEEP IN STOCK THE LARGEST LINE OF
Printing Machinery
IN CANADA
Second-hand Printing Machinery of all kinds bought,
sold and exchanged.

March
1896

SOLE AGENT FOR
THORNT TYPESETTING MACHINES
C. B. COTTRELL, SONS & CO. CYLINDER PRESSES
M. GALLY'S UNIVERSAL JOB PRESSES
CHALLENGE MACHINERY CO.
PEERLESS JOB PRESSES
BEN FRANKLIN GORDON PRESSES
and Importer and dealer in all kinds of Printing
and Bookbinders Machinery

BARGAINS IN NEW MACHINERY

I have for sale a stock of the following new JOB PRESSES and PAPER CUTTERS, that will
be sold at very low figures:

8 x 12	WESTMAN & BAKER, New Style Gordons.....	with Throw-off
10 x 15	“ “ “ “ “ “	“ “
13 x 19	“ “ “ “ “ “	“ “
7 x 11	“ “ Old Style Gordons	“ “
10 x 15	“ “ “ “ “ “	“ “
32 inch	“ “ Power Paper Cutters.....	“ “
30-inch	“ “ Beaver “ “	“ “
26-inch	“ “ Beaver “ “	“ “
19-inch	“ “ Little Giant Paper Cutters.....	“ “
7 x 11	Chandler & Price Gordon Presses.....	with Throw-off
8 x 12	“ “ “ “ “ “	“ “
10 x 15	“ “ “ “ “ “	“ “
12 x 18	“ “ “ “ “ “	“ “
14 x 20	“ “ “ “ “ “	“ “
8 x 12	Challenge Gordon.....	with Throw-off
9 x 13	“ “	} Send for Special Prices.
10 x 15	“ “	
12 x 18	“ “	
14 x 20	“ “	
14½ x 22	“ “	
10 x 15	Universal Job Press (M. Gally's)	
13 x 19	“ “ “ “	
14 x 22	“ “ “ “	

ADVANCE LEVER CUTTERS

POPULAR
ACCURATE
DURABLE

21½ inch, squares 22½ inches | 30 inch, squares 30 inches
25 inch, squares 25 inches | 33 inch, squares 33 inches

WRITE FOR PRICES AND TERMS.

THE WEEKLY AND THE BULLETIN BOARD.

YOU ask me for a few lines explaining why in publishing a weekly paper I use a daily bulletin board. Time prevents me from more than jotting a few hurried lines at the present moment. Purchasing *The St. Mary's Journal* in March last, I naturally looked around on coming to town for "ways and means" of putting new vigor into the paper and advertising the business. Among other things I at once ordered a bulletin board made, my intention being to use it to advertise the regular weekly issue of *The Journal*. I soon learned that town announcements (results of collegiate literary elections, etc.), were made by posting up notices and results at the post office. I therefore commenced making such announcements simultaneously on my bulletin board—a much more convenient and central point for the public—feeling my way gradually until *The Journal* bulletin rather than the post office become the place selected for giving the news. Soon *The Journal* bulletin board became the objective point for all in search of the latest information.

This town, like many others in this part of the country, has a large number of retired farmers. Many of these men have nothing to do, live on their money, and are too close to invest in daily papers; or, in fact, anything else they can pick up free. I noticed they came in from the suburbs regularly every morning and gathered in knots on the market, on street corners or wherever there was anything out of the usual to attract them. It struck me one day it would be a great advertisement to have a crowd of these congregate daily about the bulletin board, as such groups would attract country people and others, so I concluded to start next morning and bulletin each day's news. My board was made one inch clear D.D. size, so that there would be no trouble cutting paper. Above the rectangle is a semi-circular top, on which is painted the words, "The St. Mary's Journal Bulletin." The board is reversible, the other side being painted black, with similar top, so that at any time I can with crayon make any announcement, or bulletin a telegraphic despatch, without delay and without destroying my regular day's news, while the changed appearance of the turned board proclaims as far as it can be seen that the announcement is a new one. My scheme worked well. No fly paper ever caught its flies quicker than I caught my men, and in doing so I simply pressed the button; they did the rest. I printed the first few bulletins that they might show to the best advantage, but after getting the thing running found that the scheme worked so well the time put on printing it was money well spent. The form stands there with the heading, "This Day's News" standing, and it takes but a few minutes for the same man each day to put it out. During storms I announce the weather probabilities. When there is a stir in the grain market I give the price each day in our own and surrounding towns (if it shows to advantage), and so great is the interest taken in it I might as well think of discontinuing publishing as discontinuing issuing my bulletins. I know of one man who comes a mile and a half each morning to see "the latest news."

Another purpose it serves is this: I was greatly troubled with people asking me (particularly during the Ottawa excitement) for the latest news. When asked now I simply say, "I've been too busy to look into it this morning. It's all on the bulletin." This saves me valuable time and much annoyance daily.

I find it an excellent advertisement.

The man from the country who wants sale bills sees the printing office.

The farmer who owes for his paper is reminded when in town to drop in.

The merchant sees in you an up-to-date business man.

The reader of the other paper is drawn nearer to you as he finds himself daily reading your bulletin board.

The man who is not a subscriber drops in to ask you about some startling news on the bulletin board, and you make his acquaintance. Give him a welcome, an explanation and a sample copy of the latest issue of the paper from a neatly folded pile on the counter placed there for such a purpose, and you have paved the way for a new subscription.

It catches the eye of the advertising agent and the stranger within the gate, and impresses him with the idea that yours must be the leading paper.

It prepares your staff for the rapid handling of bulletins on extras or election days.

Its regular issue each morning has an incalculable influence—a disciplining effect—upon the staff of a weekly office. It arouses them from the lethargy that usually prevails in such a place; instils life, creates activity and gives regularly each morning the key-note for the day's work.

JOHN W. EEDY.

THE SATURDAY HALF HOLIDAY.

The Toronto Typographical Union has decided that in future every printing office in the city shall close at 12 noon on Saturday. The 54 hours of work per week allowed by the Union rules must be filled in previous to that hour each and every Saturday.

Is There a Man

A good man, on God's green earth, capable of managing the subscription department of a live weekly? Can he be had for love or money? The latter particularly. A man with brains and not afraid of work. If this catches the eye of such a man let him communicate with **BOX 4, PRINTER AND PUBLISHER, Toronto.**

THE PRESS AND PATRONAGE.

THE Dominion Government spent \$35,161.09 for advertising in 1895. The particulars are all set forth in the Auditor-General's report, and a cursory examination shows that as usual, the papers supporting the Ministers get the bulk of the patronage. No doubt other governments do exactly the same. But they don't reveal their weakness so frankly in an auditor's compiled statement, and therefore one can't get at them so easily as one can trap the Ottawa Government.

