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Toronto.

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OBSERVATIONS OF AN ONLOOKER

AT THE PRESS MEETING.



NOTWITHSTANDING several things, the annual meeting for 1899 was a marked success, despite the unavoidable absence of President Holmes and some other worthy members, despite the tremor caused

in one's interior by going down a fast elevator, and despite the fact that Mr. D. McGillicuddy only made seven interruptions. In every other respect the gathering left nothing to be desired. The financial condition of the association is highly satisfactory, the only point being that a surplus seems to be rolling up which could either be for the construction of some public work or the reduction of taxation. Personally, I would prefer it to go toward deepening the canals to 20 feet, but that is neither here nor there.

There is also some doubt as to the wisdom of the annual report being in book form, but, as Mr. Pirie used to remark in days of yore, there is a great deal to be said on both sides. This year, the indications are that the report will be briefer. The election of officers was eminently satisfactory, so much so, that it seems inopportune to revert to the old idea that a good natured competition for all the offices would greatly stimulate interest in the proceedings. The advancement of Mr. Dingman to the presidency is a thoroughly deserved tribute to a faithful and esteemed member. Perhaps the feature of it that pleased an onlooker most was that he, the editor of a Conservative

daily, was nominated and supported by two Liberal members of the Provincial Legislature, Mr. Pattullo, M.P.P., and Mr. Petty-piece, M.P.P., both of them above any narrow party feeling. This leads one to refer to the outstanding feature of the association meetings, the friendly, social spirit which does so much to promote the standing and dignity of the newspaper fraternity, and which, if carried out consistently, sensibly affects public opinion of the press. Instead of posing as Kilkenny cats, editors can thus increase popular respect for themselves by respecting each other. Next year, the association has in prospect the election of Mr. J. S. Willson to the presidency, an event which cannot fail to be fraught with valuable results to the organization. The new member on the list of senior officers is Mr. Macdonald, of Glengarry, an acceptable representative of the weekly publishers, and a man who may be counted on to do his part faithfully and well. The executive is exceptionally representative and strong, Messrs. Tarte and McKay coming from Montreal, and the other parts of the country being also represented.

The action taken regarding the railways calls for a word. I understood Mr. Cooper's position to be this. Firstly, if the railway companies are disposed to grudge us the 2c. rate, if, as some think, they object to grant any concessions to the press, if we are rather compromising our standing by accepting anything at unwilling hands, and if, as was indicated in the proposed clause by one railway, regarding advertising contracts, the railways are disposed to control the press, then we ought to withdraw from the 2c. rate and hold the association together by the bonds of common interest and friendly feeling, entertained by the members. Secondly, if, after a conference with the railways, it appears that these apprehensions are groundless, that the railways recognize that they get an enormous amount of free advertising from the daily and weekly press, and that a 2c. rate is no great concession for all this, then they should be asked to state what they consider a proper concession. This is, if I caught the secretary's meaning correctly, a perfectly proper and suitable suggestion, and outlines a course that the association may reasonably pursue. At Mr. Pattullo's suggestion, the matter was naturally left to the executive. It is impossible to assume that the 2c. rate is the sole, or chief, reason why members join the association. It is equally impossible to suppose that, if the railways think they own the press, the association can afford to let the idea crystallize into a general belief.

Then there is the banquet question. As Mr. Thompson said, the members from a distance are well pleased to hear such

speakers as Principal Grant and Prof. Robertson, but is it wise to force people to wade through a dinner of eight courses when three or four at half the money are all that are required? Of course, it will be said these are the views of a Philistine. Anyway, I loathe banquets. You have to dine at an hour far later than usual, and you go *into* dinner either in a weak and famished condition, or else you have regaled yourself before starting with a bite in the pantry. In either case the digestive processes are interfered with. Why not sit down to dinner at half-past six or seven precisely to a well-cooked dinner of four courses, with wines extra, and get through the speeches, etc., by half-past ten or eleven? The average Canadian banquet has degenerated into an appalling farce and ought to be reformed. But the annual dinner, being a valuable adjunct to the social side of the Press Association, might, with modification, be retained. The iceboating excursion provided by Mr. Fred Campbell, was a very pleasant contribution to the meeting's enjoyments.

Next to the social feature the other really important part of the meeting was the practical informal discussion on such matters as municipal printing, the collection of subscriptions, etc. These, in my humble view, are of great value, and should be enlarged each year so as to make the annual meeting an open conference, not of set speeches, but of unrestrained exchange of opinion by members of the fraternity. They ought not to be reported in the daily press. In fact, there will always be a tendency towards reticence until the city members present are requested not to mention the matters in their reports. My own impression is that the publicity of the meetings tends to keep city members and country members away rather than to attract them. However, all these observations are offered in a spirit of meekness and with a due consciousness of my own insignificance, and are presented more as an evidence of good faith than for publication. The Press Association is a useful body, and the enlargement of its usefulness depends upon the members generally, not upon the executive solely. For years the officers have done their duty well, and the secretary has been a model of energy, but it seems to me the amount of cooperation received from the rank and file is limited.

A. H. U. C.

THE NEW PRESIDENT OF THE ASSOCIATION.

W. S. Dingman, editor of The Stratford Herald (daily and weekly), is a descendant of U.E. Loyalist stock which settled in the Bay of Quinte district in 1784. Land where the city of Utica, N.Y., now stands is said to have been confiscated from the Dingmans as punishment for loyalty to Britain.

The subject of our sketch is a native of Lambton county, and is just past 40 years of age. He began as printing appren-

tice to The Sarnia Canadian in December, 1873, under the present proprietors of that paper. From 1874 to 1886 he was connected with The Strathroy Dispatch—first under A. Dingman, his father, as publisher, and latterly with his brother, L. H. Dingman, as publishers—with the exception of one year, 1884 to 1885, spent at Port Arthur as manager and editor of The Daily Sentinel. In December, 1886, he purchased The Stratford Herald, and, in March of the following year, began the issue of the daily.

The Stratford Herald, under the company management of himself and his brother, L. H. Dingman, has steadily risen in excellence, and consequently in circulation, until it is now one of the best Provincial papers in Canada.

While the general make-up of the paper is highly creditable to the profession, it is specially worthy of mention in two points. First, a leading feature is its well stocked columns of excellent

reading matter, drawn largely from local pens throughout the Perth district; and second, the loyalty it shows to the Conservative party is generally strengthened by the knowledge that there is a measure of virility in the editorial pen that refuses to be led entirely by party considerations. An evidence of this was the stand taken by the paper on the Manitoba school question.

The Herald also gains a powerful influence, which is reflected from the high personal qualities of our newly elected president. As a citizen of Stratford he has deeply entrenched himself in the estimation of the public through his general fair-mindedness and quiet dignity of manner, supported by a community of interest in all that appertains to the welfare of the city.

As a point of municipal honors, he has contented himself with a seat at the Collegiate Institute Board, of which he has been chairman, and is now a member of six years' standing. Music has claimed his atten-

tion somewhat, and he is president of the Stratford Vocal Society, a large and flourishing organization. For some seven years he has been the choirmaster and organist of the Central Methodist Church, which ranks well among the best choirs of Ontario.

The Herald occupies its own premises, a fine three-storey block, and Mr. Dingman's modern home, which he built a few years ago, is well and charmingly wifed and mothered by a daughter of the Rev. Wm. McDonagh, to whom he was married some ten years ago. W. J. F.

A. C. Bertram, editor of The North Sydney Herald, has been reelected mayor of that town. He publishes a live paper.

The Windsor Tribune will hereafter be published by P. M. Fielding, a cousin of the Finance Minister, and James Woodworth.



W. S. Dingman, the new President

REPORT OF THE FORTY-FIRST ANNUAL MEETING HELD IN TORONTO.

THE forty-first annual meeting of the Canadian Press Association was opened in the board of trade building at the city of Toronto, on Thursday, February 2, 1899. The gathering was one of the most successful in the history of the association. The papers read were all of practical value to the members, and in the open conferences much useful information was elicited. Every member who attended felt, when the meeting was brought to a close on the afternoon of the second day, that he had received distinct and unmistakable benefits from the discussions, and carried away with him something that might be utilized to his own material advantage in the conduct of his business.

The chair, at the opening session, was occupied by Mr. W. S. Dingman, of The Stratford Herald, first vice-president, who presided in the absence of the president, Mr. Robert Holmes, of The Clinton New Era, who, it was explained, was busily engaged in the heat of an election contest in West Huron.

Among those members of the association who were in attendance at the meeting were :

W. S. Dingman, Stratford Herald, T. H. Preston, Expositor, Brantford ; A. McNee, Record, Windsor ; H. F. Gardiner, Times, Hamilton ; J. T. Clark, Saturday Night, Toronto ; A. E. Bradwin, Standard, Blyth ; D. Williams, Bulletin, Collingwood ; W. A. Hogg, Enterprise, Collingwood ; J. D. Reid, The Arrow, Burk's Falls ; H. T. Blackstone, Times, Oillia ; R. F. Holtermann, Canadian Bee Journal, Brantford ; W. H. Bundy, North Star, Parry Sound ; E. C. Campbell, Advocate, Cayuga ; A. F. Pirie, Banner, Dundas ; A. R. Fawcett, Leader and Recorder, Toronto Junction ; Geo. E. Scroggie, The News, Toronto ; J. A. Lambert, Representative, Mount Forest ; D. McGillicuddy, Goderich Signal ; W. McGuire, Tilsonburg Liberal, J. F. McKay, Montreal Herald ; S. Russell, Deseronto Tribune, G. M. Standing, Aylmer Sun ; B. McGuire, Orangeville Banner ; H. B. Elliott, Times, Wingham ; H. P. Moore, Free Press, Acton ; W. E. Smallfield, Mercury, Renfrew ; F. W. Galbraith, Mercury, Guelph ; John Motz, Journal, Berlin ; James Fisher, Confederate, Mount Forest ; Chas. Ramage, Review, Durham ; C. W. Rutledge, Standard, Markdale ; R. L. Mortimer, Free Press, Shelburne ; S. Frank Wilson, Truth, Toronto ; N. W. Ford, Banner, Chatham ; W. Ireland, The Star, Parry Sound ; Andrew Pattullo, Sentinel-Review, Woodstock ; A. G. F. Macdonald, News, Alexandria ; W. J. Taylor, News, Tweed ; G. Wilson, Daily Guide, Port Hope ; Jas. W. Robertson, Commercial, Ayr ; Lieut.-Col. J. B. Maclean, Montreal ; J. King, Toronto ; H. J. Pettypiece, Free Press, Forest ; L. G. Jackson, Era, Newmarket ; J. H. Thompson, The Post, Thorold ; P. Boyle, Catholic Register, Toronto ; C. W. Young, Freeholder, Cornwall ; John A. Auld, Amherstburg Echo ; John A. Cooper, Canadian Magazine, Toronto ; C. A. Matthews, Globe, Toronto ; George Young, Courier, Trenton ; E. Trout, Monetary Times, Toronto ; James Innis, honorary member, Guelph ; R. Mathison, honorary member, Belleville ; C. H. Mortimer, Canadian Architect, Toronto ; A. H. U. Colquhoun, Toronto.

REPORT OF EXECUTIVE COMMITTEE.

The report of the executive committee was read and considered clause by clause as follows :

To the Members of the Canadian Press Association :

GENTLEMEN, —Your committee beg to report a rather uneventful year. There have been no very vital questions affecting publishers pressing for attention. The first work of the executive during the year was the issuing of the annual report, which was done at as early a date as possible. It is the most extensive report which has ever been published by the association and contains the result of a great deal of work. One of the new features is a complete list of the officers of the association since the foundation. These have not been published in recent reports, but we would recommend that they be repeated in each succeeding report.

In the early part of the year an effort was made to hold a press excursion. Correspondence was exchanged with the railways and various other transportation companies with a view to seeing what excursion could be organized. This finally resulted in a decision to run an excursion to Duluth, leaving Toronto on August 10, and returning on August 18. The cost to each member was to be not more than \$25. In July a notice was sent to each one of the members giving the details of the proposed excursion. Only some half-dozen replied favorably and the project had to be abandoned. We would recommend that this or some other excursion be approved of at the annual meeting and that a number of guarantees be secured before the new executive undertake to make fresh arrangements. At the last two or three annual meetings the members have said by their votes that they were in favor of an annual excursion, but when details were laid before them they have decided not to go. As this makes it very awkward for the executive we suggest as above, that a definite excursion should be arranged upon at the annual meeting and some guarantee be given the executive that if the details are satisfactorily arranged there will be a number of members take the trip. It is only fair that an executive should have a reasonable assurance that their time, effort and diplomacy will not be wasted. A committee has been appointed which will bring in a report upon this matter during the present meeting. In connection with the arrangements made for the excursion last year we have to thank the Great Northern Transit Co for several courtesies.

In September, at a meeting of the executive, the question of postage on newspapers came up for discussion. It was decided, however, that on account of a resolution passed at the last annual meeting, the executive had no power to take any action.

During the past year a number of new members have been admitted including : Chas J. Howell, Intelligencer, Belleville ; Evangeline Booth, War Cry, Toronto ; W. B. Hope, Canadian Manufacturer, Toronto ; R. Douglas Fraser, Teachers' Monthly, Toronto ; W. A. Hogg, Enterprise-Messenger, Collingwood ; Gordon Waldron, Weekly Sun, Toronto ; Arthur Craig, Glengarran, Alexandria ; George P. Graham, Recorder, Brockville ; F. W. Galbraith, Mercury, Guelph ; J. I. McIntosh, Mercury, Guelph ; W. H. Bundy, North Star, Parry Sound.

Quite a number of newspapermen have been inquiring about the qualification for membership and evidencing a desire to be admitted. A little more effort on the part of members would result in considerable increase in our members.

We would recommend, for the consideration of the meeting, a proposal to do something concerning the present railway privileges afforded to members of the Association. It is becoming more and more apparent that the railways are not treating us fairly in

charging us 2 cents per mile. We believe that, unless this rate were reduced to 1½ cents, that it would be almost as well to withdraw our arrangement with the railways, as a great many members are able to make much better private arrangements. We do not feel that this would weaken the Association, as a member who clings to it merely for the sake of the 2-cent per mile rate is not one who adds much strength to such a fraternity as ours.

The year 1898 has, so far as we can see, been one of the most prosperous in the history of Canadian journalism. Publishers have increased the value of their papers and have made improvements in such a way that revenues have been materially increased.

W. S. DINGMAN,
1st Vice-President.

RAILWAY PRIVILEGES.

Mr. McGillicuddy asked that the secretary-treasurer give the association some information in reference to the existing arrangement with the railway companies, in order that the members might discuss the clause relating thereto intelligently.

Mr. John A. Cooper stated that the executive committee for the past four or five years had felt that the association ought to receive more consideration from the railway companies than is given to any other person connected with the press, in the way of canvassing and subscription agents. "There are men engaged in that work who get better rates from the railway companies, through the office in which they are employed, than are given to the members through the association. If one of the primary objects of the association is to secure for its members special railway privileges, the association, therefore, fails at that point because it does not secure anything special. It is a very common thing for members to say to me, when renewing certificates, that they do not amount to anything as they had not used it all the previous year, as they have certificates direct from the railway company. I must notify the railway companies of every certificate I issue, and the association certificate must be drawn up in the exact wording laid down by them. The Quebec men seem to have a great many more privileges than we have, on the Grand Trunk railway, the Canadian Pacific railway, the Intercolonial and the smaller roads. In view of the fact that the certificate issued by the association confers no material advantage upon the holder, which cannot be obtained in another way, it seems to me that we might as well abandon the present arrangements with the railway companies. We could then frame a certificate which would be more dignified and which would be of value to members when traveling abroad, or even in the Province. The present arrangement does not seem to me to be worth maintaining, as we have to observe the regulations observed by the railways and get nothing in return."

The Chairman: "I have had certificates rendered to me by the railway company, for all the employes of my office, at the two-cent rate."

Mr. Wm. Ireland: "Is it not a fact that the railway companies are beginning to think we are their servants? The railway companies are now sending out contracts for advertising, which contain a condition that the company shall be at liberty to cancel it if the paper criticized the railway unfairly or unjustly, and the company is the judge of the fairness or otherwise. In other words, they have established a censorship over us."