PRINTER AND PUBLISHER has referred to this matter before, and does so again, not with any partisan motive, but to show that the principle is wrong, and should be altered. For this reason: granted that Government advertising is necessary—and we suppose it is—the object of it is to reach the public. The papers of one stripe don't profess to reach more than one half the public, so that advertisements for public purposes are not half as effectual as they might be when confined to the press of one political party. To illustrate the lop-sided system now in vogue take the following data to be found on pages 38 to 41 Auditor-General's report for 1895:

Montreal Gazette	\$1,057 27	Montreal Minerve	\$368 70
" Herald	nothing	" Patrie	4 20
Toronto Empire	1,660 45	Hamilton Spectator	1,711 21
" Globe	44 40	" Herald	297 50
London Advertiser	nothing	Ottawa Free Press	38 35
" Free Press	521 70	" Citizen	1,457 25
Halifax Herald	618 05	St. John Sun	640 50
" Chronicle	24 50	" Globe	nothing
" Mail	453 50	" Gazette	423 70
" Recorder	9 50	" Telegraph	nothing
Victoria Colonist	147 05	Kingston News	377 07
" Times	1 00	" Whig	nothing
Brantford Courier	169 20	St. Thomas Times	117 05
" Expositor	nothing	" Journal	nothing

Only political bores suppose that the papers support the

Government because they get this patronage. But it lays them open to suspicions, the onus of which is not worth the money.

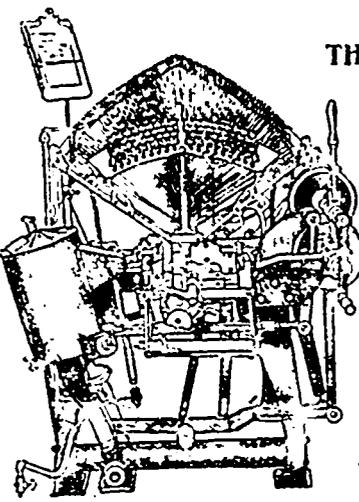
No doubt if the Ontario Government and other Provincial Ministries had the courage to publish the details of their advertising expenses we would see—on a smaller scale—the same kind of thing. But whoever does it, the system is wrong, and newspapers in their own interest should aid in stopping it.

C.

THE PROOFREADER.

The editor, as a rule, is not a good proofreader. This is partly due to the fact that he is familiar with the matter, and is apt to glance over certain parts hurriedly. The proofreader, knowing that the editor will see the revise, is open to a temptation to be less careful with proofs of "grey matter." Consequently some alarming sentiments will occasionally creep into articles which are not intended to be alarming. The best plan is for the editor to get a first proof, and let the proofreader add the corrections, if any, to his own. This throws the responsibility on the proofreader, who is usually healthy and can stand it.

The illustration given elsewhere is one that will appear in the forthcoming volume, "Walter Gibbs," the new story by Mr. E. W. Thomson, to be published by William Briggs in a few months. Newspapermen are glad to see Mr. Thomson's continued success as a writer, and also to note the excellent style in which books are now being got out in Canada.



THE TYPOGRAPH

The only type-setting machine endorsed by members of the Canadian Press Association as suitable for small as well as large offices.

We have **SOLD** just **EIGHTEEN** of these machines within the last thirty days. If you want one or more speak quick. We were never so busy as at present.

Our claim to-day is the same as it has been for past four years, namely, that we can and do produce **Cheaper Type** than any other type-setting device on earth.

In this age of keenest competition the wide-awake publisher must avail himself of all the "helps" he can, if he would make money. The safest "help" just now is the

Manufactured by . . .

Rogers . . .

Typograph

Canadian Typograph Co., Ltd.
WINDSOR, ONT.

JOB PRINTERS' CORNER.

PRACTICAL AND IMPRACTICAL JOB WORK.

LYING before me, says Louis F. Fuchs, in *The Typographical Journal*, are several numbers of the once *fin de siècle* American Model Printer, of the vintage of '81-'82. They are reminiscent, carrying me back to the days when the Eastlake style of ornamentation was in its heyday, when glyptics were reckoned the proper thing, and when the artist who couldn't conceal the English sought to be conveyed in a luxuriant jungle of palm trees, interspersed with Chinese deities like so many fortuitous events, was considered sadly lagging the times. How I did long for the appearance of these same numbers, and how envied were the architects who builded the fearful and wonderful specimens of the colored supplement sheet! Not then did I know, but now, that amid much that was noteworthy in all that step building and tree planting there was much more than was unworthy. As I look at them now I wonder how some ever gained that honored place. One example particularly—an atrocious card in red, yellow and gold—I remember as a then paragon of beauty, a thing to be peeped at with envy; yet I dare say the local gentleman who evolved it is heartily ashamed of it now.

So much for what was held excellent in days gone by. For the rest, it must be said, they were brighter than these days—in some respects at any rate. The apprentice was sure of tuition, and printing was not so nearly all business; and if the material then known did imperfectly suffice to express the somewhat tortuous ideas contemporary thereto, it at least served to scatter abroad with the names of divers devotees at the mystical shrine of the Eastlake some stray gleams of what was even then evolving itself out of mere floridness—that is, rule work proper.

Our rule workers are more modest, being content with rule work, *per se*; and rarely now do we see a really good piece of such work burdened with meaningless persiflage. Thus has modesty of design lifted the work of to-day to a dignity heretofore unknown. The latter characteristic dominates the art of to-day. It has outgrown the meaningless ambuscades of ornaments in which our predecessors entrapped the too trusting customer. Conscienceless robbery of space is now replaced by an equivalent for the money spent by the advertiser.

With the advent of the blacker faces of distinguished cut and the relegation to the uttermost shades of oblivion of the whole wretched tribe of shaded and rimmed types, the possibility of tasty and effective work, with or without ornamentation, has become manifest. Not only has this new class of letters revolutionized the old custom of covering every possible spot of the paper, and abrogated the less ancient fallacy of light and shade, once considered absolute, but it has given rise to a whole host of grotesqueries, which, rightly used, play such an important part in our daily work. The pointer, that quick dart of the brain, has evolved itself from its prototype, the black sharpened letter. No ornament was ever devised in printing which did better service, or which could be had so cheaply. It is made in a moment, whether slender or chubby, and requires only a scrap of rule and a steady, firm stroke of the file. It is never out of place and always embellishes.

The artist printer nowadays forbears to ransack the house for flub-dubs of antediluvian descent, he makes his ornamenta-

tion to order—by which I mean that his grace work has meaning and plays a distinctly secondary part. He never lets it overcrop or obscure the intent of the subject-matter, nor does he feel it necessary to advertise the office ornaments. No matter what ornamentation is used, whether much or little, the first desideratum is a readable text; all else is exuberance.

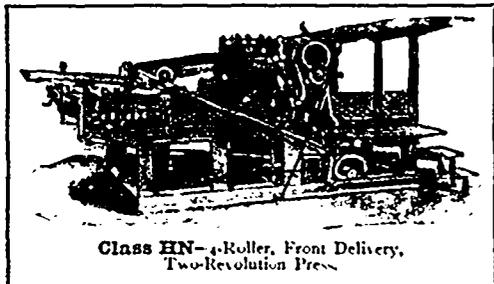
In discussing at all the question of ornamentation on ordinary job work, this principle should be carried in mind as paramount to all others; that is, that ornament is exuberance, no more necessary to artistic typesetting than is a gilded and frescoed ceiling in a theatre necessary to a proper presentation of a Shakesperian drama. Too many, especially young, printers believe in artistic and fancy synonyms. It is an old, old fallacy that has led many to worship false gods in vain. Much better is it to woo a tangible, attainable reality than an elusive will-o'-the-wisp. A fancy job poorly executed is worse than a plain job poorly executed. The former is irrevocable, a monument to unskill, while the latter can be remedied in a moment. And good, first-class work is done without a trace of ornament further than a modicum of grace in the shape of a pointer or two, or perhaps one of the many grotesqueries now so prevalent. First-class fancy work, on the other hand, is rarely met with, and more rarely still leaves a lasting impression for good.