Mr. Ireland: "We, as an association, will only be doing our duty if we let the railways understand we can get along with-

out them, and that, if they don't treat the public as they ought to, they will get it in the neck. When going home, I have to spend twenty-one hours in a country hotel on the way, because the railway companies won't give connection."

Mr. Fawcett: "In my opinion, we should not ask the railways for any favors at all. I don't believe in passes being given to members of Parliament, or newspapermen, either. They should be left in an independent position and free to criticize the companies."

Mr. J. T. Clark: "Is it the intention to abandon his two-cent rate and pay three cents, unless we can get a better rate than two cents? My impression is, that while a great many members get a two-cent rate irrespective of this association, there are a great number who do not, and would have to pay three cents per mile if this arrangement is abrogated. Personally, I always carry two certificates, either one of which entitles me to a two-cent rate, but I know a weekly publisher who does not get a two-cent rate, and he is about to join this association for that among other reasons. I am in favor of a two-cent or a one-and-a-half-cent rate, if we can get it, and because I travel on that rate, I do not regard myself as bound to the railway companies. I take advantage of anything they offer, and I criticize them just the same."

Mr. Phillips, Ottawa: "When the two-cent rate was first given to the press, it was in recognition of the assistance they gave the railways, and was much lower than the rate given to anyone else. Since then, others have obtained the same rate, and, as the services which the press render to the railway companies generally are in no wise less valuable now than they were then, I think it is quite proper for us to ask to have it reduced in the same proportion as the rates have been reduced to others."

The matter was, on motions of Messrs. Pattullo and McGillicuddy, referred to the committee on resolutions.

SECRETARY-TREASURER'S REPORT.

Mr. John A. Cooper read the report of the secretary-treasurer as follows:

MR. PRESIDENT AND MEMBERS,—During the past year the expenses of the association have been comparatively light, as the increased amount on hand shows.

The receipts show a slight decrease. There were 164 certificates issued in 1898, as against 179 in 1897 and 161 in 1896. The annual report cost more than in the previous year, on account of the introduction of some new matter. In spite of these two features, the financial position of the association is more favorable than at any time during the past six years.

The detailed statement for 1898 is as follows:

RECEIPTS.	
On hand from 1897.....	\$55 80
Advertising in Annual Report	
Warwick Bros. & Rutter.....	\$ 5 00
Canada Paper Co.....	10 00
MacLean Publishing Co.....	5 00
Toronto Type Foundry.....	10 00
Miller & Richard.....	15 00
E. B. Eddy Co.....	10 00
	55 00
Receipts from fees.....	336 00
Interest.....	1 87
	————— \$448 67

DISBURSEMENTS.

Postage	\$ 27 94	
Printing—		
Warwick Bros. & Rutter	\$18 55	
Shareholder Co.	5 15	
Apted Bros.	10 85	
Robt. Holmes.	4 65	
	<hr/>	40 20
Annual Report—		
Stenographer	10 00	
MacLean Publishing Co.	70 00	
Canada Paper Co.	15 04	
	<hr/>	95 04
Secretary's salary for 1898	100 00	
Executive expenses	65 25	
Sundries	5 20	
On hand	114 44	
	<hr/>	\$448 67

Mr. A. Pattullo suggested that the very full report of the proceedings which is published annually in *PRINTER AND PUBLISHER*, the official organ of the association, is quite sufficient for all purposes and the cost of printing an annual report might be saved.

Mr. Cooper: "The association tried that plan one year, but, by resolution, a report was published the next year, as a great many of the members complained that they wanted to keep the reports on file. There was also the difficulty in adopting Mr. Pattullo's suggestion that he could not in *PRINTER AND PUBLISHER* give details which added greatly to the value of the annual report as a work of reference. He had also found the annual reports most useful in answering inquiries respecting the association, and it was owing to reception of a copy that many were now members."

Mr. Ireland. "I think we ought to continue publishing the reports in convenient form. It was the reading of the reports that caused me to join the association."

Mr. McKay: "My experience is very much the same as that of Mr. Ireland."

Mr. L. G. Jackson: "If the annual fee were reduced, and *PRINTER AND PUBLISHER* used, instead of issuing a report, even if we had to pay something for it, I think it would be apt to increase our membership. I have been speaking to some, and they think the fee is too high."

Mr. Phillips: "Would it not be possible to increase the advertising sufficiently to cover the cost?"

The report was referred to the auditors.

PRESIDENT'S ADDRESS.

The chairman then read the president's address as follows:

CLINTON, ONT. Jan. 30, 1899.

To the Members of the Canadian Press Association:

GENTLEMEN,—As I happen to be engaged in an election contest that requires close personal attention, I find that I cannot be with you on this, your forty-first annual gathering, much as I would like to be, and it is a source of great disappointment to me. I trust that my absence from the chair will not in the slightest degree affect the success of an organization in which I have taken much interest, and through whose agency I have derived much profit.

The past year has not been a particularly eventful one, so far as the general interests of the Press Association are concerned. There have been no special features of a public nature, such as prevailed during 1897, to call for the amazing enterprise of the press, and ordinary matters have gone on the even tenor of their way.

I think it will be generally admitted that the editorial tone of the

Canadian press is higher than it has ever been, and that there is a greater degree of fairness manifested in discussion than formerly prevailed. I do not wish to pose as a critic, yet it must be acknowledged that there is a noticeable absence from the editorial column of much of the personal reference, which formerly was regarded as a necessary part of every paper issued. This change is to me a pleasant one, and I believe it to be equally so to all members of this association. We have been trying to follow ideals in various branches of the profession; improvement, progress, and advancement have been the stepping-stones upward, and if we can only succeed in eliminating from the editorial column, especially, that which for convenience might be termed the "objectional personal spirit," we will have accomplished much. While the English papers might serve as models in this respect, it is not necessary that we should follow any model. Our own ideas of propriety should prevail, and as we broaden our views of public issues, our treatment of them will be more on their own merits.

In a recent issue of *The New York Sun*, I noticed the following paragraph, which has particular interest to the fraternity:

"The Canadian newspapers seem to be made up by men naturally clever and industrious enough, but they expend their intellects on questions so peculiarly provincial in their limitation that we question if these journals are more than glanced at in any American newspaper office, or are read by anybody in this republic, or anywhere else outside of Canada, even by any of the million of Canadians who have emigrated hither to share in a really national existence."

Without commenting otherwise on this subject, I simply wish to say that the average Canadian editor is equal to any emergency, and if he thought his readers were more interested in the ruler of Timbuctoo than on some topic of local or provincial interest, he could just as readily prepare a leader on the one subject as on the other.

I regret to say that we were not able to take the excursion to the Coast as anticipated. Although I endeavored to make arrangements to this end, they were not such as I could satisfactorily offer to the members of the association and had to be dropped. I also tried to arrange for an excursion on the upper lakes, but only found about half a dozen members who were able to go, and, as I did not regard this as sufficiently representative, this too had to be cancelled. My correspondence with members of this association convinced me that they are in favor of an excursion to some attractive point, and I think it would be advisable to arrange for one during the coming Summer, but the time and place should be decided upon early, so that members, in arranging for their Summer's outing, could govern themselves accordingly. The details could be arranged later.

The law of libel is still a matter demanding attention. Two cases in particular have come up during the past year that have special interest for us. The one is the case in which *The Kamloops Sentinel* is concerned and the other is the one recently tried in which *The Toronto Telegram* was the defendant. In the case of the former the publisher asked for the cooperation and assistance of the association, but it was found after considerable correspondence that no specific assistance could be given. That some amendments to the law are necessary and safeguards to the publisher should be secured are self-evident, and the efforts of the association to protect its members and the press generally from needless and vexatious suits should not be in any degree abandoned.

In conclusion, let me express my appreciation of the faithfulness and zeal of the secretary. On him has devolved much of the work that should have been done by myself. That it has been admirably performed is self-evident.

I trust that your gathering may be mutually profitable, and

result in even broader fraternal feelings, and regret exceedingly that circumstances have prevented my active participation in a gathering in which I have always found "a crowd of jolly good fellows."

Sincerely yours,

ROBERT HOLMPS.

The following members were appointed a committee on resolutions: Messrs. Arch. McNee, J. F. McKay and I. G. Jackson.

The nomination of officers was then proceeded with, and resulted in the election of the following by acclamation:

President—Mr. W. S. Dingman, Herald, Stratford.

1st Vice-president—Mr. J. S. Willison, Globe, Toronto
and Vice-president—Mr. A. G. F. Macdonald, News, Gleggarry.

Secretary-treasurer—Mr. John A. Cooper, Canadian Magazine, Toronto.

Assistant secretary-treasurer—Mr. Chas. A. Matthews, Globe, Toronto.

The following were nominated for the executive committee: Messrs. C. W. Rutledge, A. H. U. Colquhoun, H. J. Pettypiece (M.P.P.), Wm. Ireland, Dan McGillicuddy, Arch. McNee, Jos. T. Clark, L. J. Farte, A. S. Forster and J. F. McKay.

Messrs. W. M. McGuire, Listowel, and H. T. Blackstone, Orillia, were unanimously chosen as auditors.

KAMLOOPS SENTINEL LIBEL CASE.

The secretary read a letter from Mr. Robinson, publisher of The Kamloops Sentinel, asking the association to cooperate with him, stating that, as the members were aware, he had got into trouble with a gentleman named Thompson, who had brought two suits against him, a criminal and a civil action, through some item which was clipped from The Mail and Empire, Toronto. Mr. Robinson wrote to the association and to individual publishers, pointing out that if Mr. Thompson succeeded against him he would probably proceed against the proprietors of other papers who innocently published the article he complains of, and suggested united action for mutual protection. Nothing had been done in the matter, however, by the Press Association. He had spoken to Mr. Willison and other members of the executive, but Mr. Willison absolutely refused to have anything to do with the matter, and reminded him that The Globe went into the Beeton case on a similar basis to that now proposed by Mr. Robinson, and every other paper in Ontario afterwards refused to bear their share of the expenses.

Mr. McNee: "I do not see very well what we can do. We clipped that Thompson item too, and I suppose we will be in the same box as the others, but I do not see that we can do anything at present."

Mr. P. Galbraith, Guelph Mercury: "Mr. Robinson informed us that he clipped that item from us, and we clipped it from The Mail. Mr. Wilkinson, of The Mail, informed us that he clipped it from a Boston paper and had forgotten to credit it. We fortunately escaped the Beeton case, but how we managed to do so I do not know. Personally, we are prepared to chip in for mutual protection in this case."

The matter was referred to the committee on resolutions.

The association adjourned for luncheon.

AFTERNOON SESSION.

Meeting called to order at 3 25 p.m.

Chairman Dingman: "Gentlemen of the Press Association,—We propose to make a slight change in the order of our programme for the afternoon, owing to an engagement that one of our contributors has, and we propose to call upon Mr. Ewan to give his address on "War Correspondence." (Applause.) "I am sure you will be delighted to meet him, every one of you having, no doubt, perused his very brilliant letters in The Globe. Mr. Ewan will kindly come forward." (Applause.)

WAR CORRESPONDENCE.

Mr. Ewan: "Mr. Chairman and gentlemen of the Press Association, I am sure that you do not expect me this afternoon to read you any formal address on the subject on the programme. I have written nothing. I should have done so, but, owing to one circumstance or another, I had not the chance or time to do it, so I will just in a very informal way give some little history of what occurred to some of the pressmen that had the assignment to go to witness the Spanish American War. I need not dwell much on the preliminary part of it. You all know just about what the war was about, or just as much as anyone else does." (Laughter.) "I need not, therefore, dwell on that. I may just say that the Government of the United States offered to carry to Cuba any newspapermen who desired to witness what was going on in that island. The transport Olivette was assigned to the press party. The arrangement was that the Government were to carry us there, and they carried us, but, as the steamship company charged about a dollar a meal, I think they were pretty well paid before we got to Cuba. The Yankee desire to make a good bargain came to the surface in good shape. We were landed at Daiquiri with all our impedimenta, including blankets, rubber sheets, and all the other things that were necessary, but, before we were there very long, I discovered that we might as well have left our tents, etc., behind, as no two men can carry a tent on foot over such a country as Cuba, or any other country for that matter. So that when we got to Daiquiri we found it was necessary to walk to Siboney, and from Siboney were compelled to walk to Santiago, our ultimate destination. I may say we got our tents carried to Siboney by transport. Having got our tents there, we put them up and made some inquiry as to how we could get them to the front, but, as you all know the American baggage organization of the army completely broke down. The army could not carry their own tents, could not supply ambulance wagons and could scarcely carry food to the troops at the front, and, therefore, those correspondents who went to the front had to abandon everything they could not carry, and allow themselves to be reduced to the very bare necessities of life. In connection with that I may tell you what the equipment of a correspondent was. In the first place, he was dressed in a linen suit, purchased at Tampa. Over his shoulder he carried his blanket and rubber sheet, called a poncho. Also over his shoulder he carried a knapsack in which whatever food he required, not omitting a lead pencil and pad of paper, and a water-bottle——"

A voice—"Water!" (Laughter.)

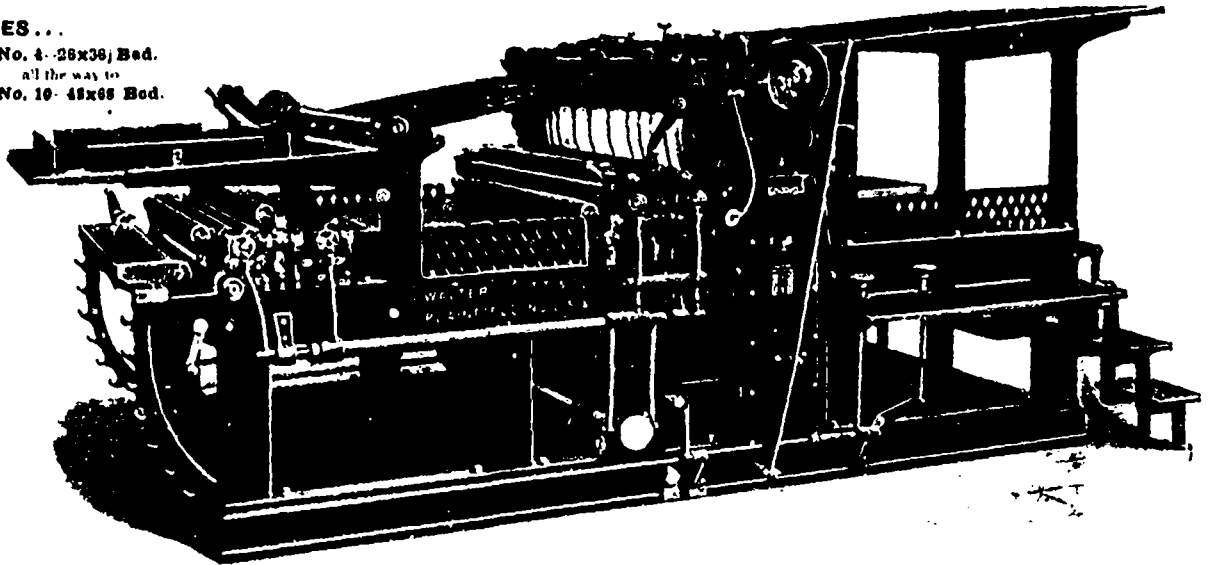
Mr. Ewan—"Was the indispensable equipment. I may say, in regard to what we had to drink, that water was fairly plentiful, though no man dare venture far away from a stream without having his water-bottle full, for nearly every 20 yards you take a swig at your water-bottle to replace the perspiration that literally pours from every part of your body. Some people say: 'What did the thermometer stand at?' I cannot say, as I never saw a thermometer on that island. It is just possible that the thermometer would not show a greater heat than it does here. Nevertheless I never saw men perspire as they do there. Whether it is the moisture that

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is in the atmosphere that causes the perspiration to pour out, I cannot say. But, to illustrate, I may say that I endeavored sometimes to carry things in both hands at once, and it was impossible, because the perspiration that poured into one's eyes continually was blinding, and every man that you saw in the country carried a handkerchief in his hand to wipe away the—"

A voice—"Sweat." (Laughter.)