It is not my intention to decry or discourage fancy work. At the right time and in the proper subjection such work is ennobling. It marks one of the amenities of what is otherwise too frequently merely ten hours of toil. In success it adds dignity and self-respect to the creator of such work; in failure it is a thing to be deplored. It is rather the avoidance of failure I want to discuss.

Fancy work (rule work) should never be attempted haphazard. A job important enough to be given time for ornamental work should be important enough to wait to be done right. And if it must be done, there is no quicker or more effective way than to put it on paper first with pencil. Take a sheet of paper, mark the size you want to cover, and then carefully sketch the skeleton of your type sizes. Make your drawing as near to the display you mean to give the job as you can; then draw your rule work. That finished, get your type. Don't set your rule work first and then tumble from your seventh heaven of self-approbation because your job don't look as well as you fondly hoped it would. It is not the rule work which will make your job look well, but the type work. It comes back to the primary fact of good or bad display, and if the latter, all the rule-twisting in the world won't make your finished (?) product look otherwise than bob-tailed. Another point: in making your drawing take great pains to place your display lines just where they should be, and when you cut your rules, cut them the same in length as shown by the drawing; if curved, curve them the same. In setting the job, follow the spacing shown by the drawing, it being taken for granted it pleases you. If it does, the job as set will also.

But above all questions of grace or ornamentation, the prime factor necessary to good job work lies in the proper balance, disposition and spacing of lines. I group these three items because, while distinct features in themselves, they form in the ensemble the unit of effect. They are interdependent, and one implies the other. You can take a job, well balanced as to faces, and by poor spacing ruin the whole effect. You can take a job, poorly balanced as to selection of sizes of type, and by a

SCOTT Printing Presses

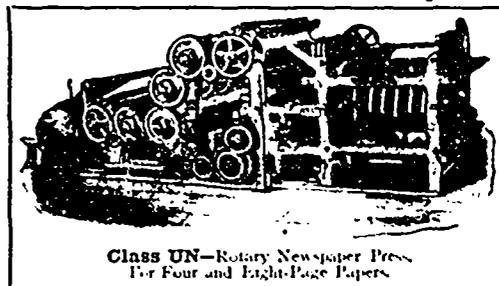


Class HN—Roller, Front Delivery, Two-Revolution Press.

IF IT IS A QUESTION OF PROFIT

“If not superior to all others, are certainly inferior to none.”

with you, you will need a Scott Press. Most printers are in the business to make money, and when they do you will usually find them using our presses.



Class UN—Rotary Newspaper Press For Four and Eight-Page Papers.

Do What is Right

by putting in a good press, if you don't do anything else. Get one that will last not only this year but a great many years to come.

Times Building, New York
Monadnock Block, Chicago
Security Bldg., St. Louis

WALTER SCOTT & CO.

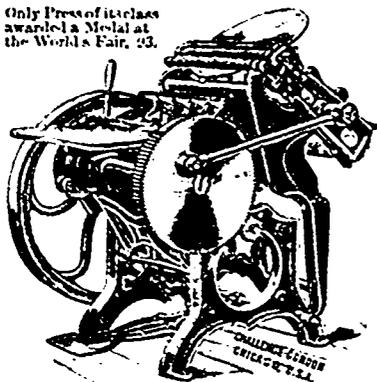
Our Illustrated Catalogue will be sent on request.

PLAINFIELD, N. J.

Challenge-Gordon

THE BEST PRESS IN THE WORLD

Only Press of its class awarded a Medal at the World's Fair, '93.



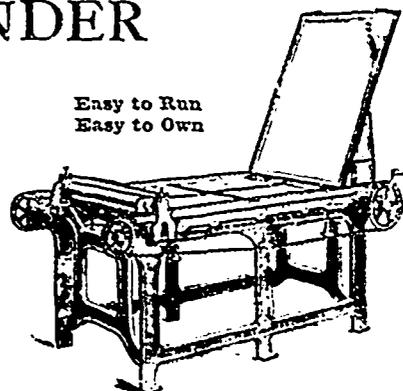
and kicks so easy. A boy can run it all day without fatigue. Unequaled for color work, because it registers to a hair. Easiest press to feed, and speed limited only by the operator. It's dollars to doughnuts you will buy the CHALLENGE-GORDON on sight, because it's a modern machine and it takes modern machinery to place the dollars on the profit side of your ledger.

START RIGHT. In selecting a newspaper outfit for the country do not fail to include the

IDEAL — HAND CYLINDER

The only press at a low price that is practical. It perfectly meets the needs of the country printer who would avoid the slowness and drudgery of the old hand press. Now in hundreds of good offices, it should be in yours. It makes a clean, sharp impression, and will print anything from a newspaper full size of the press to a hand bill or postal card at a speed of 300 to 400 an hour. The sheets are put on and taken off the same as on an ordinary hand press. An impression is taken by each forward or backward motion of the cylinder.

Easy to Run
Easy to Own



THE CHALLENGE MACHINERY CO.

Write us or your Dealer for Illustrated Circular. For sale by all Type Founders and Dealers.

Sole Mfrs. . . . CHICAGO, ILLS.

judicious insertion of an underscore or two make it do nicely, provided you space it perfectly. You can give a striking effect to an otherwise commonplace opportunity by subordinating the inconsequential in a group in small type while the idea of the text is brought out emphatically, and without recourse to the rule-curve. This latter style is peculiarly adapted to the use of grotesqueries, and when such work is pressed in a color or colors in harmony with the paper, the result is always satisfactory.

Speaking of paper leads me to add one more suggestion before I close this paper. It is on the importance of taking a good stone proof. "A good proof is half the job" used to be a widely-honored maxim when I was a boy. Now, also, pounding has become a literal fact, and one could very frequently put into practice the ancient joke of casing a stereotype from most proofs. Good work should be turned out in a proof equal to the work, and should, of course, be taken on good paper, and when a job is to go in colors nothing is easier than to give a colored proof, especially if but a word or two is to go in a bright color. A good method to do this is to take a bit of color on a cardboard and with the tip of the finger to dab on the board until the ink is evenly distributed. Roll your entire job in the main color and carefully rub off with a piece of benzined rag the portion for the other color; then use the tip of your finger as a dab. You will find it possible, with care, to roll even nonpariel lines surrounded closely by others, and unless your job is complicated, no recourse to untying will be found necessary. Take the proof wet to avoid slipping. The advantage thus gained by a few minutes' additional work will be speedily apparent in an increased number of approved jobs.

PAPER-CUTTING IMPROVEMENT.

The well-known firm of Karl Krause, Leipzig, has just had registered as a patent a mechanical improvement for paper-cutting machines. This mechanical device will be of great advantage in cutting strips of equal width or pieces of equal size, as it can be regulated exactly and without any difficulty for any measure. It will be therefore possible to cut very quickly strips or pieces absolutely equal without its being necessary to measure or to trust to the accuracy of the workman.

This new patent can be fitted to each of Karl Krause's paper cutting machines, and, besides, the back gauge of each (regulated) machine provided with this arrangement can be regulated in the usual manner by means of crank and spindle, so that undoubtedly this mechanical improvement will be adopted before long by the majority of those who already use one of the Krause cutters.

PRINTING HALF-TONES.

The British Printer gives some useful hints on the printing of half-tone cuts—which are very literally stumbling blocks to many printers. This journal says: "Before commencing to work off half-tone illustrations, make sure the ink is not only right in color, but in all respects suits the paper to be used. The absence of previous consideration in this direction is the source of half the troubles with the printing of half-tone work on coated paper. Should the ink prove too stiff and tacky, the forme soon picks up particles off the surface of the paper; these are transferred to the rollers, and ere long the ink table is industriously at work taking the picks off wherever the ink may reach.

If he does not know the real cause, the pressman condemns the ink as badly made, and unsuitable for its purpose. Inks too soft are equally troublesome, though in a different direction, for more especially in colored inks, the varnish may be absorbed by the porous paper, leaving the color on the surface to rub off as a powder when quite dry."

A HINT TO PRINTERS

A pretty effect can be made by printing a card to represent a clipping pasted upon it. That portion of the type which it is desired to show can be underlaid by a thick card, and then printed in the ordinary way. After printing, the edges of the impression can be raised with a sharp penknife to make a very capital counterfeit of a clipping smoothly pasted on a card. If only the right hand end, for instance, be left irregular, the work can be done very quickly. To add to the effect, the margin may be printed with some tint, a piece of patent leather being cut out the right shape and mounted like a tint block.

WORKING RED INK.

Every jobber has met the difficulty of working red ink and keeping it bright and fresh in color. This not only arises from the antipathy of the metal disk and fountain, but is frequently due to fresh or green rollers. Many pressmen may have noticed the difference in shade when using an old roller alongside of others of more recent date, and have thought it strange that the old roller showed up best. It seems as if the shrinkage due to age and service renders the surface of the roller more suitable to this difficult ink than that of the newer and softer roller, which seems to absorb some of the brightness from the ink, making it muddy in color, and necessitating frequent washing.

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

SITUATION WANTED.

A LIVE young newspaper man desires a position. He is now editor and manager of weekly in a large New England town. Write to this office for address.

SELF-FEEDING . . .
PRESSES WE manufacture a line of self-feeding job presses that will print from the web a form from 8 x 12 up to 26 x 36, which, by the use of attachments for cutting the web crosswise and lengthwise, can be made to produce and deliver almost any size of sheet from a few inches square up. We also build larger

ROTARY WEB PERFECTING PRESSES . . .

for a fine grade of cut work, and for printing from one to four colors on one side and one color on the reverse side, at a high rate of speed. Our Machine for Printing, Cutting and Scoring irregular sizes is superior to anything in the market.

The Kidder Press Mfg. Co.

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BOSTON, MASS., U.S.A.

PAPER CUTTERS
WIRE STITCHERS
PERFORATORS

FOLDING MACHINES
PAGING MACHINES

Of all kinds for

Bookbinders, Printers and Lithographers.

... Correspondence Invited.
N.Y. Office, 69 Duane St., New York.

THE J. L. MORRISON CO., 28 FROST STREET TORONTO, CANADA.

FORMATION OF THE MAIL CLUB.

The formation of a club by The Mail staff has been effected. About 100 members from every department gathered in the editorial rooms and organized a general athletic, social and literary club, composed entirely of Mail employes. Mr. W. J. Douglas, general manager, presided at the meeting, and Mr. J. H. Gerrie, assistant sporting editor, was secretary. Mr. T. W. Dyas, manager of the advertising, announced that The Mail Printing Company had decided to provide a handsome suite of rooms for the purposes of the club in The Mail building, free, and that he was sure they would all agree with him that the club, starting with such advantages, should be a success. A discussion took place as to the best means of carrying out the various objects of the organization. It appears that The Mail Company pays out \$160,000 yearly in salaries to its employes, and the community of interest, as well as friendly feeling, in the office is very strong. A resolution was proposed by Mr. Hambly, and carried, amid much enthusiasm, that such a club be formed forthwith, with departments as indicated. A committee was appointed to draft a constitution and by-laws, and the meeting adjourned at the call of the chairman.

Immediately after the general meeting the bicycle section met and organized. The club-rooms will be fitted up in the most modern style. They will comprise a bowling alley, gymnasium, with a complete equipment, a dining and lunch-room, reading and smoking-room and billiard-room.

HE WAS GOOD TO THE EDITOR.

I was talking with a western Massachusetts editor the other day, and he alluded in touching terms to the late Sugar King Spaulding. Going into his office one day he was advised to buy sugar stock. "I have but \$2,900 cash," said the editor. "Shall I put that in?" "Yes," said Mr. Spaulding, "put that in and all you can borrow besides. I tell you it's a cold day when the American Sugar Refining Co. can't pay a big dividend on a big capitalization." The editor invested his \$2,900 and in

ten months' time sold out, a gainer by some \$1,600. And, by-the-bye, J. P. Spaulding's estate will not exceed \$700,000. When he died he was referred to as a multi-millionaire. He gave away thousands of dollars when living.

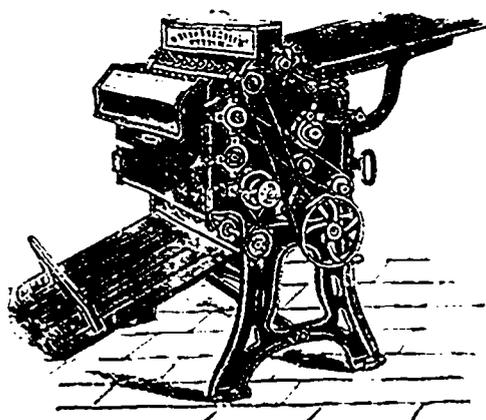
THE PROFESSION ACQUIESCE.

His fellow-journalists of the Canadian press will learn with satisfaction, says The Globe, that such arrangements have been made in connection with the recent financial troubles of the Presbyterian Printing Co. as will continue the business, with Mr. Blackett Robinson as the director, as he was the founder, of The Canada Presbyterian. Mr. Robinson's difficulties in reality grew chiefly, if not entirely, out of the Central Bank collapse. The new arrangements are of a character to forecast a satisfactory future business and an infusion of fresh vigor into all departments.

FINE CATALOGUE PRINTING.

We have before us several samples of catalogue printing from the press of the Bingham Printing Co., Toronto, and we have no hesitation in saying that, mechanically speaking, they would be hard to equal. The Gould Bicycle Co. catalogue is specially attractive, but it is a pity that coated paper was not used instead of Eddy Litho. Another very fine piece of work is the cover of the Gendron bicycle catalogue. The Bingham Co. are to be congratulated on their increasing trade since the entry into the firm of Mr. James Miln, the financial man.

The strain imposed on the Hansard men during the recent 39 hour sitting of the House is recorded by Mr. Magurn in The Globe. "During all that time the official stenographers were either on the floor of the House reporting the speeches or transcribing the notes in their office adjoining the chamber. To the last the report was maintained verbatim and in the usual high state of efficiency. Half an hour after the last speaker had concluded, the copy was all filed in the Printing Bureau and was being printed on the type-setting machines."



THE EMMERICH... Improved Bronzing and ...

SIZES - 12 X 24, 14 X 25, 16 X 26, 25 X 40, 28 X 44,
34 X 57, 36 X 54.
WRITE FOR PRICES AND PARTICULARS.