Mr. Ewan—"Of the 37 or 40 correspondents that were on the Olivette I must say that some of them never saw the front at all. Some arrived not very well, and after they discovered what traveling around the island of Cuba was, some got immediately sick and did not stir from Siboney at all. I was about as well off as any of the other correspondents. The Globe was quite prepared to do its share of what was necessary to make its correspondent comfortable. But the only men who really had any of the comforts of life were those belonging to the very large newspapers of New York, The Journal, World and Herald men. The Journal made enormous efforts to give its correspondents advantages and make them as comfortable as possible. For example, when we got to Cuba it was found utterly impossible to get a horse for love or money. The very enterprising proprietor of that paper, who was there, immediately got one of his press yachts and despatched it to the island of Jamaica and brought back half a dozen horses. Well, no ordinary newspaper could go into enterprises of that sort. So that the correspondents of some of the greatest papers of America, The New York Tribune, The New York Times, The Sun, The Chicago Record, were just in the position that the correspondent of The Globe was in, viz., that we had no means of transporting our baggage to the front and therefore had to go in the manner spoken of. We went to the front, and from the time we left Siboney till we got back there again we just had to spread our blankets and rubber

sheets on the ground and sleep the best way we could, taking care to keep away from the roving mules who were fond of putting their heels in the ribs of any unwary correspondents that happened to be lying about." (Laughter). "I was awakened that way once myself, and thought that I had better climb a tree to get out of their way." (Renewed laughter). "When we arrived at the front, our next idea was to keep posted for the great event that was to come off, and you would think that would be easy to do. But we found it very difficult to do. We tried to keep up our correspondence as well as we could, but the provisional post office was back at Siboney, and when we wrote our matter we had to take it there. It was only eight miles away, but I would like some of you gentlemen to walk that eight miles. I did it once and back again the same day. The 16 miles seems a small thing, and I think I could do it at this moment very easily, but it was a very different thing in that climate. When it came to that walk, we just wished the whole thing would be over and let us lie down and rest. We would leave the front and go to Siboney with our letter and back. The plan was to go one day and return the next. There was no saying but that we might return any day and find the whole thing was over which we had come to witness. Some were caught in that way. I had the good fortune to be at the front on the day of the battle. But let me speak a word about some of my companions and how the work was done. The large papers simply had any number of correspondents. You could see six and seven Journal men together sometimes. They chose one man, for example, to be in the firing line with the troops who attacked El Caney, another man with the firing line which attacked Santiago, while the other two were posted on eminences to watch the whole battle as it unrolled itself below them. A paper like The Globe, or the others that had but one correspondent, was compelled to make a choice between the two places. Being in the

firing line was no snap for a delicately nurtured gentleman like me—(laughter)—and I doubt whether the firing line was the best place apart from other considerations, because the whole field being covered with what is known as manigua, composed of cactuses, mimosas, Spanish bayonet and all that species of tropical plants, a man in the firing line would be aware of what was going on in that line and nothing else. To anything else he would be oblivious. Considering the two things, the greater safety of the eminence and the better chances of seeing the fight, I made my choice of following the foreign military representatives who accompanied the army to the field. They chose the position where an American battery of four quick firing guns was placed. That battery opened up on the entrenchments of Santiago about half past six o'clock on the morning of July 1. We were all gathered around—foreign representatives and newspaper correspondents—watching the effect of the shots fired at that peaceful city that seemed to sleep in the valley below. However, all through that campaign, I may say, the whole trend of events seemed to my mind to show that the Spaniards, whether they were desirous of fighting or not, were incapable of fighting. That seemed to be the feeling that prevailed, because they allowed us, in the first place, to equip a great flotilla at Tampa, without disturbing us at all, although the flotilla was at the mercy of any daring gunboat that dared to sail into Tampa bay. A gunboat with three or four guns could have broken the whole thing into match wood in three or four hours. Telegrams all over the world were telling what was going on. Sagasta at Madrid must have known what was going on as well as we did. But they allowed us to proceed 900 miles past their doors, without disturbing our peaceful procession. When we came to Daiquiri we found that they had constructed rifle pits for one and a half miles along the shore—an enormous work—for in that country the soil is of the subsistence of brick; and yet they had rifle pits deep enough to cover a man up to the neck, but they had fled, and seemed disinclined to protect them at all. So, at Santiago, when Grimes' Battery on the hill had fired 21 shots, there was no reply, and we concluded there would be no reply, and that all we would have to do would be to march down with flags flying and capture the city. But, just as we were drawing this picture, there was an unusual boom in the air, and suddenly there was a thrilling sound, such as I had never heard before, and following that sound, there was something that burst in the vicinity of the war correspondents. That was the greatest scattering ever seen since Adam was a boy." (Laughter) "That shot killed some Cubans in a sugar-house, but it also caused a retreat more masterly than that of Sir John Moore before Corunna." (Renewed laughter.) "Our fellows were all armed with revolvers, kodaks—(laughter)—and water-bottles and field glasses, but, after that, there were many notices on trees for people to return a certain kodak, or field glass, that had been left on the field of battle. I have no doubt that, if any person here went there to day they would find it worth their while in kodaks and field glasses. I had no kodak, but I had my poncho, and, in the sudden movement to the rear—(laughter)—I forgot that valuable piece of property. When I got a distance away, reason resumed its sway. I said I might as well be killed by a shell as lose my blanket, because you cannot do without your blanket. You might say: What does a man want a blanket for in that hot climate? But you cannot do without your blanket, because about half-past three or four o'clock in the morning, any man who sleeps without a blanket over him will have to get up and walk about till the sun warms him. It is a succession of hot and dry, warm and cold that is very trying. I had some experience without a blanket, and I was indisposed to suffer any more on that account, so I proceeded in a very circumspect way, and, while I was going, the second shell from Mr. Spaniard burst. I had

been told that the best way was to lie down, and I lay down with religious scrupulosness—laughter—and just as I was going along in this way, the third shell burst and killed two of the gunners, who, I think, were the first two men killed in action. I seized my blanket and moved off with great celerity. The detachment we were with plunged down a precipice at this point, and there we had to remain, and each time Mr. Spanish Gunner came along with his shell we bowed to the earth with great solemnity and reverence." (Laughter.) "What I wanted to say, with regard to the two methods of seeing the battlefield, is this: On that escarpment, the whole fight was within our view, so far as the underbrush would allow any man to see it. But we certainly had a better view of the two battles than we would have had by being in the firing line. Some of our men, who were not the only representatives of their papers present, were able to do both—to have a man in the firing line and one on the heights. One of these men, Mr. Creelman, whom I got to know very well, and who has relatives in this city, got shot in the shoulder, and, from the vicious nature of the wound, I should say it was not from a Mauser rifle, evidently, but from a more murderous weapon. Another correspondent who got wounded in the battle was Mr. Marshall, also a reporter on The Journal. There was a Mr. Brandenburg, with whom I got very familiar on the Olivette, representing a syndicate of American papers, a fine young American, who left Daiquiri the day we landed, and went out with the forces and kept up with the very advance guard of the army until Santiago surrendered. I did not see him after we left Daiquiri, but we heard a great deal about him. The men from the front told us that this man Brandenburg had performed deeds that might well be described as deeds of valor, in the way of helping fellows who had fallen down in the pits wounded, and exposing himself, in many cases, to great danger. I just mention this, for, although it was well known around our camp, I think The Globe was the only paper in America which had the generosity to give that young man his due." (Applause.) "The fierce rivalry of the American papers would not even allow them to mention his name. Let us hope that that spirit, at least, will be kept out of the Canadian press." (Hear, hear.) "As I mentioned the fact that the Spaniards showed so little efficiency in meeting the Americans, I think it is only right to refer—although, perhaps, it has nothing to do with war correspondence—to the village of El Caney, which was one of the points on the battlefield which was well supplied with rifle trenches and had a stone blockhouse on one corner of the village and wooden blockhouses on the other two corners which faced the field of battle. There were six hundred Spanish soldiers at that village. The Americans made up their minds that they could not afford to leave that village behind. So, the plan of campaign was to attack that village in great strength, and then proceed and join the other half of the army and take Santiago. They thought they would do that in an hour and a half. They began the assault at six o'clock in the morning, and immediately thereupon our battery opened up, and they kept battering at that little village from six in the morning till four in the afternoon. The battery which conducted operations against that little village had nothing to fear from them, because they had no battery to reply, and could keep going as long as the guns were cool. And they did so, and it took six thousand men to capture that little village, with six hundred soldiers, from six till four, and I think that is a deed which should give the Spaniards credit for a really heroic defense of that very trifling hamlet—a deed worthy of being put on record, in so far as the Spanish character for bravery and devotion to duty is concerned. I don't know that I need take up your time any further with these few rambling remarks. I must apologize for not having prepared them more fully, but sickness in my family and business engagements prevented me from doing justice to the subject. But, before I close, I

would like to say a word about a colleague, or townswoman, who also started for the scene of battle. I refer to Mrs. Coleman, better known as 'Kit,' of 'The Mail' (Applause.) "As you all know by her letters, Mrs. Coleman went down with the intention of going to Cuba. She got as far as Tampa. She got her papers from the War Department, authorizing her to accompany the army to Cuba. She made every effort that a human being could to accompany the army. I wish I could tell you the energy, the determination, and persistency with which she attempted to carry out the instructions of her paper to go to Cuba. But Gen. Shafter had made up his mind that a woman could not accompany the army to Cuba, and would not let her go. But it says something for her indomitable courage that she got there after all."

A voice—"Hurrah for Ireland." (Laughter.)

Mr. Ewan—"The troops went away, the transports went away without Mrs. Coleman, but she stayed in Tampa and finally got a war vessel and got where I did not get—into the city of Santiago—for about July 10, your humble servant was on the broad of his back in the village of Siboney—but Mrs. Coleman not only got to Siboney, but to Santiago, and she saw a great many remarkable sights in the city after the capture of it, and she tells me that she sent five of her letters home which never reached their destination. I am not surprised at that. The post office arrangements, like those of many other departments of the American army, broke down, and about the only thing that did not break down was the courage of the men, the Anglo-Saxon courage which did not break down, in spite of all the mistakes of commissariat, medical, ambulance and other departments." (Loud applause.)

The Chairman: "I am sure you are all pleased to have heard Mr. Ewan on his very interesting and trying experience in Cuba. We propose to make another slight variation in our programme, in order to finish up this war business at once. We have had something about the war in Cuba and we are to have something about the war in journalism. Mr. Sanford Evans will now address us on 'Should the Rules of War Govern in Journalism?'" (Applause.)

SHOULD THE RULES OF WAR GOVERN IN JOURNALISM?

Mr. Evans: "Mr. Chairman and Gentlemen,—I took an hour or two off to try to reduce to writing a thought or two which I have had for some time. I do not know but what I should have done better, if, like my friend Mr. Ewan, I had come here without notes, and had tried to express my thoughts in a little more informal way. I found in looking over this after it was written off, that I had started in the air and had not reached the ground by the time I had reached the limit of my space. I do not know whether I will be able to convey my thoughts in the words I have prepared or not, but I trust you will look through the form of it and try to take the thought that I had when writing. It was somewhat amusing to see that these two war articles should come together. My own, of course, is used in a metaphorical sense."

"The parties to a war are drawn up in opposing camps. Their interests are mutually exclusive. They have nothing in common. Between them there is absolute antagonism. While we are told that, on one occasion during the Peninsular War, British and French soldiers bathed together in the same river, and while, perhaps more than once, the order has been given to cease firing, in order to spare the life of an enemy who was showing conspicuous courage in trying to rescue a wounded companion, yet these are rare exceptions, and do not affect the general truth that enemies are opposed in everything, and manifest their absolute antagonism on all occasions. Each strives to accomplish the object of war, which, so far, at least, as the fighters are concerned, is to

defeat and crush the enemy. The science of war is the study of how to defeat and crush the enemy, and the rules of war are the practical maxims or directions for putting the science into effect. The rules of war are the applied science of war.

"In journalism, there are many elements of conflict. There is the rivalry for public favor and patronage. This shows itself in many ways, from the printing or omitting to print certain news items to the firing of blank circulation cartridge from the heavy editorial guns. But this is insignificant, as compared with the opposition resulting from a division on questions of politics. A sound democratic government must be carried on by two great political parties. Such a condition has its rationale deep in human nature. And the majority of journals, just as the majority of individuals, must take sides either with the one or with the other. A party press is natural and inevitable. We have, then, not only ordinary competition, but also a general division into pros and cons on the political issues of the day. There is, thus, opposition and conflict. Does it follow that the rules of war should govern in journalism? My answer is an emphatic negative. The purpose of my paper is to protest, as earnestly as I am able, against that conception of journalistic opposition which identifies it with the absolute antagonism of war.

"The reason why journalistic opposition should never be allowed to develop into war a outrage is found in the fact that it is contrary to the interests of any nation to have a radical and complete split into two great sections, which split each section does its best to accentuate at all points. There exists in reality no such opposition of interests. The very fact of nationhood excludes the idea of fundamental divergence. All the citizens of any nation have, of necessity, a fundamental community of interest; and progress depends upon the enlargement and consolidation of this community. A journalist has no right to make conflict an end in itself, because he is in duty bound to make his country's interest his chief end, and his country's interest is not conflict, but community. Whatever be the private motives that lead to the publication of newspapers, nothing can absolve the journalist from the obligation to serve his country first. Being a national force, newspapers must have a public conscience. A private conscience or a party conscience is not enough. Responsibility is always commensurate with power and opportunity, and the press has national power and national opportunity. Upon it, even more than upon any other agency, rests the responsibility for national welfare and national progress. The public are informed and influenced by it, and the politicians could not long stand against it. My thought is, then, that the responsibility, which, in the nature of things, rests upon us, forbids us to make conflict, either personal or party, an end in itself, but, on the other hand, imposes the obligation to make the general interest of our country the paramount end.

"If there is to be progress, the whole people must take the same step. This is the great fact we must bear in mind. If one half of the people takes a step in one direction, while the other half takes a step in another, there is no real progress. If one-half takes a step forward, while the other stands stubbornly still, there is no real progress. The true high-water mark of a nation's life is not to be measured at the bursting fountains of its geniuses, or even at the upper reaches of the rivers of the favored, but is to be found at the broad level of the mass. If part of us dig channels to carry off the water as fast as it flows in, the level will never rise. We may vainly pride ourselves because the feeding streams accomplish nothing, but if so we seek a poor gratification at the expense of all time good.

"I, of course, recognize that there must be differences of opinion, some slow, if there is to be purity and health, but I am seeking to discover the principle that must limit these differences. It is natural that we should differ for a time on many points, but we

must not forget that common thoughts and common feelings are the only foundations on which differences can safely rest. Political consensus must underlie political partyism. The instability and the volcanic nature of politics in France and Italy are due to the fact that there is little political consensus in those countries. In England, the calm and regular course of politics is due to the fact that there is much political consensus. In England, the principles of the tariff, of taxation, the main principles of foreign policy are common principles, and these are being continually added to, as witness the ready acceptance by all of the principle of local Government for Ireland. It is true that some regard this as a final measure, while others regard it only as a first step. The local Government for Ireland is no longer a party question.

"These thoughts lead me to this conclusion, that we should endeavor to find points of agreement rather than points of difference. This is the practical ideal we should substitute for the ideal of conflict. Everything with which we can honestly agree it is our duty to publicly accept. In this way only can we add to that fund of community upon which our strength and safety depends. In this way only will all the people at the same time take the same step, which is progress.

"I am conscious that I have very imperfectly established this thesis, and have only imperfectly stated it, and that many considerations on both sides should receive attention I cannot now give them; but I am confident that a fuller treatment would only strengthen the position, and, indeed, I do not anticipate much serious disagreement.

"What stands more in the way than anything else of our accepting this as a standard of action is considerations of business or party policy. A newspaper is published for reasons which are probably never found unmixed or single, but which can be classified according to the element that predominates. A rough classification of reasons would be:

- "1. To make money.
- "2. To forward the interests of an individual or party.
- "3. To serve the best interests of society as a whole.