Dusting Machine

OVER 800 IN USE

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EMMERICH & VONDERLEHR

Special Machines for Photograph Mounts and Cards,
Embossing Machines for roughing Litho. and
Tablet Sheets, also for Wall Papers.

191 & 193 Worth St., New York

TO ESTIMATE THE WEIGHT OF MATTER.

To ascertain the quantity of plain type required for a newspaper or magazine or any other work, find the number of square inches and divide the same by four, the quotient will be the approximate of matter; but as it is impossible to set the cases entirely clear, it is necessary to add 25 per cent. to large fonts, and 33 per cent. to small fonts, to allow for dead letter. The average weight of 12 inches of solid matter set in 13 ems pica measure is 6 3/4 pounds; if leaded it will weigh about 5 1/4 pounds. A single column of six column folio, solid, will weigh 10 1/8 pounds, requiring about 13 pounds of type, while the same length column leaded with six to pica leads will contain but 7 7/8 pounds solid matter, requiring about 10 pounds to set the same. The twelve square boxes directly in front of the compositor, containing the letters a, c, d, i, m etc., will hold about 2 pounds each. The boxes half the size of the "a" will hold 15 ounces each, containing the letters b, f, g, l, p, etc. The small square boxes containing the letters k, j, q, etc., will hold 6 ounces each; the e box will hold 3 pounds and the cap case 5 ounces to each box.

SALES THIS MONTH.

Mr. John J. Palmer, of Mail building, Toronto, reports trade very good. His sales this month include a large Campbell two-revolution press to the Wilson Publishing Co., Toronto; a large Babcock two-revolution press to Hunter, Rose & Co., Ltd.; a Campbell oscillator to Miller & Richard; a pony two-revolution press to Desbarats & Co., of Montreal; a Campbell complete to J. J. Barker, of Cowansville, P.Q.; and a large power paper cutter to E. J. B. Pense, of Kingston. Mr. Palmer also reports business at his Buffalo branch as very good.

PERFECTING PRESSES FOR BOOK WORK.

S. S. McClure, New York, is fitting up a large printing plant for the production of his magazine. The installation includes two of the Cottrell magazine rotary web perfecting presses, twelve four-roller two-revolution presses, and one four-roller pony press, all of the Cottrell make. This press plant will produce 600,000 magazines a month, and will constitute a battery with a capacity unrivalled in this country. This perfecting press for fine cut book work is rapidly coming into favor with publishers of high-class periodicals, as it deserves to. It is a very interesting machine, and is contributing very largely to the production of good periodical literature at a very low price.

USES FOR JAPANESE PAPER NAPKINS.

Buntin, Gillies & Co., Hamilton, are handling Japanese paper napkins, circulars, etc., and printers will find it to their advantage to get samples of these goods, with which a good trade can be done if they are pushed.

The napkins make an effective advertisement when neatly printed and used as table napkins at private parties or church and society entertainments, and are just the thing for summer refreshment rooms. Dealers in search of novel advertising will use them for wrapping fine goods. They can also be used on which to print programmes, circulars, etc.

Consignments Stored

IN BOND and shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

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CENTRAL BUSINESS COLLEGE TORONTO AND STRATFORD

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT - - Principals.

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Wholesale Dealers in all Classes of Papers

WRITINGS, PRINTINGS, LINENS, BONDS AND LEDGER

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... Also General Stationery ...

Special Bargains in Coated Book and Label Papers.

Toronto... Lithographing Co.

Manufacturers and Importers of

ADVERTISING NOVELTIES, CARDS AND CALENDARS

Lithographers and Engravers.

All processes for all purposes.

TORONTO LITHOGRAPHING Co.

.. Toronto ..

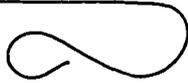
A LARGE . . .



PRINTING OFFICE FOR SALE . . .



At the Lowest Prices ever
offered to Canadian Printers.



Having purchased the entire plant of one of the largest printing offices in Toronto, I now offer the whole office in lots to suit purchasers. The plant consists of 6,000 lbs. of Roman and Old Style Type, from Pearl to Pica, all in good order, from the foundries of Miller & Richard, Toronto Type Foundry and Barnhart Bros. & Spindler, which will be sold as follows:—Pica to Brevier, 20 to 25 cents per lb.; Minion to Agate, 25 to 35 cents per lb.; Pearl, 50 cents per lb.; Cases, 40 per cent. discount from list prices; Galleys, 50 per cent. discount from list prices; Cabinets, Furniture, Leads and Slugs and Material, 50 per cent. discount from list. **JOB TYPE**—There are over 1,000 fonts of Job Type of the latest and best designs, all of which will be sold at 50 per cent. discount from list prices. The Machinery comprises:

One 22 x 27 inch Whitlock Pony, Drum Cylinder, Tapeless Delivery, Air Springs, cost \$1,000, will be sold for	} Prices and terms on application.	
One 24 x 29 inch Hoe, 4-Roller, Drum Cylinder, latest Box Frame, Tapeless Delivery, cost \$1,900, will be sold for		
One 13 x 19 inch Peerless Job Press, with steam fixtures and fountain . . .		\$175 00
One 10 x 15 inch Westman & Baker New Style Gordon, with Throw-off . . .		160 00
One 10 x 15 inch Chandler & Price Old Style Gordon, with Throw-off . . .		135 00
Two 7 x 11 inch Old Style Gordons, each		75 00
One Perfection C Wire Stitcher, stitches 1/4 inch		110 00
One Perfection E Wire Stitcher, stitches 3/8 inch		175 00
One Reliance Electric Motor, 7 horse-power; this motor cost \$350, and has an extra Armature costing \$90; all in perfect order; will sell it for		225 00
Three Sets of Overhead Steam Fixtures, for Gordon Presses, each		10 00
One Large Line Shaft and Hangers, will be sold for half cost.		

The prices quoted are for CASH, NET, but reasonable time will be given with interest to responsible parties. The type and material can be seen at my warehouse, Mail Building, King Street, Toronto, and the machinery at my machinery warehouse, 78 Wellington Street West, Toronto.

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JOHN J. PALMER, PROPRIETOR.

Keep in stock the largest line of
Printing Machinery in Canada.

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Second-hand Printing Machinery of all kinds bought, sold and exchanged.

I am selling NEW JOB PRESSES, PAPER CUTTERS AND CYLINDER PRESSES cheaper than any other house.

PAPER AND PULP NEWS.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

EXPORT DUTY ON PULP WOOD.

PAPER and Pulp News has been advocating for some months past an export duty on pulpwood to equalize the import duty charged by the United States. One after another those interested in the industry in Canada came round to our views and eventually a meeting was held in Montreal when an association composed of nearly every maker in Canada was formed. It was decided to confer with the Government at once. Arrangements were made by Mr. Rowley and a week later a deputation met the Hon. W. B. Ives, Minister of Trade and Commerce, Hon. H. F. Wood, Controller of Customs and Hon. E. G. Prior, Controller of Inland Revenue, to urge the imposition of an export duty upon pulp wood. The deputation was composed of the following: Messrs. J. Forman, representing Buckingham Pulp Co., Laurentide Pulp Mills, Maritime Sulphite Co., F. H. Clergue, Sault Ste. Marie Pulp Mills; Jas. Davy, Thorold Mills, J. R. Barber, Cornwall Mills, and the Merriton (Riordon) Mills; W. H. Rowley and J. J. Gormully, the E. B. Eddy Co., W. Masterman, Masterman Sulphite Mills; J. B. Maclean, The Paper and Pulp News, Montreal.

Mr. Forman stated: "We feel that the time has come to assert ourselves and to request from the Government that protection which we believe we are entitled to. We pay duty upon our plant. Very little of our machinery can be obtained in Canada to-day, and we get no corresponding benefit of any kind. On the contrary American pulp and paper makers are allowed to come in and take away our raw material, which otherwise we should use. It is a question whether it is worth while to go on with the industry or not." He quoted to show American opinion, from the paper trade journals of the United States, that we were blind to our own interests to allow our wood to go to them free. Canadian pulp makers are quite willing that free trade in pulp and paper should exist between them and the United States, as in all such cases the advantage would accrue to Canada. But as to spruce the boot is now on the other leg. They, the Yankees, have the advantage over us in the use of our own spruce wood. An export duty is, therefore, urgently needed. Canada should manufacture her own wood into pulp in Canada, and she could then sell the whole world. Great Britain would furnish our most important market for pulp. British paper makers prefer Canadian to Norwegian pulp, as ours is better ground, from better, longer and stronger fibred wood. At a meeting of Boston Paper Trade Association, a most influential body, Col. Haskell said American and Canadian pulp was greatly preferred in European markets to the Norwegian article. From 6 to 8s. more is offered in England for Canadian than for Scandinavian pulp. There are large offers at 6s. advance. It is a fact that Canadian pulp is better than the average pulp made in the States. Our wood is infinitely better. Our export of wood is enormous. We could command higher prices in Great Britain if we could grind the pulp here. In the list of countries supplying news

paper to Great Britain, Canada stood third, supplying 82,000 tons, while the United States furnished 480,000 tons. Norway and Sweden supplied one-half of the imports to Great Britain. There are three things essential to manufacture successfully—(1) suitable wood, (2) extensive water power, (3) cheap labor. All of these are to be found in Canada. As to quality and quantity of wood, Canada is much better adapted than the United States or Norway and Sweden. In 1893 Canadian pulp brought in Great Britain \$24 a ton, as against \$20.70 for the Scandinavian product. The forest wealth of Norway is steadily declining. If we are to remain hewers of wood and drawers of water our present policy is the very thing, but if we are to go ahead we must manufacture our own wood pulp. The pulp industry represents many millions of capital invested, and the employment of many thousands of men. Canada used only about 100,000 cords of wood last year, while she exported 600,000 cords, and the export trade is increasing by leaps and bounds. The pulp manufacturers of Maine laugh at us on account of our policy. They formerly said they did not want Canadian spruce, but now most of the principal mills in Maine take every cord they use from Canada. Four or five other large concerns recently arranged to do this. To grind into pulp 600,000 cords would require about 37½ millions of dollars in plant of the mills, etc., and represent the employment of 15,000 to 18,000 men, apart from the men who cut the wood. We are in greatly superior positions to carry on the European trade than are the Americans.

Mr. Ives questioned: "To what extent do we export pulp to the United States comparatively?"

Answer from Mr. Forman: "We exported in 1895 about 24,000 tons, valued at \$336,385. Our export to the United States still exceeds that to Great Britain."

Mr. Ives: "I suppose you are aware that the imposition of an export duty upon pulp wood would probably lead to the imposition of duties upon our lumber going into the United States, and also increase the duty on pulp and on paper?"

Mr. Forman: "The Laurentides Co. are nearly all Americans, and have considered this matter very carefully. We are quite willing to take all risks." Mr. Forman thought Americans would not put a duty upon lumber imported to the United States, because such action would raise the price of pulp and paper there. They depended upon Canada for their supply of wood. Canada had it all in her own hands.

Mr. Davy next gave his views. He has had five or six years' experience in this business, and feels very strongly on the question. He thought if we put on an export duty of \$2 or \$3 a cord it will meet the present needs. It will rise the price of pulp on the other side. They have no great quantity of wood in the States. Three dollars a cord will give Canadian pulp makers a chance in the foreign market. Americans only ship their surplus abroad. He thought we should have some chance against the Americans, and read a letter to show the trend of American sentiment. They fear that the Canadian Government will impose an export duty, and view such action with alarm. Americans in many localities pay \$6 to \$8 a cord for their wood with the bark on.

Mr. Ives: "Would it not be a serious thing to have free

trade in paper? Mr. Wood has had complaints that fine qualities of ledger paper were being imported and entered at too low a value."

Mr. Davy. "No, we do not fear that."

Mr. Clergue next stated his views: He is an American who has had actual experience in all branches. His views were somewhat different to Mr. Davy's. He thought the Canadian Government could with perfect safety make concession, giving free pulp wood for free pulp and free paper. His firm has invested \$2,000,000 in this business at Sault Ste Marie, Ont., and others would do the same. Mr. Forman's capital invested is almost entirely American. No other country in the world possesses such wonderful resources as Canada for the manufacture of pulp and paper. Years ago paper mills could be situated anywhere, because all paper was then made from rags, etc., etc. All paper mills 20 years ago had equal advantages. He traced the history of paper making. It is now on an enormous scale, while five years ago it was in comparative infancy. The N.Y. Herald 15 years ago paid 10c. per pound for paper. To-day they pay only a little over 2c. While 10 years ago all the papers issued in Boston used but 80 tons of paper, to-day his firm was offered an order (which they could not fill) for 85 tons a day for five years from The N.Y. World, which used last year 61 tons a day for 365 days. This year will require 80 tons a day, and 250 tons are used in The World's Sunday edition. Canadian spruce is the most perfect for fibre making—much better than poplar. Some poplar is used to give silky, rich finish. His company at first intended to build in Maine, but went to the Sault, where they now have 20,000 h.p., and intend to manufacture pulp much more largely. Pulp making must be carried on in the vicinity of the raw material. The United States tariff is now so high as to be very onerous. There would be no additional tariff on the importations of pulp and paper into the United States from Canada. If Americans cannot get Canadian wood, it simply means that the issue of their newspapers would cease. Their mills would have to shut down. Another feature is the clearness of the water in the rivers of Canada. They are very muddy in the States, which makes expensive filtering necessary. The quality of the spruce of Canada is simply unsurpassed. His firm's pulp brings £1 a ton more in England than does the Scandinavian product. Canada has the wood and the water power. Our forests are our most valuable possession. The States must have our wood. He did not advocate such an export duty as would compel Americans to come over here and build pulp and paper mills. But it is a fact that United States mills are moving up as near to Canada as possible, in order to get their supply of wood from Canada. He urged nothing in the way of a retaliatory duty, but simply a duty in our own interests. Canada has the whip hand in this matter. She is the dictator. She can compel from the United States as many advantages as she wishes. His company had bought ground on the American side and would erect a large mill to grind Canadian wood, but if there is an export duty his company will build on the Canadian side. Five thousand people would be employed at once in this industry, and many millions invested, upon the imposition of such a duty. Our capacities at present are limited. An Australian came to his firm to place an order of 100 tons of paper a day, but present Canadian paper mills have now about enough to do in supplying merely Canadian trade. New mills must have a foreign market. An Englishman wanted to place an order of 100 tons of paper a day, delivered in London. His firm expects to turn out 150 tons a day of ground wood pulp. All Canada does not use one-sixth of this 150 tons."