"If radical antagonism is the attitude adopted, it must be explained on the ground of our belief that it suits the public, and so sells the paper; that it forwards the interest of a party, or that it best serves those of the public as a whole. We have seen that this attitude is certainly not in the national interest. Is it in the interest of a party, and is there such a large number in favor of it that it is commercially a good policy? I do not believe it is, in the long run, in the interest of any party to oppose everything another party does; and I believe that in time the public would support the paper that took a higher stand very much better than the other. Did Lord Rosebery weaken himself or his party by his unqualified support of Lord Salisbury on the Fashoda question? And I believe that any man and any paper will be equally strengthened by a similar course. But you may say that was in England and not in Canada. Human nature is the same everywhere. And even if it is not good policy for the moment in Canada, because of the state of public opinion, we are still not absolved from the obligation to follow the higher course, because we can alter public opinion, and, in any event, it is our duty to live up to our national responsibility.

"Absolute antagonism of attitude is weak: 1. If honest, it shows such a divergence in thought, purpose and ideas that it reveals a great public danger. If the amount of antagonism often shown is honest, then it is time for public men and journalists to get together to find points of agreement, if they would save the State. 2. If there is no such real divergence, then the antagonism is not honest, and will not convince. 3. It is weak, because opposition to everything largely fails of its object, since it confuses the public mind, which can only grasp one or two points at a time. By expressing agreement with anything we can honestly accept we

tend to remove that point from party politics altogether. We practically say: 'We would have done the same thing, and it is, therefore, no particular credit to you.' What is then left about which we honestly differ can be readily seized by the public and can be made to tell against our opponents. We need not fear that agreeing on some point to-day will deprive us of a subject of difference to-morrow. If we agree upon everything to-day, we will have plenty to differ about to-morrow, only we shall be a great step in advance.

"I have no desire to inquire how far journalism in Canada is working toward the false ideal of natural interest and commercial policy to which I have tried to draw your attention. As a young Canadian I am not satisfied that our public men and our press are doing their full duty to the country. If an undesirable condition exists to-day its remedy will be found after thought upon the true principles of natural life and citizen's duty. I put in a plea for a careful reconsideration of this matter by us all. We have glorious possibilities as a people, but the extent to which these are realized will depend more than anything else upon our attitude toward each other and toward our country's work."

Vice-President Dingman: "After a paper of this class, a short discussion might reasonably be in order. We have some gentlemen here that might entertain us with some elaboration of the ideas brought out by Mr. Evans. I am sure you will be pleased to know that Principal Grant is in the room." (Applause.) "Possibly he might contribute something."

Principal Grant: "I understood that I was to speak to-night, and thought that absolved me from being called upon this afternoon, or I think I should not have put in an appearance." (Laughter.) "It is exceedingly pleasant to listen to a paper and feel that you haven't to say anything at the close." (Laughter.) "As to the subject, well, there is no doubt that theoretically Mr. Sanford Evans is all right. The practical application of it might be somewhat difficult, and sometimes theories are made for Heaven and not for earth; for Great Britain or some far away country and not for the country in which we happen to live. I doubt if there is a single man in this room who would dispute the principles, and I doubt if there are many who would agree to carry them out." (Laughter.) "I think Mr. Evans has been more a preacher to-day than a journalist, because ministers are not expected to talk on practical subjects." (Laughter.) "Their duty is only to prepare people for being good in a distant hereafter—or to get there." (Laughter.) "But, I am afraid the reader of this paper would not feel congratulated at being likened to a minister. He would rather remain as a journalist, and I believe thoroughly, that, like most ministers, he meant every word he said. The great difficulty, however, sir, is to harmonize these contraries that he put before us. Though the whole truth on a subject is always the union of two contraries which are not contradictories, it is very, very difficult to get into that higher region, where you stand, and are able to stand, and combine the two. I could supplement a great deal of what was said in the paper along the same line, but then, you see, I have never had to run a paper, and I might not be able to carry out my theories if I had a paper. I, therefore, feel that I am not really competent to speak on this subject, because I do not know the actual difficulties and temptations in the way. I must confess I have seen very little in Canada of the ideal conditions pictured in the paper. I have seen very little of it, and it is because I feel from the bottom of my heart that what he says is right that I hesitate to impress it any further. I feel that there must be immense difficulty in the work of harmonizing, or we would see more of it. And why do not we see more of it? I think the reason is just this, the same which exists in the United States, and why we see more of it in Great Britain than in any other country under the sun. There

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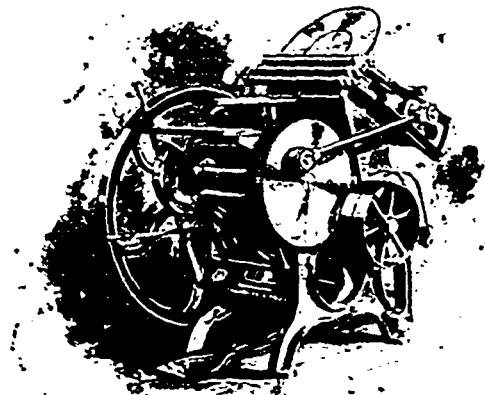
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is with us a certain crudity because of our youth. The amazement to me is that there should be so little of it. When I go to the United States and read the papers there, I find the same thing. Being an older and larger country, you would expect to find less of that antagonism than in a newer and poorer country, like Canada. And in France there is still less. The amazement is that there should be so little. As far as Germany is concerned, the reptile press, as Bismarck calls it, is well known there, and, consequently, while we have not seen much of that ideal which Mr. Evans tells us about, we have seen enough to make us resolve for better things, and the practical question is: How shall we get into that better condition? I see no other way than this way—of our getting filled with a larger life, and that is why I have always been what is called an Imperialist; that is, I have never been able to separate my Canadian citizenship from my British citizenship." (Applause.) "I have never been able to separate the two, even in thought. In fact, to me, the existence of Canada was absolutely bound up with our larger citizenship and larger life, and, therefore, not being able to separate the two, and feeling that they were one, you can understand how I, now getting into the sere and yellow leaf, rejoice at finding that Canadians are one on this fundamental question." (Applause.) "It is a very great question as a man gets home—having dropped, as he moves along the road, some of the fine locks he used to wear, and some of the teeth that used to do such good execution at the table, and having dropped, perhaps, some other good things—to find that he has not dropped or been forced to give up the thoughts and dreams and enthusiasm of youth. And that is my great satisfaction now, and I feel that the more we can rise on to that common platform and consider what are those questions in which the country, as a whole, is interested, and agree that those shall be done, in order that the country shall go ahead, the more we shall attain to that elevated ideal which the writer has brought before us." (Applause.)

The Chairman: "We need to have ourselves directed to the ideals in life more than we do. There is too much in our surroundings that takes us away, and talks like this are highly profitable. I would like to read to you a telegram that we received a short time ago which fits in very nicely, after the Imperialistic reference of Principal Grant. This is a reminder of the development and the breadth of Canada. The telegram is from Vancouver: 'To the president and members of The Canadian Press Association my best wishes for a successful meeting. Sorry I am unable to be with you. British Columbia would hear with glad ears the news that the association had decided to make its annual jaunt to the golden wonderful west.—W. C. Nichol.'

"We propose now to ask Lieut.-Col. MacLean, one of our past presidents, to read a paper to you on 'How Newspapers May Increase Their Revenue.'" (Applause.)

HOW NEWSPAPERS CAN INCREASE THEIR REVENUE.

Lieut.-Col. MacLean: "I do not know, Mr. President and gentlemen, whether that is exactly the correct title. I will change it slightly, by using the title 'Newspapers and the Development of Canadian Resources,' because, if our resources are developed, newspapers will increase their revenue.

"Newspapers are prosperous only when the communities in which they are published are prosperous. Communities prosper when money is being made and spent freely. Money is made steadily by the fullest development of the industries and resources of the locality. The fullest development is brought about by public sentiment and interest. Sentiment and interest can best be created by the newspapers.

"My aim in making this the subject of my address again this year is to direct attention to further general ideas by which Can-

adian resources may be developed and money made and spent freely in this country.

"So far, the attention directed to this subject has produced very satisfactory results. Last year, brief reference was made to tourist travel and summer resort business. Then there was but one association in the Dominion. Now there are about 20, and more are being organized. In all of them interest was awakened by the local newspapers, and in all a leading part is being taken by journalists.

"I might say in passing that this is another evidence of the influence of the press—an influence many of us fail to realize, because we have not patience. We seldom see a direct return from some of our strongest appeals. We forget our own advice to advertisers—and it is sound advice—that it is only by continually talking on a subject that we can get results.

"I am very glad the association adopted the suggestion to invite Prof. Robertson and Mr. Southworth to honor us with practical addresses on the departments which they are doing so much to create an interest in and to develop. It was in considering the dairying question that I saw how great a work newspapers can do in the development of the country. Andrew Pattullo, M.P.P. for Oxford, and one of my predecessors in the presidency of this association, told me some years ago that his paper had then attained the maximum position it could hope to reach, and he asked me if I could see any way in which he could extend. Dairying is one of the important industries of his county. I suggested that he should make his excellent paper, *The Sentinel-Review*, an authority on dairying. I have not been following it lately, but I know that for some years his weekly reviews were telegraphed all over Canada, and were copied in the American and British press, while Mr. Pattullo personally did much to put dairying in its present strong position and was himself elected president of the Dairymen's Association.

"What Mr. Pattullo has done for dairying many of us can do for the industries of our own locality.

"Our forests, directly and indirectly, are by far our greatest source of wealth, and can be made still more valuable. I hope Mr. Southworth's paper will awaken an interest in the importance of the protection and development of our forests, fish and game. The organization of a Dominion Forestry, Fish and Game Commission, with legal power to deal with this whole question on a broad basis, would be of incalculable value to Canada. The best industries to develop are those which pay the greatest profit on the capital expended, which consume our natural products, and which leave the greatest amount of money in the country. The industry, most profitable above all others, is tourist travel and summer resort business.

"Every visitor to our country is a cash customer. He comes with plenty of money in his pocket. It is characteristic of the tourist that he economizes at home that he may spend freely when traveling, in good comfortable living and small purchases. He consumes our food—a more profitable disposition of it than to send it to Europe.

"How many visitors we can get depends largely upon ourselves.

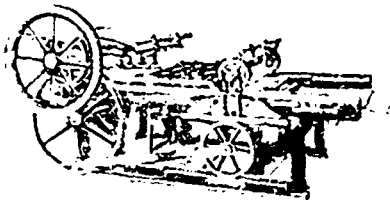
"Each of us should study his locality, learn what advantages it offers to visitors, how these can be developed, how they can be best advertised among the right people.

"Notwithstanding the immense area in Ontario and Quebec, especially, which is now cultivated, and of uncultivated arable land, there are to be found, in the vast region comprised within the borders of these Provinces, great districts, thousands of square miles in extent, of land which is not arable and which is valuable for its timber and the minerals it is believed to contain. Of course, every

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acre does not contain mineral, and when the timber is cut off we need a substitute—that substitute is found in the fact that northern Quebec and northern Ontario are intersected with innumerable streams and lakes. These waterways form the natural means of Summer travel, without which it would be impossible to traverse these immense districts; and all of them, as far as can be learned, are well stocked with fish; and the forests, second growth or first, are the best game districts in North America, in which moose, caribou, deer, bear, etc., roam in practically undisturbed numbers. These facts should be recognized by everyone, and the newspapers, proceeding on the basis that game is an asset, endeavor to create a public sentiment that shall be behind the Provincial Government in the enforcement of wise game laws. The amount of money that is disbursed by sportsmen of other countries coming to Canada, and also by sportsmen from the large Canadian cities going into the country, is very great. For example: The lowest sum for which a sportsman from the United States can shoot a moose in Canada is \$125, the greater part of which is spent in this country. It is an excellent thing to distribute money in the country. The movement from the cities to the country every Summer and Autumn is increasing annually, as people are realizing more every year that what the country affords is a necessary thing in life, and there is a large and ever-increasing class, which, once a year, for even as small a time as 10 days or 2 weeks, wishes to get away from railroads, telephones, telegraphs and the whirl and grind of the city and go into the wilderness as far as they can conveniently. In Canada is to be found, at present, all the uninhabited country that anyone needs. Ideal spots of this description without number can be found. There are canoe trips to be made almost without end. A man can start, as was pointed out to me the other day, at the head of Lake Temiscaming and travel 600 miles by canoe without

retracing his steps or leaving the Province of Quebec, or doing other than proceed on the most direct route, and come out at Three Rivers. As an illustration of the tremendous sporting interests may be cited the county of Pontiac, in Quebec Province, practically 23,000 square miles in area, as large as the combined States of Massachusetts, New Hampshire, Rhode Island and Connecticut.

"Canada is the natural playground of America. We should advertise it as such. It is not unreasonable to figure that we could bring a million Americans into the Dominion annually. This does not seem large, when we know that nearly 100,000 have been at the Toronto Exhibition in one day. The State of Maine alone draws nearly half a million a year from tourist travel. These people would spend at least \$75 each.

"But we should also aim to draw travel from Europe. An Englishman recently compiled the amount expended in Great Britain on sports, and he figured that \$233,066,250 are permanently invested and \$233,887,725 spent annually by sportsmen.

"Of this amount, \$28,000,000 are invested and \$15,160,000 are spent annually in yachting. Americans, I am told, spend very much more. Cruises are taken every Summer, chiefly about Norway, Sweden, and other parts of Northern Europe. There is no greater cruise in the world than from the mouth of the St. Lawrence to the head of Lake Superior—miles of lake and river. We are doing nothing to let the world know of it.

"There are great indirect advantages, generally overlooked, in getting people to visit Canada. Some of those who come to see us stay permanently with us, or invest their money here. Look over the share lists of the financial and industrial institutions in Montreal and Toronto, and see the number of outsiders whose names appear thereon. A considerable amount of real estate is owned in Canada by British investors. Much of this money belongs to people

who visited Canada. Sir William Van Horne put this very forcibly in an interview in Quebec the other day, when he said :

"In one way and another, these tourists would spend, on an average, \$100 each. That meant the astonishing sum of \$5,000,000 laid out in the community. Nor was this all. Some of the finest buildings erected in the city of Vancouver were put up by tourists, who, happening to visit the place, saw its coming importance, and decided to invest there. What he said of Vancouver was true also of Winnipeg. One of the big ranches along the line of the Canadian Pacific railway was owned by a former resident of Yokohama, who first visited the country as a tourist. Almost opposite to him, on the other side of the line, was another ranch, the proprietor of which was a South Australian, who was struck by the attractions of the place while passing through it on a pleasure tour. The Secretary of State for War at Washington, Mr. Alger, visited the St. Maurice country as a tourist some years ago, and that visit resulted in the erection of the great pulp and paper mills at Grand Mere, in which over three millions of dollars are invested. It is the largest institution of its kind in the Dominion. A still bigger one is about to be established at Grand Falls, N.B., as the result of the hunting trips in that Province of Senator Proctor, of Vermont. Mr. Proctor noted the immense water-power of the falls and the enormous quantity of pulp wood in the vicinity. He took in at a moment the advantages of the place, and told a number of his friends about it, with the result that a company has been formed to erect mills and manufacture there on an enormous scale. There is no limit to the possibilities that may follow a larger influx of tourists into Canada. The country is full of natural advantages that have never been made use of. American tourists come here for recreation and rest, but they are never so tired or so intent upon rest and recreation that they fail to use their eyes and to take in opportunities for profitable investment and industrial operations.

"To show you briefly how the associations are working, I will quote from a letter I received a few days ago, from W. S. Fisher, St. John, N. B., who read a paper at our meeting last year. Mr. Fisher is a successful hardware merchant, who cannot get any direct results from visitors, but he sees the great indirect advantage that will result from tourist travel :

"Our mode of work consisted chiefly in preparing and distributing attractive booklets setting forth the charms and advantages of our section, and giving such information as we felt would be useful to the tourist or traveler. These were distributed through the agencies of the different transportation companies everywhere, but more particularly throughout New England, from which point we expect to secure our largest travel.

"We have also had a number of illustrated articles published in different periodicals, we supplying the matter and illustrations. Not having much money at our disposal, we could only put these articles in such periodicals as were willing to publish them without further expense to us. By the proprietors of these different periodicals they were looked upon as being sufficiently attractive to warrant their insertion without charge.