Mr. Ives: "Is the artificially raised pine of Germany suitable for paper?"

Mr. Clergue: "Makes not a bad paper at all. At Fox River wood is worth \$8.50 a cord. Maine mills, if well situated, pay \$7 a cord for wood. Most of the largest mills in Maine get all their wood from Canada."

Mr. Rowley said he heartily concurred in all that had been said by the former speakers with reference to pulp. With refer-

ence to the lumber, this interest is much better placed than the pulp interest. As there is no export duty on saw logs all the Canadian lumber logs go into the United States free of import duty. Should not our pulp industry be put on a similar basis? That is, if Canadian lumber can be sent in free to the States, why not Canadian pulp and paper be sent in free? The Eddy Co. certainly agreed with Mr. Clergue's views as to the importance of protecting our forests. He pointed to the absolute necessity of the United States coming to us for their pulp and pulp wood.

Mr. Forman stated that it was the opinion of the Pulp and Paper Association that a duty of at least \$2 a cord should be imposed.

Mr. Ives: "How do you propose to get around the difficulty if we impose a duty on pulp wood and not on saw logs?"

Mr. Forman said. "Some of the largest makers of paper in the United States, making 175 tons daily, have become owners of water-power in Canada, because they expected Canadians would demand an export duty on pulp wood, resulting in free pulp and paper to the United States."

Mr. Barber said: "One cord of wood will make 2,000 lbs. mechanical pulp. That is, shipped from mill at \$14 per ton; so that \$1.60 to \$2 export duty on the wood would be about equivalent to the American duty on one ton of pulp. If the wood is made into sulphite pulp, one cord only makes 1,200 lbs. of pulp, but that is shipped from the mill at 2c. per lb., so that it would require about \$2.30 per cord to be equivalent to the 10 per cent United States import duty on chemical pulp. Striking an easy average, \$2 export duty would be about equivalent to the American tariff on pulp."

Mr. Rowley pointed out that they came with a proposition that would not be prohibitory, but merely to equalize matters with reference to the American duty on our pulp.

Mr. Ives. "If we touch this matter at all we must put on a duty that shall be high enough."

Mr. Davy: "I think \$3 is not too much."

Mr. Ives "I would ask you to send your resolutions as you have adopted them. All I can say is that I am sure we have been very much entertained and interested. I have never heard the case put better in Parliament than it has been done to-day. Speaking as a member of the Government, I cannot go further than to say that we will lay your views before Parliament. I am strongly in sympathy with this movement. As our friend Mr. Davy said. 'We have the Americans by the throat.' I was the first to introduce this subject in the Canadian Parliament some years ago, and I had then great difficulty in obtaining a seconder. I presume to-day there is a majority on our side of the House that favor an export duty upon both logs and pulp wood. I know the white pine and spruce area is rapidly diminishing both in the U.S. and Canada. The value of pulp wood is correspondingly increasing. Personally I am very much in sympathy with the movement and shall hail with delight the position we should take with regard to this matter. Whether the Government will be disposed to take this step just before the general elections I cannot say. It is rather a bad time. This is a short session, called for a special purpose. The present prospects I do not consider so brilliant as in an ordinary session. I will put the question fairly before the Government, and I can only add that the day is not far distant when your wishes will be met."

Subsequently the same committee met Sir Charles Tupper and Hon. G. E. Foster, both of whom were found to be favorable, and stated that they would take the matter up at the earliest possible moment.

Since then, however, Parliament has been fully occupied with the Remedial Bill, and every other interest has been neglected. The vote was reached on this question last week, and it is hoped that the Government may now be able to turn its attention to the pulp question.

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Hamilton.

PROPOSED DUTY ON PULP.

“ ABOUT one hundred thousand cords of wood go into the manufacture of paper pulp each year in Canada, while in the same space of time between 500,000 and 600,000 cords are exported into the United States, and are there manufactured into pulp and then into paper.”

These were some of the figures given by Mr. W. H. Rowley, secretary-treasurer of the E. B. Eddy Company, one of the largest paper manufacturers in Canada. Mr. Rowley strongly advocates an export duty being placed on pulp wood, thus preventing the wood in its raw state being exported into the United States. This, he stated, would have the effect of opening up pulp mills in Canada, the employment of thousands of men and would altogether give the Dominion the benefit which is now derived by the people of the United States to the detriment of Canada. A number of prominent pulp and paper manufacturers met recently and organized what is known as the Canadian Pulp Makers' Association. Among those who are prominently identified are Mr. F. H. Clergue, of the Sault Ste. Marie mills; Mr. John Forman, of the Laurentide Pulp Company; Mr. John Davy, of the West Canada Pulp Company; Mr. John R. Barlow, of the Georgetown and of the Cornwall mills; Mr. W. H. Masterman, of the Masterman Pulp Co., and Mr. Rowley, of the E. B. Eddy Co.

You see,” Mr. Rowley explained, “the United States depends entirely upon Canada for her supply of pulp wood to-day. She has depleted her forests, while ours teem with this ever-valuable product. We have water-power in abundance, a very necessary adjunct to the manufacture of wood pulp. For every cord of wood which to-day is exported into the United States for the manufacture of pulp, not over \$6 per cord, including railway freights, is left in Canada. But for every ten of pulp which goes into the United States \$18, \$20 and even as high as \$30 per ton is left in Canada.”

He then went on to speak of the recent trip to Ottawa. Every company in Canada was represented either in person or by letter, and to a man they favored it. In the morning the delegation were received by Hon. W. B. Ives, Hon. J. F. Wood and Hon. Col. Prior, and in the afternoon by Sir Charles Tupper and Hon. George E. Foster. What was asked the Government was that a tariff of not less than \$2 per cord be placed on pulp wood when the same was consigned to the United States. When pulp is taken into the United States a duty of 10 per cent. is charged by that Government, and it was considered that the \$2 per cord asked for would about equalize the duty thus imposed against the Canadian manufacturer. Some, indeed, favored a duty so high that the raw material could not be exported under any consideration.

The matter, Mr. Rowley states, was received by the members of the Government with a feeling very much akin to enthusiasm, and the delegation was promised that the matter would have the serious consideration of the Government at an early date.

In conclusion, Mr. Rowley said that as three-quarters of the paper used to-day in the United States was the direct product of the Canadian forests, he considered that at least the Canadian should be put on an equal footing with his cousin across the line, and that the benefits which nature had showered upon Canada should be shared by Canada's sons.—Star, Montreal, Feb. 25.

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In Pink, Lemon, Terra Cotta, Salmon,
R. E. Blue, Granite, Sky Blue, Primrose,
Fawn, Nile Green. Three weights.

Special . . .

EDDY'S MOTTLED COVER PAPERS

In Green, Salmon, Terra Cotta, Lemon.
Heavy weights.

This makes a most attractive cover and
is entirely new.

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- Rolling Machines for Stamping. P. in G. No. 66647.
- Steam Stamping Presses, with disposition to work simultaneously on both sides. Registered No. 40977.
- Patent Paste Board Cutter, with self clamp. P. in G. No. 31993.
- Steam Embossing Presses, with four tables to be attended only by two workmen, with disposition to disengage each table. Registered No. 36848.
- Electric Stopper for Presses. Patent applied for.
- Little Elastic-Back-Making Machines. Registered No. 35850.
- Knife Sharpening Machines, with automatic knife regulator. Registered D.R.G.M. No. 35080.