"We also distributed through the hotels cards showing the different points of interest the tourist should visit in and about the city.

"Next season we shall probably follow in much the same lines, improving wherever we see a chance to do so, and working in such new ideas as may develop.

"In reference to the results, we have had testimonials from our leading railway and steamboat men and hotel proprietors who assure us that the work already accomplished has had an undoubtedly beneficial effect in promoting the influx of summer tourists and sportsmen. A year or two in this sort of thing, of course, does not count very much. We did not expect any great returns for the first year or two, but from this out we shall expect to find the results much more marked, and shall be disappointed if this is not the case.

"Our association is under the auspices of the St. John Board of Trade, and is supported by contributions from the transportation companies, hotels and merchants. In soliciting subscriptions from the latter class, we have endeavored to call mainly upon those whose business will have a direct bearing on travel or in securing some of the benefits from expenditure in that line although for that matter it is rather difficult to tell just where it begins and where it ends. Any considerable amount of money brought into the country by this means is so widely distributed throughout all classes that the effects are extremely widespread, and there is hardly any-

one in business in the community interested that does not receive some benefit directly or indirectly.

"Large associations have been established in St. John, Halifax, Quebec, Montreal, Ottawa, and other places. I understand there are also Provincial organizations in New Brunswick and Nova Scotia.

"Toronto has done nothing so far.

"It is important to have only strong or successful men at the head of these associations. The general public will not support organizations under auspices of small men. Montreal elected Mr. Geo. Hague, general-manager of the Merchants Bank, as president of their association.

"I think I have said enough, for this year at any rate, on this subject.

"As I said, we can draw travel with but little expenditure of capital. It requires only good hotels, made comfortable in every way.

"Other kinds of local development require money, and here is where I think we have often been short sighted.

"Investors are sensitive to the slightest breath of dispraise. We, of the press, often thoughtlessly frighten them into keeping their money in the bank vaults at 3 per cent., instead of using it to build up big industries, employing many men and paying handsome dividends. I am sorry to say that we too frequently condemn enterprise on the suggestion of some local demagogue—blackmailers I have known them to be—who has never done anything for the community or anything to show that he had an ordinary ability. As a rule, a very successful enterprise, especially if carried on by a corporation, is looked upon with jealousy and almost with resentment. If we would give a little thought to these things we would see that it is the successful and not the unsuccessful enterprises which bring prosperity to any community—that an enterprise which pays large dividends is, as a general rule, of vastly greater advantage to the community than one which pays meagre dividends or no dividends at all. Aside from other considerations, the attracting power of a successful enterprise is of vastly greater importance than most people imagine. If all of our commercial enterprises were returning 10 per cent. or more on their capital, we would have the most prosperous community that ever was in the world. If the Bank of Montreal should pay dividends of 25 per cent., who should object? It would come from prosperous conditions and good management, both of which should be causes of congratulation on the part of every member of the community. And if so with the Bank of Montreal, why not with everything else? Why not even with the railways? Profits breed profits as certainly as failures breed failures.

"What we need most in Canada is population. We have land and we have openings for labor and capital. In Europe and the United States are people looking for both. It is worth while for us to seriously consider whether the policy we have pursued in the past of making this known is the wise one, and if not, should we not agitate for a change? Most of those we employ in this service are men who have failed in everything they have undertaken, and when a man fails in one thing, it is generally a pretty fair indication that he cannot succeed in anything else. Volunteer emigration societies would probably do more than an army of Government officials.

"Has it ever occurred to you that our cities and towns might be made the recruiting ground for emigrants to open our new districts, and our churches the medium for the work? We spend thousands on heathens, or in efforts to make Protestants of the French-Canadians in Quebec—the most industrious and law-abiding of our population. Would we not be doing more good if we devoted these monies to taking the poor and sickly families from our large

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cities and placing them on new farms in our northern lands, to develop the country and grow up strong, healthy, prosperous people?

"The importance of the proper representation of Canada in the United Kingdom is the last subject to which I wish to draw attention at this time. It is receiving some consideration by the press, but much remains to be done. We have an office in London, at the head of which is a Canadian of whom we have every reason to be proud. No man has done more for the Dominion than has our High Commissioner, Lord Strathcona. But his time and that of the secretary, Mr. Colmer, is fully occupied. We need a strong man to look after the opportunities for developing our exports that come up from time to time. No one in the office has a thorough knowledge of Canada and her resources. It is a fact that in our office in London, with a considerable staff, there is but one native born Canadian, and he left Canada when but three years old." (Laughter.)

A voice: "It is time for a change."

Lieut.-Col. MacLean. "I believe that all future appointments to that office should be native born Canadians who are familiar with the country. Complaints are made that people constantly go into this office and can get no satisfactory information. There was one complaint which came to my notice, in which, fortunately, I was able to do something. I went into the Exchange in Manchester in the latter part of 1897. It was market day, and I got into conversation with one of the manufacturers who was making a new kind of jam composed of figs and apples. He said he got the idea because they were short of raspberries. I asked him if he ever got any raspberries from Canada, and he said he could not get these things in Canada. He said he went to the Canadian offices in London and found that England was shipping jams to Canada, and that there was no chance to get these goods from Canada. He said he got them from New Zealand—all that way—packed in barrels with enough sugar to carry them. When I got back I wrote something about it with the result that one firm, I think, in Western Ontario, shipped some, but a New Brunswick packer, this year, packed a considerable quantity for shipment to these English manufacturers, and a few months ago the Imperial Institute, which was stirred up about it, sent word to Canada that this was one of the most promising industries that we had over there. London journalists tell me they have the greatest difficulty in getting satisfactory information. In consequence, Canadian affairs are generally sidetracked excepting when a new tariff or something of that sort comes out, when temporary attention is directed to the Dominion. Other colonies and foreign lands get much more frequent notice in the press. They tell me that Mr. Reeves, who represents New Zealand over there, nearly sleeps in the newspaper offices in London, and frequently telegraphs all over the country. He visits all the agricultural shows, and the editor of *The London News* said that when he went into a show in London he found not a word about Canada, but literature about New Zealand that made his mouth water. I am directing your attention to this matter in the hope that you may be able to bring influence to bear upon the Government to induce them to devote special attention to the interests of Canada. I hope that these remarks will suggest to you in a general way the great work that we, as journalists, can do for the development of the Dominion. When working for the development of the Dominion we are doing that which will most certainly increase our own revenues on a sound and substantial basis." (Loud applause.)

Mr. Young: "I think Prof. Robertson nearly slept in the newspaper offices when in London." (Hear, hear.)

Vice-President Dingman: "I think this paper of Lieut.-Col. MacLean's should be carefully followed up as opportunity

occurs. We propose to have now two subjects of special interest, I may say, to practical printers. The first one is an open conference on the subject of 'Tenders for Municipal Printing,' to be led off by Mr. McGillicuddy, of Goderich. This is to be followed by another open conference on 'The Use and Abuse of Plate Matter,' to be led off by Mr. Jackson, of Newmarket. I may mention that the remaining paper for this afternoon, 'Press Work on Country Weeklies,' by Mr. Moore, we propose to defer till to-morrow, when we hope Mr. Moore will be present. The conference on 'Tenders for Municipal Printing' is now open."

TENDERS FOR MUNICIPAL PRINTING.

Mr. D. McGillicuddy: "Mr. Chairman and gentlemen,—It seems to me that this session of the Press Association will pass into history as the great war session held in the year of our Lord 1899." (Laughter.) "The first paper to-day—or rather, it was not a paper, but was a very good talk by Mr. Ewan, was on practical war, done in a manner that was not practical." (Applause.) "The second was another war theme, 'Should the Rules of War Govern in Journalism?' by Mr. Evans, a very able paper—almost exclusively a theory. The next was another war paper, by our friend Col. MacLean, and I was glad to see that it was a military man that had the thing in hand, and it was to tell us how we were to make a raid on our fellow beings across the line and inveigle them out of \$75,000,000." (Laughter.) "These were all about big things. What I intend to speak about is the little things that make up the big things every day. It is where we get our dimes and the little things that make up the dollars. The subject is 'Tendering for Municipal Printing.' I don't tender for municipal printing. It is a mighty poor thing when a man has to tender for municipal printing. When it comes to that, a man had better sit in his office and play checkers with the devil." (Laughter.) "I have not tendered for ten years, and if I am preserved for another ten years, I don't intend to tender for municipal printing, as municipal printing is done. Up in our country there are some fellows that do tender, and I am quite willing to let them tender, because it is like a pig swimming a river—the action of the pig is cutting its own throat—and I am going to let other fellows do the swimming in the pig's way." (Laughter.) "I will give you an illustration. There was a neighbor of mine who took the printing for the municipality of Hay for \$24. Head, tail, backbone and belly, he was to get through the whole job for \$24 for the year." (Laughter.) "He got stuck on the thing and he wrote me a letter, and you would almost imagine it was an invocation to Providence to help him out. He offered me \$18 to print his voters' lists. I was doing ordinarily good business at usual rates at the time, but I thought, what kind of a man is this that is willing to give me \$18 for the voters' lists and is willing to do all the other municipal printing for \$6. The amount of fat on that man's ribs at the end of the year would not be much for \$6." (Laughter.) "I did not do the work. And then he offered me \$20, and I told him I did not want to starve him out and leave him only \$4. And another thing was, I wanted cash and he wanted it on time." (Laughter.) "I thought that under the circumstances my chance of getting \$20 out of the \$24 for the printing for the township of Hay was small potatoes, and I did not go in for it. It is the same way with county work. I was a county printer once. I had the printing for Huron County. It was in my salad days —."

A voice: "A long time ago." (Laughter.)

Mr. McGillicuddy: "And I tendered for it; and to get that printing it was absolutely necessary that I had to print eight pages, 400 copies, for \$1.75. I thought there was no grease on that." (Laughter.) "I found it out before the year was over, too. And it was the same way when we charged 4c. a line and 3c. for each subsequent line for local advertisements. But to get that contract we had to tender for the list of lands for sale for taxes. You all

know what I am talking about. One-eighth of a cent for the first insertion and nothing for the twelve subsequent insertions." (Laughter.) "I did it. That is what cured me of that kind of business."

A voice: "There is war in that."

Mr. McGillicuddy: "It was guerilla warfare, the worst kind you ever saw. That is a specimen from my corner of the vineyard. You are laughing, but I question if nearly everyone here has not been bitten himself, or known some of his neighbors to be bitten." (Laughter.) "It is all right to say 'What a green fool McGillicuddy was.' I am not so green now. I am grey. As my years increase I think my intelligence increases, and, so far as I am concerned, I think that if we would let this tendering business alone the municipalities would soon fry in their own fat."

"I merely want to start the ball rolling, and I have told you a few cold facts that you have had in your experience, or, if you have missed them, you have missed a very valuable experience. One of the mistakes I want to remember is how I got salted when I touched that municipal printing. I do not intend to tender for anything that will not give me a profit, and any man who does is not more than 100 miles from a fool. These are my remarks, and if any man takes exception to them, he can do so." (Laughter and applause.)

Mr. McGuire, Tilsonburg: "I come from that part of the old county of Oxford where they get good prices for cheese, but that is about all. Last year was the first time I ever put in a tender for county printing, but, first of all, I got all the newspapermen to sign an agreement not to tender, and I was to give them a certain portion of the printing, or of the profits." (Hear, hear.) "But there was one man who did not stick to the agreement."

A voice: "There always is."

Mr. McGuire: "When they opened the tenders, they would not accept mine. There was one man in the county—a school teacher—who was persuaded he would sign the agreement as well as the others, but he tendered for about half my figures, and he got the work. I do not intend to take any work of that kind."

Mr. C. W. Young, Cornwall: "I have not put in a tender for a number of years, and do not intend to do it. I have got \$165 for printing county pamphlets. There is now twice as much to be done, and the tenders run about \$100. Well, I have not had it for a good many years. Those who like to do it generally are small offices that do not know much about it, and they do not usually do it more than once that way. There might possibly be a gentleman within 100 miles of here who got bit the same way. I think the best way to get over this difficulty is not to tender at all. After a while, I think, the newspaper offices will come to their senses."

Mr. C. W. Rutledge: "I think the majority of councillors would prefer to give a decent price."

Voices: "Perhaps," "Sometimes."

Mr. Rutledge: "There may be exceptions. But, if they have a good substantial offer for the printing at ridiculously low prices, they cannot possibly refuse to accept it. I have had applications for tenders, and I put them in at a good respectable price, and some of the others say they are glad to see I am doing it that way. I do not want any printing if it is not at a reasonable price, and I want my neighbors to do likewise. However, it takes a long time to teach the people."

Mr. McKay: "I know in Essex county, a few years ago, we had no difficulty. It rests with the newspaper people themselves. If no meeting is called and they do not know each other, the contract goes to the chief man. In Essex county we had a meeting called, and for three or four years everything worked beautifully. No man went into another's preserve. If a meeting is not called,

every man concludes his neighbor is a thief or a knave. I think, if concerted action was taken, it would be well."

Mr. J. A. Lambert, Mount Forest: "This matter is righting itself. Some of the publishers have got together, and have decided not to tender. We did not have to come here to learn that we had gone on this way long enough. I think if the people would do this in other localities, it would be better handled than from the association. I think we should get together from localities and ask the counties to do the fair thing, and not continue this cut-throat business. It certainly is a cut-throat business. Like the first speaker, I think we have to pass through the stage of experience, but as we get older, we get wiser."

Mr. Standing: "What we do in Elgin county is this: We have an association formed among printers, and, for the past few years, there has been no tendering whatever. It has been arranged so that the county printing has been divided into portions, and goes around in turn, and what goes to one man one year goes to another man the next. All get treated alike. The agreement has not been broken through, and there has been no trouble whatever. In regard to our municipal printing, we have an arrangement that what one man gets one year the other gets the next, so that we have a fair price and get fair divisions of the work. In regard to the townships about us: Aylmer is in the township of Malahide; one year one paper gets the printing, and the next year another does. When one paper has Malahide, another has Bayham."

Mr. Thompson, Thorold: "I have tendered for the county of Welland printing for 14 years, and I intend to keep right on tendering. We cannot blame our municipal councils for calling for tenders. If they had a bridge or other public work to build, and did not call for tenders, the newspapers would be the first to call them to time about it. But, as with all tenders, the man who offers to do work for nothing is anything that Mr. McGillicuddy likes to call him. I found that the County of Welland was doing the work for from 20 to 30c. a page for the printing of the minutes. I went up to the county town and had a little talk over the matter with the two county town papers, and asked them if it would not be a sensible thing to get out of that rut. We came to a sort of informal arrangement, by which we tendered for better figures, and, for the last three or four years, the county made its figure about 65c. a page, which is about a fair figure. But, in the third year, a dark horse from Niagara Falls put in a tender at about 33c., and that was the breaking-up of the arrangement. I made another effort to keep the matter on a fair basis, and, from that time to this, I have tendered about 30c. a page, in order that the other papers shall not make too much money. I can do it at a less figure than they can, for my expenses are less. I also had an interesting experience in the village of Merriton, where I put in a tender for some work at about \$48. I could do it for that and make something out of it. I was very much surprised to find that the two St. Catharines papers had tendered for about \$27. Each of these papers was determined the other should not have it. They did not care if I had it, and, in cutting each other's throats, I had no chance. If these people will work for nothing, you cannot help it."

Mr. Fawcett, Toronto Junction: "This municipal printing is in a worse condition in the County of York than probably in any other place in the country."

A Voice: "Glad to hear it. I thought I was in the worst locality."

Mr. Fawcett: "In the County of York the chief difficulty is this: The members of the press throughout the county, that is, outside of the city, would, I think, arrange it so that we would have reasonable prices. So far as my contemporary and myself, in the town in which our offices are located, are concerned, we have no

trouble at all. We have a little Association of our own. But when you go into county matters, the trouble is this. You make arrangements to do the work at a reasonable figure, and the councillors go to some little bedroom printing office in this city and get their printing done at some cut-throat price. That is the great difficulty, and for the last year or two I have gone out of the tender business, so far as the County of York is concerned, because the prices are cut down below my reach. I never did work that I did not make something on. I never will. I think, personally, that about the greatest fools you can find are the newspapermen." (Hear, hear, and laughter.) Certainly, the worst business men on earth, as a class, are to be found among the newspapermen." (Hear, hear.)