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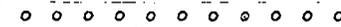
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- Babcock "Standard" Drum Cylinder Press.**
Two rollers; bed 22x26; rack and cam distribution; tapeless delivery; air springs. Fine order.
- Campbell "Economic" Two-Revolution Press.**
(Late build.) Four rollers; bed 47x64; table distribution; tapeless delivery. Good as new.
- Campbell Two-Revolution Press.** Four rollers; bed 41x56; double ender inking apparatus, table distribution; tapeless delivery. As good as new.
- Campbell Two-Roller Book and Job Two-Revolution Press.** Size of bed 33x46 in.; table distribution. In first-class condition.
- Campbell 23x28 Pony Two-Revolution Press.**
Bed 23x28 in. In first-class order. Good as new.
- Campbell Country Cylinder.** Bed 31x46 in., with fine distribution. Press as good as new.
- Campbell Two-Roller Oscillator Cylinder.**
Fine order; bed 33x48; tapeless delivery.
- Cottrell Two-Roller, Two-Revolution Press.**
Rack and cam distribution and tapeless delivery; bed 41x60 in. Rebuilt by Cottrell. This is a good press for book or newspaper work.
- Cottrell & Babcock Four-Roller, Two-Revolution.**
Bed 35x52 in.; table and rack and cam distribution and tapeless delivery. This press will do fine book work.
- Cottrell & Babcock Four-Roller, Two-Revolution.**
Bed 33x46 in.; table distribution; tapeless delivery. This press will do fine book work.
- Cottrell Country.** 32x46; prints 6-column quarto; fine order; tape delivery.

- Cottrell Country.** 32x46; prints 6-column quarto; fine order; tapeless delivery
- Hoe Drum Cylinder Press.** Bed 36x52; rack and cam distribution; tape delivery. In good order.
- Hoe Railway Cylinder Press.** Bed 31x46; will print 6-column quarto. In good order.
- Payne Wharfedale.** Bed 29x29. With patent flyers. Press as good as new.
- Potter Drum Cylinder.** Four rollers; size of bed 36½x52 in.; table, and rack and cam distribution; tapeless delivery; back-up; good register. Good as new. Will print a 7-column quarto.
- Potter Two-Roller Extra Heavy Drum Cylinder.**
Bed 29x42. Will print double royal sheet. Splendid order.
- Potter Drum Cylinder Press.** Bed 25x35; rack and cam distribution; air springs; tape delivery. Good order.
- Reliance Wharfedale.** Bed 47x51. With patent flyers. A good press.
- Scott Job and News Drum Cylinder Press.**
Two rollers; bed 33x51; rack and cam distribution; tapeless delivery; air springs. Good order.
- Washington Hand Press.** 7-column. With inking apparatus. \$135.00.
- Seybold "Monarch" Paper Cutter.** Cuts 38 inches; has both hand and automatic clamp; two knives. Good as new. \$550.00.
- Little Wonder.** Bed 14x19½ in. In good order. \$225.00.

One 31 x 46 Taylor Drum Cylinder, tape delivery.....	\$450 00
One 22 x 27 bed Whitlock Pony Cylinder, tapeless delivery, splendid order	600 00
One 24 x 29 bed 4-Roller Hoe Drum Cylinder, tapeless delivery, fine machine	
One 14 x 20 Peerless Job Press, with fountain and steam fixtures.....	200 00
One 11 x 16 Peerless Job Press, with steam fixtures.....	175 00
One A Perfection Wire Stitcher, stitches ¼ inch, good as new.....	45 00
One C " " " " ⅜ inch, " ".....	110 00
One E " " " " ⅝ inch, " ".....	150 00
Three 7 x 11 Old Style Gordons, each.....	75 00
One 30-inch Millboard Cutter, new.....	85 00
One 10-inch Rosback Perforator.....	25 00
One Reliance Electric Motor, 7 h.p., with extra armature, in perfect order..	225 00

Write for prices and terms on anything you are about to buy.

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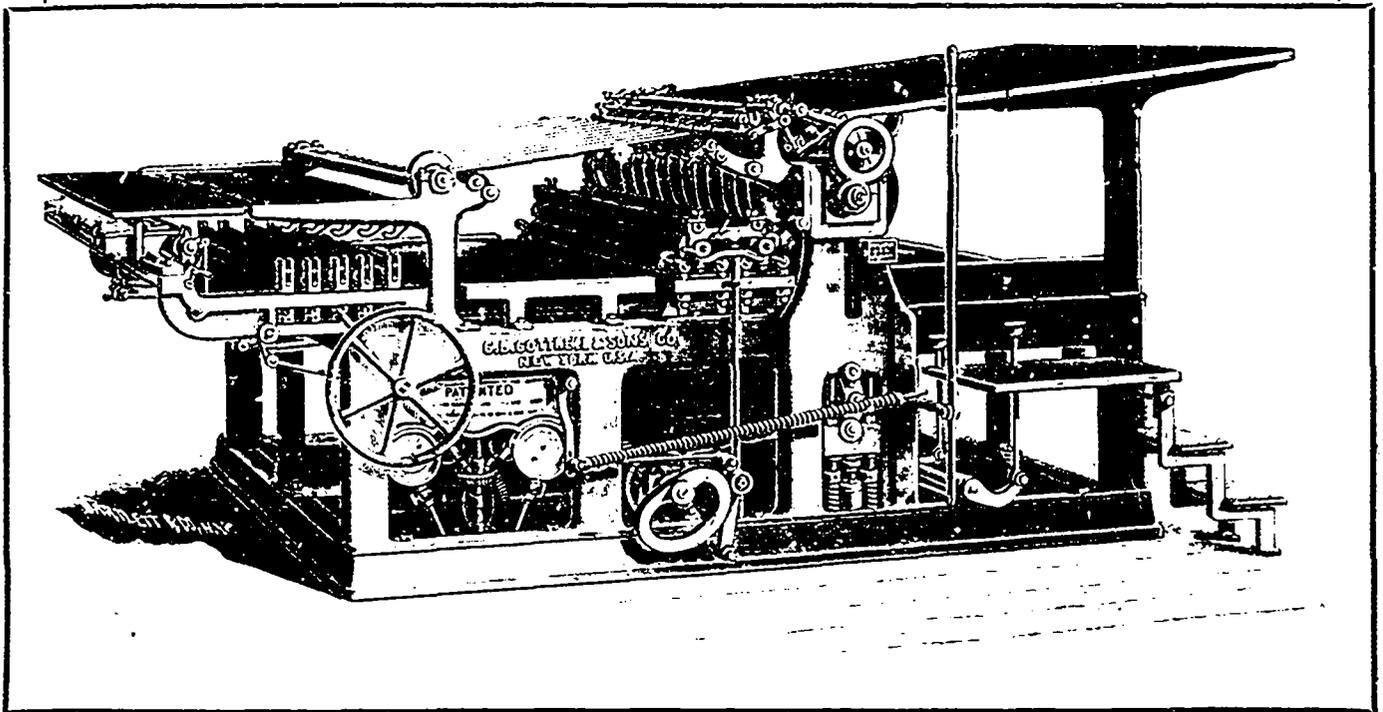
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