A voice: "That is true."

Mr. Fawcett: "They seem to think as long as they have a political disagreement, that they should fly at each other's throats in business matters. That is a great mistake. They should not bring these things into business life. Let us be business men as well as newspapermen. There is no reason why every newspaperman should not make a good living. The business is all right, notwithstanding the stereotyped jokes you see in the papers about the way newspapermen have to go around the country taking subscriptions in wood and turnips." (Laughter.)

Vice-President Dingman: "Mr. Pirie is the only one who does that sort of thing."

Mr. Fawcett: "They might make a great deal more money if they went into it in the right way. I think this Press Association has been derelict in its duty. There has not been any good practical work done since I have been identified with it. I have been a member of this association for eight or ten years, and have sat silent, except for a paper I read a couple of years ago. But this association is not a practical association. We seem to be living up in the clouds, and discussing something with which this association has no real interest whatever. You must come down to practical questions, and here is a practical question. Let us deal with this municipal printing question in a practical manner. There is too much theory and not enough practice in our annual convention. But I have detained you too long."

Mr. McGillicuddy: "You don't go far enough. You jump off before the stopping-place is reached."

Mr. Fawcett: "I think there should be a distinct understanding among the members of this association about printing as well as advertising. Advertising is different, and the advertising rates must be in proportion to the circulation. But, in the matter of printing, we ought to have some distinct understanding as business men. We have been discussing questions that are of no vital interest to the association whatever."

Mr. Patullo: "I do not rise to discuss the last subject, but just to refer to a single remark made by Mr. Fawcett. While I do not altogether agree with him, I must express regret that we have not heard him oftener. But I absolutely disagree with what he said about this association having been up in the clouds and not practical. But I think they have been doing very much better and higher work than in the direction of which he speaks. Now, I must confess that I question whether we will ever do much in the direction in which he speaks, and whether it is possible or desirable for us to do it. According to his own remarks, supposing the members of this association agreed regarding municipal printing in any area in this Province or elsewhere. What about the other fellows who are not in it? If they form an association other fellows simply come into the city. After all is it not an arrangement regarding municipal printing? When some of the manufacturers in this country agree as to prices, some papers are unkind enough to say they have

formed a combination and that the trust is taking money out of the pockets of the people. It looks as if the newspapers were doing something of the kind. I quite agree that this is being a cut-throat business, but what are you going to do about it? If a printer does municipal work for less than cost for a time, he will stop it after a while, and I do not think if we were to discuss this subject from now to doomsday, we would get any farther on than we are to day."

Mr. Ireland, Parry Sound: "We have had some little experience in the matter of municipal printing in the playground of the Province. Mr. Reid, of Burk's Falls, and I live 40 miles apart, and there is no room for any others there, so you need not think of going." (Laughter.) "When I first went to Parry Sound, I enjoyed the unique privilege of having no other neighbors nearer than 50 miles, and I can honestly say that I never overcharged anybody."

A Voice: "What, never?"

Mr. Ireland: "I was foolish, I admit." (Laughter.) "But the fact remains, that when my opponents thought Parry Sound was big enough for two newspapers, another was brought there. My opponent began cutting, and we cut, too. But we never cut very deep. After much trouble, he has come out with a notice in his paper that he found cutting was not profitable, and declined to do it any more. Sometimes, people come in from outside. Peterboro' people sometimes come in, and in one case, a tender was sent just one half of ours, but the Peterboro' people did not get the contract, because my partner was there and told them that they could not get the printing done there."

A Voice: "That's the right kind of a partner."

Mr. Galbraith, Guelph: "Two years ago, in our city, the price for printing the minutes was 25 cents a page, 500 copies. Last year it was 24 cents, and this year it is 22 cents. The question is: Is there any way by which the tenderer can recoup himself for these prices? Is there any way by which a tenderer going below can pick up?"

Mr. Taylor, Tweed: "I have never opened my mouth before the Canadian Press Association yet, but the subject under discussion seems of particular interest. I think the trouble is not in tendering, but, as 'Mack' expresses it in Saturday Night, the editors cut prices. In the County of Hastings, the municipal printing has usually run about \$700 or \$800. They started cutting prices there some time ago and got it down to \$250. A third office got it, but could not do it, and now they cannot get the price back again and have to go outside. I just want to show you the result of this business. I wrote to my friend who runs The Madoc Review and asked him what he got for the work. I tendered for the work and he tendered for \$150 and wrote asking others to do likewise. But the third man tendered for \$50, and it just happened that the political complexion of his paper was opposite to that of the council, and they would have nothing to do with him." (Laughter.) "The result was that the tender went to my friend at his full price, and I think that if publishers would pursue a similar course, when tendering for work that they cannot possibly get, that the printers would fare better at the hands of the municipalities. My paper is published in a small town. The division list runs about 1,000 pages, the financial report and auditors' report run about twelve columns of nonpareil. I get three cents a line. For the auditors' report, published this week, I got \$28. My printing account last year ran about \$112."

Vice-President Dingman: "There is no doubt that if the Canadian Press Association runs for fifty years and we should drop in, we would find the members still discussing subjects of this kind. And no matter if you had got things nicely fixed up, it is only a matter of a few years before some fellow will break the charm."

And I think that the man who acts on the advice that Mr. McGillicuddy outlined, is, after all, on safe ground. I believe Mr. Ford, of The Chatham Banner, has something to say."

Mr. Ford: "I wish to extend a vote of thanks to Mr. Campbell, of The Canada Paper Co., for his kind invitation to the ice-boat ride this afternoon. A large number of us accepted the invitation, and were all glad we went. Those of you who did not go, will be sorry." (Hear, hear.) "Those of us who went, nearly lost our hair, and I would say that the reason we were somewhat late in starting, is, that the luncheon provided at the club room was such an attraction for our president, that we could not get him away. Therefore, I think it is in order to return thanks to Mr. Campbell for the manner in which he entertained the Press Association." (Applause.)

Mr. Young, seconded the resolution, which was put to the meeting and carried unanimously.

Vice-President Dingman: "I have very great pleasure in tendering to Mr. Campbell the hearty thanks of this association."

Mr. F. J. Campbell: "This is a very great surprise to me. I am rather of the opinion that the gentlemen who were with me this afternoon, have been tendering for municipal printing because they were not able to raise the wind." (Laughter.)

Vice-President Dingman: "Mr. Jackson will now open the discussion on 'The Use and Abuse of Plate Matter.'"

THE USE AND ABUSE OF PLATE MATTER.

Mr. L. G. Jackson: "Mr. President,—In order not to take up too much time, I just put down a few thoughts on paper, and it will open the subject for discussion, which I know is often of more interest than the one we have just had."

Mr. Fawcett: "I have use for plate matter, and there is where I differ with Mr. Jackson. I prefer plate matter to patent matter, because plate matter is fresh and you can edit your own paper yourself, instead of having someone else edit it for you. I have not been using plate sheets for some years, but I did use them at one time. In the patent sheets there is considerable matter that you cannot agree with at all. I know there is a considerable number of my prohibition friends who found in the patent sheets a ballot marked in a different way from what they would mark it, and the result was that we lost some customers by using them. I believe that an editor can keep his paper fresher and better with the latest and best news and what he thinks, and not what some other fellow thinks. And then you see the value of that in the matter of copyrighted stories. Our plate concerns in Ontario are very enterprising, and they get the very best works, by the very best authors. You can buy the whole thing, copyright and story, in plate, and, with a good impression, the results are all right. And then you take the Talmage sermon in connection with newspapers, and you can publish it in the week that it occurs. I was almost going to say that you could publish it before it occurs."

A voice: "Yes, and you can publish it if it never occurs." (Laughter.)

Mr. Fawcett: "And then you have the week's news, and in the condensed form in which it is prepared by someone who certainly understands it, you have it all without the trouble of going through the papers."

Mr. J. A. Cooper: "Do I understand Mr. Fawcett to say that the people who send out plate matter from Toronto Junction bought their matter and paid for it?"

Mr. McGillicuddy: "What he said was, they exhibited considerable enterprise. Perhaps they steal it." (Laughter.)

Mr. Cooper: "But the people themselves, where are they getting their matter?"

Mr. Young: "They get it from the United States, and pay a high duty."

Mr. Fawcett: "It doesn't matter where they get their matter, so long as it is suitable."

Mr. Cooper: "The point, I understand, is this: I understand there is not a plate foundry in Toronto that pays a cent for its matter. Their copyrighted stories are merely—I would not say stolen, because that is a very strong word—taken without paying the author and royalty. Their short stories are clipped from the American papers—the Sunday editions. If they would only secure their stories in England, I think it would not be so bad."

A Voice: "An imperialist?"

Mr. Cooper: "Well, somewhat. I take up a Canadian weekly and see something about 'our' fleet and 'our' flag at Santiago, and I say a small word beginning with 'd' and so on, and that leads me to commit a moral error. And more than that, Canadian literature should expect something from the members of the Canadian Press Association. The Globe, for instance, in its Christmas number paid \$50 for its short stories, and The Saturday Night pays for everything it gets from Canadian writers. The Canadian Magazine—if you will allow me to speak of the publication with which I am connected—spent, last year, nearly \$1,000 on articles. The Metropolitan, since Mr. MacLean began to take hold of it, has paid for contributions. All these things are going to have an effect on Canadian literature. You may not care a 'continental' for Canadian literature. I care for it, because I am in the business. But I think that like myself you have your ideals, and I cannot see how your ideals are to be served or carried into practical execution by using matter from plate factories which pay for nothing of a general nature which they use. In order to show that I am not talking entirely through my headgear, as Mr. Gillicuddy would put it, I may say that I went and talked to one of the editors of a plate foundry in the city of Toronto, and asked: 'Where do you get your matter?' and said: 'I have a lot of matter which comes into me and cannot use, and might sell you for your material.' But he said: 'We never pay anything for material.' So that you see my information is not second-hand. I got it directly from one of the editors. You look at it from a business standpoint, and you say: 'I want to get my material as cheaply as possible.' But I think the Canadian author is to be considered, and if we are ever to have Canadian authors, we should consider them as much as possible, and, if we are ever going to have Canadian authors, we should pay them. I think many of the papers would be improved if they would buy more Canadian material. I know some papers that do publish very nice material. I enjoy reading them. There are one or two papers down east, such as The Richmond Guardian, and several in Ontario which publish much original and historical matter, but a great many of the papers are edited with American stuff, which does not conduce to develop a Canadian nationality or the intellectual life of Canada, and which certainly helps to carry out no ideal of national literature." (Applause.)

Mr. Fawcett: "I would just like to say that I had no reference to literary matter particularly, but to the news, and the Talmage sermon and matter like that, such as had become established features. I do not see how that interferes with Canadian literature. Along that line, perhaps, I have given as much encouragement as any other country publisher. Almost every week I have some special feature which is paid for, and I believe in giving encouragement to Canadian authors. I know that a good deal of the plate matter is American, and I do not use that, and the publisher does not have to do so either."

Mr. Lambert: "Circumstances alter cases. I think if you are in a position where you can be readily supplied with fresh plate matter, it is preferable to patent insides, but, having used the

patent system for years with success, I cannot go back on that system. Our town is far removed, where you could not get good plate matter. In our territory there are homes—and plenty of them—where one paper is the only one taken, and you have to give them as much as possible, and the plate matter as good as possible. I believe where you are far from a large centre, a patent inside is preferable."

Mr. Ford: "With reference to plate matter, I use it in the daily and semi-weekly. I can get a service each day, and I do not think I would be without it. Reference has been made to its bad appearance. Why, we have good type every day. I feel ashamed of my own body type compared with it, and I think I have fairly good body type. I do not ask the foundries where they get their matter from. I am not ashamed of the matter we are now putting up. I use Talmage's sermon and considerable miscellaneous, and run an eight-page daily, and, no doubt, occasionally some matter creeps in that we would not select ourselves if we were putting it up, but, on the whole, I have no fault to find with plate matter. I use very little in the semi-weekly except the daily service. The only plate matter in the semi-weekly is a good story from the boiler-plate factories as you call them."

Mr. D. Creighton: "Will you permit me to say—although I am out of the business now—that I am afraid that the exigencies of the country newspaper are such that plate matter has come to stay. It would be preferable if they could set the type, but there is so much cut-throat municipal printing that they have to economize in other directions. The plate matter having come to stay, there should be an effort made to improve it as much as possible, and make it Canadian as much as possible, and Mr. Cooper raised a very important question. I remember the time when plate matter could only be got from the United States. Then, you had to take plate matter referring to 'our' country, but now that you have more than one factory in Canada supplying it, you have no excuse for articles of that kind getting in. The publishers have it in their own hands, and once they get caught they have only to go to the other man and let them know that the preference will be given to those who supply good wholesome Canadian matter. With reference to the support of Canadian literature, it is a very important matter that Mr. Cooper has brought out. An ordinary country paper is not in a position to take a literary article from a Canadian author and pay him what it is worth. But, by reason of the plate matter, if the publishers gave the idea that those who got up the plate matter might be able to pay better prices to literary men if this matter were taken up by, say, one hundred papers or so, and I think there is an opening in this direction if some of these factories would let it be known that they were using considerable good Canadian stuff."

Mr. Preston, Brantford: "Although I use a little of it myself, I do not use much because it is destructive of originality. I think every man should be able to edit his own matter. The use of plate matter has been justified in the past, largely because of its cheapness. The introduction of typesetting machines is going to abolish the use of plate matter, and all matter will be original, and I believe there will be a general uplifting of the character of our newspapers."

Mr. McGillicuddy: "I agree with what was said by Mr. Cooper and Mr. Creighton and by nearly everybody." (Laughter). "It is a matter of circumstances, the benefit of plate matter to the locality. If a man can successfully carry on his paper without plate matter, well and good. If he cannot, then he wants to get the best plate matter he can get. I believe very much with Mr. Cooper about the detrimental effect of the American plate matter. It is not so many years since I was warped on this plate matter, when Mr. Hal. Donly and some others of us had to throw it over at the time of the Venezuela question." (Applause). "Once more

I find myself on sound ground and Hal. Donly and myself are again under the folds of the old flag."

Mr. Young, Cornwall: "We have talked a good deal, but we have not got very much for it. I just take about the same ground that these other gentleman do, that if they find it convenient to use it, it is a very good thing. I use as little as I can help. But I think it is advisable to keep a pretty tight hand on the fellows that make it, because the editing is very often rascally, and the mechanical part of it is worse. I think that the worst feature about it is that it is not fit to be used very often. Very often it is high and sometimes low and sometimes warped. The editing certainly is not what it ought to be. I think the principal interest we have in this type matter is to see that the people who edit it, do it better. I do not always approve of the selections."

Mr. Thompson: "I think that plate matter is one of the necessary evils, and the least we can use of it the better. I would like to tell you a small experience I had about Christmas time. I do not know whether it has occurred to any other country press or not. About December 1, I published a notification that I would give a special cash prize to the school children for Christmas stories to be published. The first prize was \$5 in cash, the story to consist of not less than 2,000 and not more than 3,000 words, to be written by a bona fide pupil of a high or separate school. A few simple rules were laid down. I did not expect to find anything come of it, but I was surprised to find that a good deal of interest was taken in it. I actually had six stories written, which may not seem much to some of you gentlemen, but it was much more than I expected. One of the stories was really meritorious, and, had the writer more room—more than 3,000 words to play upon—could have been made much more meritorious. The others were pretty much on a par, and the second prize story was hard to select. It had caused a great deal of interest not only among the teachers, but among the parents, and there was \$5 paid Canadian literary talent."

Mr. Pattullo: "I have had the opportunity of defending plate matter in this association before, but I think there is a good deal of force in what Mr. Preston says, and I think the time is coming when the typesetting machines in offices will render the use of plate matter much less than it is now. But it has enabled many editors to publish much better papers than they ever would otherwise have been able to do. But in the interest of the plate matter interests here, I think that one agency that is working for the elimination of plate matter is the character of the plate matter that is being sent out, both mechanically and otherwise."

Mr. Taylor, Tweed: "I have found that the plate matter is edited and got up, I may say, solely for the daily papers. I remember we would get on the Thursday of each week, about 6 o'clock, the news of the day previous, and nothing whatever of the four days previous, so that I was ashamed of it. I believe if the association appointed a deputation to wait on The Toronto Type Foundry and see if they could not get some sort of a special service for the country papers, they would be doing a good service." (Hear, hear.) "I find I am getting a much better service from the weekly service."

Vice-President Dingman: "Would you like to make a motion?"

Mr. Taylor: "I don't know the members."

Vice-President Dingman: "Mr. Diver, of the Central Press Agency, is here. Suppose we hear him."

Mr. Diver: "Mr. Chairman and gentlemen, I take considerable interest in this plate matter. I have been connected with plate matter for ten years. We have been trying for a long time to meet your views—to get out matter which would be acceptable to the press—and we find it a very difficult thing to do. There are so many views we have to meet in six columns of plate. That is all that is called for. Those who get two columns want as much as

would fit in six or ten. It is a very hard thing to get all the news that is necessary or wanted. We have got in position this last year where we have been able to make ends meet, and whereby we can improve our service. One thing I might state to you: For instance, we are able to put in another dress of type, and have only been using this dress for about nine months."

Other points were also enumerated.

At six o'clock the convention adjourned.

SECOND DAY.

The association resumed business on Friday morning, Mr. T. H. Preston, past president, presiding.

COLLECTING SUBSCRIPTIONS.

Mr. A. G. F. Macdonald opened the discussion upon "Collecting Subscriptions." He said: "Although the subject which I have been requested to speak upon is not of very much importance to the dailies, as they collect their subscription fee in advance, yet it is of considerable importance to the weekly publisher, as we try not to break in upon the consciences of our subscribers too frequently." (Laughter.) "In our county, I have tried every possible method of getting in arrears of subscriptions. I would like to follow out Mr. Moore's plan—the cash-in-advance system—but I have some pretty canny Scotchmen down there to deal with, and I have tried every means except that. After having tried circulars, notices through the papers, offering papers and premiums and all that, I put in a notice that after February 4 I was going to adopt the cash-in-advance system. It was not two or three days before I had a big six-foot friend call into the office to know whether he was not good for a dollar, and several others followed with similar inquiries and left orders to take their names off the list. What I want to get at is: Can we strike a happy medium that will help us to pull in subscriptions, keep up the subscription list, and, at the same time, not make it appear that we are trying to get too much out of our subscribers? If we can only adopt the only true system of cash in advance, it would be all right, and, although there may be papers now adopting the system, it would be utterly impossible for me to do so. I find that I have to carry \$700, \$800 or \$900 over in subscriptions. This year, we have done much better. Whereas, in former years, we had only taken in \$150 by the end of January in subscriptions, this year we have taken in \$300 as a result of continued efforts to collect arrears, and we hope that we will not have to carry over more than \$500 a-rears."

Mr. C. W. Young: "Mr. President, the best way to collect subscriptions is to collect them." (Hear, hear.) "Some years ago, my friend, Mr. Moore, made a remark which I have always kept in mind, and the words he used were: 'There is no part of the office that pays for cultivation like the subscription list.' I think, perhaps, most newspapermen are like me, and the last thing they do is to cultivate the subscription list. It is a job that is usually neglected by the majority of people, but every time you go over it you make money out of it. I have never seen it to fail, good times or bad times. I have collected \$700 in January, not many stopped their paper, and most of them paid in advance. One needs to conduct a good paper to have it that way, but my principle is this: If you can't get \$1.50 you are entitled to take \$1. We dun them for \$1.50 on principle, and I always give them to understand that if they pay their subscription we will cry quits on the half dollar. I think that is just about the only way to do it. With regard to the cash-in-advance system, that has been threshed out for a good many years, and I have come to the conclusion that, in a country paper where the editor is personally known to a large

number of his subscribers, it is utterly impossible to get it carried out. I have found, as a net result of my experience, it was better to exercise some discretion about that."

Mr. C. W. Rutledge: "In my experience of 19 years, I have found that when I go through my list carefully and get out a nice circular stating that they are in arrears from a certain date, and that the paper is \$1.50 when not paid in advance, and that if they will come in and pay up in a reasonable time, giving them about 30 days, with a year in advance, that we will call it cash rates, it is effective. I did that last year, and I never had such a good year. I keep track of those who come in and found that many remitted in advance. I have not had as many papers paid in advance as I have since that time. I think if we take a leaf out of the book of the collecting agencies, where they send a personal appeal to the honor of the subscriber to pay it, and if at the end of a certain time it is not paid, have another circular ready, and you will collect subscriptions you never expected to get. This should be done systematically at certain stated periods of the year. I like to appeal to the subscriber on his honor through the mail and not through the newspaper. Send him a letter and pay postage on it; it only costs 2c. now. By this means you come into touch with the subscribers, they will thank you for it, and your subscription list will be in far better shape. I do not think it is practical to force the cash-in-advance principle. It is a pretty hard thing to do that, as we are acquainted largely with our subscribers personally, and they are apt to say, if you can't trust me with \$1, after being a subscriber for 10 years, you need not bother. We want to keep on the right side of the subscribers, and you will find a great deal more honesty in our patrons than we have, perhaps, given them credit for."

Mr. D. McGillicuddy: "I don't have any trouble with my honorable subscribers at all; they are easy; it is the other fellows that trouble me." (Laughter.) "I think myself what my friend Rutledge had said is just correct. There is such a thing as touching a man up in a friendly way. I keep a line standing across the top of the page of my paper for a few weeks each year; just as a reminder, a gentle hint, but it is said in about 12 pica." (Laughter.) "If a man can't see it he is fit to go down to our friend Matheson at Belleville. You can't force the cash-in-advance system, and I got into pecks of trouble in trying it. Mr. Moore is a millionaire up in Acton, he can do just what he pleases, but we have to live by the sound of our jaw." (Laughter.) "He has his list of subscribers, and keeps them, or rather we don't know whether he keeps them or not, but the rest of us can't do it. Up in the place where I am, an orphan and a stranger, I find that if I cut off one man and keep another on the list, it is the man I keep on that does not pay and the other fellow pays up. Then, again, we have a bye-election up our way every six months or so, and what are we to do under the circumstances?" (Laughter.) "If Mr. Moore was up in our place, he would not have the list he has. Since New Years, and last Fall as well, I, like Mr. Rutledge, have done fairly well, but I do not attribute it to any special adaptability I have for dunning. I attribute it to the good times, pretty fair crops, and middling fair prices. We have our good seasons and our bad seasons, and in recent years, I am glad to say, a number of my subscribers have paid up. A number of them have paid for this year, some of them have dropped, and among them some of our most irreconcilable dead heads. They, of course, have stopped. Four of them in particular. I was out, between them, \$10, and tried to get their post office address so that I might continue sending the paper to them, but when I got their address I could not send the paper because I do not print on asbestos." (Laughter.)

Mr. L. G. Jackson: "When I took hold of the paper, my father had been running it a good many years, and there was about \$4,000 due in subscriptions. I concluded that sort of business did not pay,

so I set out by cutting off every American subscriber who did not pay in advance. After running that way for three or four years, I came to the conclusion that the same rule should be applied to every subscriber not residing in my own riding. That is the system I have followed for several years, and it works well. This year, about 70 names were cut off during the second week in January, and I have since then had 40 or 45 of them come back, pay up, and ask that the back numbers be sent to them. I have cut off as many as 150 names on January 1."

Mr. A. Pattullo, M.P.P.: "The last speaker has given us the key to the solution of this question. As soon as we can, we should strike a cash basis with outsiders. We never allow a man outside our own district to go more than one year behind. I do not believe you can carry out absolutely the cash-in-advance system. I see no objection to a kindly notice, such as Mr. McGillicuddy speaks of, but I do not believe in dunning subscribers in the papers. I think Mr. Jackson has exactly described the limit of success."

Mr. T. H. Preston: "I will tell my experience. I guess I was about the first to adopt the cash-in-advance system, and the results were most drastic, as I have had to cut off 800 names in one year. I have modified my method since then. On February 1 we strike off all those who have not paid in advance outside my own city. I jolly the others along until next Fall, and any of them that can't be got in the Fall when the agents are working are cut off. We never carry anyone beyond one year. I think the more dignified plan is to send a polite notice to each subscriber in arrears through the mail, not in the form of a post card, but in a circular, and I enclose an addressed envelope for a reply."

Mr. H. P. Moore: "The trouble is that those who come here, hear a discussion upon collecting subscriptions and go home with their minds made up to try it. They do so for one year and then give it up. That is not the way to succeed; they want to keep it up and it is bound to succeed. My experience has been very satisfactory and for six years I have had no name on my list that is not paid in advance. I feel that is the proper method of doing business. Some years ago I became disgusted with sending accounts to men who owed me \$10 and \$15 in subscriptions, and the first year I cut off 400 or 500, but a good many of them came back again and many of them paid up as well. I do not believe in dunning. I think every newspaper proprietor that will endeavor to get sufficient starch into him to have backbone enough to introduce the cash-in-advance principle will have success. The suggestions offered by Messrs. Jackson and Pattullo are perhaps what Mr. Macdonald is looking for, the happy medium. I think that plan is perhaps in some respects preferable to the cash in advance for local subscriptions. As far as the general principle is concerned I believe in the plan adopted on The Newmarket Era and The Sentinel-Review, and if I were going through it again, in the light of my present information, I think I would adopt that plan—I do not say I have not had a successful year—or have not kept my list up—my plan has been a success, but it does cause heartburning the first year."

Mr. McGillicuddy: "When you went into that business, did you give your subscribers notice that the guillotine was coming down?"

Mr. Moore: "Yes; I told them six months in advance what I was going to do."

Col. J. B. McLean: "I would like to hear something about the method of collecting subscriptions—whether you keep a collector out or depend upon getting them in answer to correspondence?"

Mr. Macdonald: "I send out circulars in sealed envelopes, inclosing an addressed envelope for reply."

"Mr. Young: "What does Mr. Macdonald think of putting his accounts in the Division Court for collection?"

Mr. Macdonald: "If I did that I would have to get out of Alexandria, and the Division Court would have a bill against me before long, instead of my getting money through it." (Laughter.)

COMMITTEE ON RESOLUTIONS.

Mr. Arch. McNee presented the report on resolutions, which was adopted, after discussion, as follows:

1. That the president and secretary be authorized to negotiate with the railway companies for a readjustment of railway rates to the members of the association upon a more equitable basis.

2. That the publishers interested be recommended to decide upon some course of action in reference to The Kamloops Sentinel libel case.

3. That we rejoice in the remarkable expansion of trade throughout the Dominion and the evidences of returning prosperity to be generally observed, and we beg to approve most heartily of the suggestion that a Canadian commissioner be conveniently located in some commercial centre in Great Britain, whose duties it will be to draw attention to the resources and products of this country and the opportunities it affords for investment of capital, as well as the attraction it presents to tourists.

4. It is a matter for congratulation that the ties which bind the colonies to the Mother Country are strengthening, and we give our approval to the preferential tariff and the penny postage as influences that will operate in the extension of still closer commercial relations.

5. That it is the desire of the association to enroll in its membership list every newspaperman in Canada, and that the executive take steps to bring about this object.

There was considerable discussion upon the first resolution, a proposal to withdraw altogether from the present arrangement with the railway companies being advocated strongly by several members, but it was the opinion of the majority present that, pending the result of the negotiations with the railway companies, it would not be advisable to take such a step just now.

THE PRESS AND AGRICULTURAL PROGRESS.

Prof. Jas. W. Robertson delivered an able address upon "The Press and Agricultural Progress in Canada," the text of which, at the request of the association, he agreed to forward for publication in the journal of the association. As **PRINTER AND PUBLISHER** goes to press February 18, the copy has not been received.

THE BUREAU OF FORESTRY.

Mr. Thomas Southworth, in view of the lateness of the hour, asked permission to hand in his paper on "The Bureau of Forestry," which was accorded by the meeting, upon condition that the same be printed in the minutes. The paper was accordingly handed to the secretary. It is as follows:

"When I was accorded the privilege of addressing the members of the Canadian Press Association on the subject of the work and aims of the Bureau of Forestry, I regarded it as a sort of solatium granted by your secretary for having refused to allow me to continue an active member of your association. His mark of repentance was three years in coming, but it was none the less appreciated, and very gladly accepted. I do not need to express my thanks to the members of the association for the assistance they have rendered towards the advancement of the cause I represent. The members of the press in Canada do so much for the furtherance of the public good without recognition, that I fancy they have come to regard the absence of thanks or of appreciation of their efforts quite as a matter of course. At the same time I wish to be allowed to state that

almost entirely to the press of Canada is due the fact that the meaning of the term forestry is becoming so much better known, that during the past year I have not nearly so frequently been called upon to explain that I am not some sort of organizer for Dr. Oronhy-atekha's insurance society.

"While this is the case, it is only fair to add that there is still a misconception as to what function of Government the Bureau of Forestry is filling, and the nature of the work it is called upon to perform. And because of this I am very grateful for the present opportunity of giving my views of the present position of the forestry movement, and what we ought to expect from it in the future.

"It is quite possible some of you may have seen a published statement, sometimes in inverted comas, sometimes not, that 'History repeats itself,' or words to that effect. I have also read somewhere that nations profit but little by the mistakes of other nations, and both of these sayings are true of the attitude of civilized peoples towards the forests. When a civilized people take possession of a wooded country they proceed to remove the forest so thoroughly as to suffer the devastating consequence, and then go to planting new forests to restore the proportion of wooded to cleared land bitter experience has shown to be necessary for the common good. Another nation, years afterwards, with the experience of their predecessors before them, will go through the same dire experience and with the same results. I think I am safe in saying that the people of Ontario have profited from the experience of others in this respect to a greater extent than has usually been the case, but that we have not been free from very serious mistakes is beyond question. We have until recently failed to profit by the experiences of European countries, but have, fortunately, avoided many of the errors of the people of the United States, and are, consequently, in a much better position for the future than they can ever be except with the expenditure of vast sums of money and many years of effort.

"In the first place, let me say, not all the advocates of rational forestry system are 'denudatics,' as the American lumbermen at one time called them. The rapid disappearance of the forests over a large portion of the United States, and in the southern counties of Ontario, caused some thoughtful students of political economy to become alarmed for the future, and they entered in a crusade against the reckless methods of lumbering then, and, to a large extent still, in vogue. While these enthusiasts may have been too much in earnest, and, in their horror at the waste of trees, rushed to the other extreme and advised no cutting, they served the purpose of directing attention to the advantages of scientific forestry, then unknown and still unpractised on this continent, except to a very limited extent.

"Forestry, as I understand it, means the growing and harvesting successive crops of forest trees for financial profit, just as other farm crops are grown and harvested, with the difference that in the forest crop a great many years intervene between the seed time and the harvest. Another difference between the forest and other farm crops lies in the fact that in the case of the former there are various indirect advantages besides that of financial profit that affect the community as a whole. For instance, the public health is advantaged by the action of the trees in absorbing the carbonic acid gas we exhale, and giving out the oxygen we need; by tempering the force of the winds and thus controlling evaporation, and in other ways. Trees in masses also exert a great influence in regulating our streams and water powers. The rain and snow that, in the open fields, run off rapidly, making floods in the Spring and shallow creeks in the Summer, are held by the spongelike bed of the forest floor and allowed to filter gradually into the watercourses, maintaining a more even flow throughout the year. These and other incidental advantages of the presence of forests are so

important to the community, as a whole, as to sometimes outweigh the more immediate financial aspect, and render it advisable that land otherwise well suited for general farm crops should be kept in timber with less direct money results. That is to say, the forestry practice that would be correct for the community or State, would not be wise for the individual for he is bound to consider only himself, and the financial aspect is the one he is most apt to see.

"For these reasons forestry on any extended scale is more profitable for the State than for the individual, and should be conducted by the State. A hundred years is but a short time in the history of a nation, but it is a mighty long time for you or me to wait for the harvesting of a crop of trees, and we would be very apt to cut it before it was ripe and use it for firewood, sacrificing the greater profit to be obtained by waiting until it would produce broad timber.

"The history of the European countries has shown that it is wise to retain not less than 20 per cent.—better 25 per cent.—of the land in wood. The present condition of Spain, Italy, some parts of France, and southern Russia, afford striking examples of the disasters following overclearance. In several counties of Ontario we have gone far beyond the danger line, in some not more than 5 per cent. of woodland is left, and it is not uncommon to find farmers heating their premises with coal from the United States. Still, I do not find that for the past few years things are growing worse in this regard, rather better in fact, and, leaving the problem of restoring the proper proportion of woodland to cleared land in these counties for the near future, the efforts of the Bureau of Forestry have so far been more particularly directed to the larger problem of the lands of the Crown that are not now settled and that from their character and location are not likely to be.

"The other problem 'will keep' for a short time, this is of greater importance and is more immediately in need of attention. With the Crown Lands problem lies the whole question of a rational forestry system for this country, with all its possibilities in providing raw material for the immense industries dependent on the forests and for future revenues for the Province.

"In no country in the world are the conditions so favorable to the establishment of a scientific forestry system as in Ontario. It was a very fortunate circumstance for this Province that the authorities, in disposing of the standing timber, did not follow the practice in the United States of selling the land with it. By selling the standing timber only, as we have done, and retaining the land for the bona-fide settler, we have still left a vast estate that will more profitably grow timber than any other crop, and from the topographical situation of this estate, the incidental advantages before referred to as accruing from the presence of forests may be best secured. Running across the Province from east to west is an elevated plateau, which we call the Height of Land, dividing the waters flowing into the great lakes and St. Lawrence from those flowing into Hudson Bay or James' Bay.

"For some distance north and south of this elevated table land, as well as on its summit, the land is broken and rocky, filled with lakes and ill fitted for agriculture. Because of its altitude the cold is intense in Winter; much more so and with a shorter Summer season than either south or north of it. South of this broken, rocky land lies the rich, settled part of the Province. North of it again we now know there is also a very extensive belt of rich clay soil, bearing heavy timber and well adapted for general farming. How extensive this tract of land is we do not know with any degree of certainty, but it is quite large. Mr. Niven, who completed the boundary line survey between the districts of Nipissing and Algoma this year, reports passing through 120 miles of fine clay land, free from stones and quite level. Similar land is known to exist north of the height of land on the Quebec boundary, and it is not

unreasonable to conclude that there are several millions of acres of rich agricultural land in the north country that will yet support a large and prosperous population, for it must be borne in mind that the climate there approximates that of Montreal, and the territory is considerably south of the latitude of England.

"This elevated table land, lying between the two agricultural sections of the Province, affords a territory large enough, if kept in forest and managed under scientific forestry methods, to supply us with a very large annual crop of timber forever.

"As before stated, the system of disposing of our original timber crop consisted in selling the more valuable standing timber, retaining the land as the property of the Crown, to be afterwards disposed of in small lots to settlers. This system was, and is, admirable, except in two particulars. In the first place, timber left by lumbermen, the sorts for which there was not a good market and trees too small to cut, generally formed food for the fires that almost invariably followed; and, in the second place, some of the land thus partially cleared of the original forest growth was found to be quite unfit for settlement. There are large tracts of land in Ontario, from which the axe and fire have removed all the timber, that are now brule or burned over waste lands, and the only profitable use to which they can be put is to raise a new crop of commercial timber upon them. To clothe these waste areas with a profitable crop is, I take it, one of the most important problems our legislators have to face. We have been in receipt of over \$1,000,000 a year from the sale of timber, but, unless a new crop can be grown upon these waste lands, the revenue from this source must cease some day - how soon I leave the politicians to settle.

"Until quite recently it was firmly believed by lumbermen and others that the present crop of white pine, our most valuable tree, was the last one we should see unless we resorted to artificial planting; that in the evolution of the vegetable kingdom, Nature provided a crop of poplar and birch to succeed the pine, which latter tree would not grow again. Closer investigation has proved this view to be erroneous.

"The fire that nearly always followed lumbering operations destroyed the young pines with the other trees. After the fire the ground is soon covered with a thick growth of poplar and birch, whose light seeds, with their downy wings, are carried long distances by the wind and germinate very freely in the recently burned over soil. The young forest, after a fire, presents the appearance of being composed entirely of leaf-shedding trees, but a closer examination a year or two later will, in most cases, disclose a fine crop of young pines growing in the shade of poplars, and these young pines will, in 10 to 20 years, overtop the poplars, which are then killed out, eventually leaving the mixed pine forest as we found it originally. The presence of the poplars is necessary to protect the young pines when they first sprout, and, later, to kill off the lower branches of the pines by their shade and make the clean, tall trunks necessary for good timber. I do not mean to say that in all cases white pine is now growing on the site of the original crop. In some places the fire was so thorough as to leave no trees big enough to bear seed unburned, and, with no seed, of course no new crop will come up, but in the main the conditions exist as I have stated, and there are many hundreds of thousands of acres of young pine forest now growing on these waste lands in danger of being burned off every few years by the carelessness of settlers, hunters, tourists or prospectors.

"From this it will be seen that the future forest supply of the Province of Ontario is largely a question of fire protection. We have immense areas of land owned by the Crown, unsuited for agriculture, on which is growing a fine crop of trees of the better

sorts, and if settlement can be properly controlled and fire kept out, by the time the present magnificent crop is harvested we will have grown another one ready to cut. The area of our land, that from its character and location should always be maintained in forest, is so vast, that with any considerable care for future growth, we can easily exceed our present annual cut in perpetuity. Realizing this, the Legislature, in the session of 1897-98, gave the Government power, under the Forest Reserves Act, to set aside areas, such as I have mentioned, to be withdrawn permanently from settlement and kept for the purpose of growing timber. It will not be necessary to plant these reserves, that would entail a very heavy expense, and, though much time would be gained and a heavier crop grown, it is doubtful if it would pay the extra expense. We have plenty of land, and can afford to wait a little longer to let Nature finish the work she has already begun. What must be done, however, is to keep out the fires, and to do this will cost money, far more than the present appropriation for Crown Lands expenditure will permit. The success of the system started in 1885, by which men are engaged to patrol the forests during the dangerous months of the year, has proved that forest fires can be greatly checked, if not entirely prevented, but at present they are employed only in the territory under license, where the old timber is still standing, and then only when the license-holder requests their employment, he paying half their wages. Last year fire rangers were employed with success in some territory not yet licensed, that was in unusual danger from prospectors, but the large areas now growing up to young timber are largely unprotected. Would the expense of protecting and caring for these waste lands pay? I think it would. I examined a tract of wild land this past season of several thousand acres in extent, on which were growing, besides other trees, from 100 to 700 and more pine trees to the acre. These trees are making such rapid growth that in 50 years they would yield a crop not far short of 50,000 feet of timber, superficial, to the acre, of pine alone. The stumpage value of that timber at that time will not be less than \$4 per M., and it is likely to be much more. Even at that figure this now worthless land will yield a crop, under even indifferent management, worth \$200 an acre in cash, besides the incidental advantages to climate and the maintenance of industries that otherwise will become extinct. In other words, the land that is not now wanted by anybody has a present value for timber growing of \$ — per acre, estimating interest at 3 per cent. compound.

"At present, the cost of administration of our Crown forests is very low in comparison with the cost in European countries where forestry is scientific. For instance, in Russia the total revenue from the State forests is \$17,200,000, and the cost of administration is \$8,500,000, or 50 per cent. of the revenue. In France, the total revenue is \$5,500,000, and the cost \$2,750,000, or 50 per cent. Bavaria has a revenue of \$8,187,310, collected at a cost of \$4,965,000, or 60 per cent. Wurtemberg costs 40 per cent. of the revenue, and Ontario has a yearly revenue of about \$1,150,000, while the cost of administration is only \$85,500, or about 7½ per cent. This is an exceptionally fine showing. But there is another side of the shield. Notwithstanding the very high cost of administration in the European countries they succeed in earning a net revenue of from \$1.40 to \$4.50 per acre yearly from their Crown forests, while we only receive a net revenue of about 9c. per acre from the Crown forests now under license. And I consider that under the circumstances this revenue is a very creditable one. Our forests, when the timber was sold, were remote from market, the expense of getting the timber out was very heavy, new roads had to be built, and heavy expenses incurred by the lumbermen in this country that did not apply to their competitors in Europe. The greatest difficulty here, however, lay in the fact that only a small part of the standing timber in the Canadian forests could be marketed, whereas in Europe even the twigs and leaves have a

market value, when near large centres of population, which is generally the case.

"With the new forests to be grown on the forest reserves, the conditions will be different and the revenue per acre much larger. To accomplish this, greater expense in management must be incurred, and men must be trained to do the work. Forestry as it is practised in the densely populated countries of Europe, is not applicable to the conditions existing here. We have got to work out a system of our own, that will suit our conditions, but a scientific knowledge of the silvicultural habits of our native trees is necessary to perfect the system. Knowing how to cut down a tree and get it to the saw cheaply is not sufficient. In other words, men with a scientific training, as well as experience gained in Canadian forests, will be necessary to enable us to manage our woodlands to the best advantage. The advocacy of the European method of forestry, with its vast semi-military and expensive staff, by some misguided friends of the forestry movement in this country, caused lumbermen to look askance at the movement, but now many of them, with a better understanding of the aims of the Bureau of Forestry, are beginning to think it possible they might manage to exploit their own holdings to better advantage.

"Last Fall, the Chief of the Division of Forestry at Washington offered to supply expert advice and supervision of lumbering operations to such holders of timber lands as chose to avail themselves of the offer. Already, Mr. Pinchot, the chief, writes me that the owners of 1,200,000 acres of timber land have applied for the services of trained foresters, and the demand has exceeded the supply.

"In this particular only are we behind the United States. Over there the timber lands are practically all in the hands of individual owners, and in the northern States the great bulk of timber is gone. We have still vast forests remaining, the property of the Crown, though some of it is under lease to lumber speculators, but we have no trained foresters.

"With the growing expenditure, caused by an expansive population, and the more rapid opening up of a new country, I do not expect that the revenues from our forests will contribute a much larger proportion of the total income of the Province than at present, but I believe this proportion may be maintained, and, with scientific methods, operated by a properly educated staff, may be very much increased.

"The mineral industries of the Province are of small importance as yet, compared to the magnitude of the interests dependent on the forest, yet, many young men are receiving a technical training in mining—none at all in forestry. True, we have no facilities for acquiring such an education here at present, but there are two very good forestry schools in the United States, and I hope ere long this lack in our educational system will be filled.

"A start has been made at the Ontario Agricultural College, at Guelph, where lectures in the general principles of forestry are given, and it is to be hoped that this course will be extended.

"I must apologize for the great length of this paper, but I feel the subject an important one, and I hope to have the cooperation of the press in our efforts towards a more rational forestry policy, and towards the establishment of forestry schools."

Messrs. Keenleyside and Blackstone were appointed scrutineers and the ballot was taken for the Executive Committee, resulting in the election of Messrs. McGillicuddy, J. T. Clark, McKay, Tarte and Ireland.

President Dingman again thanked the members for having conferred upon him the high honor of president of the association. He expressed a desire that his term of office may be useful to the association, and, in order to make it so, he asked

for the assistance and hearty cooperation of every member of the association. He would like, if possible, that the membership may be materially increased, and appealed to the members to exert their influence with their newspaper friends who are not now members to induce them to join the association. They would probably receive a circular shortly in connection with the proposed excursion to the Pacific Coast this Summer; when they received it he hoped they would reply promptly in order that there will be no delay in completing the arrangements. On several previous occasions the committee had gone to a great deal of trouble to make arrangements for an excursion, but, after passing a resolution at the annual meeting approving of an excursion, the members had not availed themselves of the outing offered them. He trusted that would not be the case this year.

NEXT PLACE OF MEETING.

Mr. C. B. Keenleyside extended an invitation to the association to meet in London next year.

Mr. J. F. McKay strongly advocated Montreal as a most suitable place for the meeting.

The matter was left in the hands of the executive.

Votes of thanks were given to Prof. Robertson, Messrs. Ewan, Evans, Southworth, and Principal Grant for their contributions to the programme.

A resolution was also passed, thanking Mr. Fred. J. Campbell, of The Canada Paper Company, for the treat given the members by providing an iceboat trip on the bay during the recess and a luncheon at the Canadian Yacht Club.

The meeting then closed.

THE ANNUAL BANQUET.

The annual banquet was held at Webb's parlors on Thursday evening, when upwards of 60 members sat down to a choice menu well served. Lieut.-Col. J. B. MacLean, of Montreal, occupied the chair, and seated at his right and left were the guests, viz: Hon. Mr. Garrow, M.P.P.; Principal Grant, of Kingston; Prof. Robertson, of Ottawa; Thomas Southworth, Bureau of Forestry; W. A. Fraser, Georgetown, and J. M. Ryder. A most enjoyable evening was spent and many excellent speeches were made, the principal speakers being: Rev. Dr. Grant, Prof. Robertson, and Mr. H. J. Pettypiece, M.P.P.

ELECTROS IN NICKEL.

Louis Boudreaux, of Paris, has invented a process of producing electrotypes in nickel. As is well known, if electrotyping is undertaken with nickel after the manner of copper, the small amount of adhesion of the nickel to the graphite often causes a failure. The inventor proposes to cover the wax (before taking the impression) with powdered bronze, the coating with graphite being omitted. In this way he secures a surface of wax that, when placed in the bath, will permit the adhesion of the nickel, and result in the quick building up of a shell. The inventor further claims that a metallic surface, as of bronze on the wax, is much better for electroplating with any metal than is the plum-bago surface.

G. W. Yates, of The Globe staff, has been appointed private secretary to Hon. L. J. Davis, Ontario Provincial Secretary. His place on the staff is taken by W. H. Dickson, of The Mail and Empire, an accurate stenographer and a capable reporter.

DEFECTS IN THE NEWS SERVICE.

W. C. Nichol, Editor, Vancouver Province.

THE columns of matter which have been in the newspapers recently, regarding the troubles which the Americans are having in the Philippines, are both interesting and suggestive. This matter is furnished The Province in common with the other Coast newspapers by the Associated Press. The Associated Press is an American institution which originally consisted of a few leading papers which joined forces for the purpose of lessening the cost of telegraphic matter. Gradually it developed until it became an immense concern, embracing all the prominent papers in the United States. A few years ago, as the result of the collapse of a rival agency, the right to transmit the service in Canada was acquired by the C.P.R. Telegraph Company, which practically enjoys a monopoly in this country of the business of supplying the daily papers with the news of the world.

The service as we find it at the Coast is extremely expensive and very unsatisfactory. It is supposed to be compiled in Winnipeg and sent out here, but if it is the compilation is difficult to understand, because the despatches read as if they were prepared in the United States for American readers instead of in Canada for Canadian readers. The bulk of the news despatches in The Province have American date lines on them and they deal with matters that often enough have little interest for Canadians. For instance, when Queen Victoria has a drawing-room, the names of those Americans who happen to attend are carefully telegraphed to every newspaper in Canada, although the matter is of no concern here at all. The Province has yet to see a list of Canadians attending telegraphed to the American papers. Perhaps it will be said that Canadians seldom or never attend the receptions of royalty, but even when they do go the fact is ignored. There is no ignoring of the Americans, however. They came along every time with the regularity of clock-work. Of course, the explanation is simple enough. The list is cabled from England to the American press, because it has some interest for American readers; and it is sent on to Canada, because no care is taken apparently to edit the syndicated news in such a manner as to confine the Canadian despatches to matters in which Canadians are interested.

This trouble at Manila is another instance of the same sort of thing. Column after column of this matter is poured into the newspaper offices when less than half the amount would suffice for a statement of all the essential facts. The newspapers publish it. It is the best telegraphic news they can get; they pay heavy tolls for it; not to use it would be throwing money away. Yet, a few months ago, when General Kitchener won his splendid victory in the Soudan, less than half a column of incomplete information was furnished the Coast papers. To give its readers anything like an adequate idea of what took place, The Province was compelled to obtain the information from other sources. This corner of the world was kept in entire ignorance of the Sirdar's movements and doings. Nothing at all came over the wires beyond the one fragmentary despatch. Yet, the matter was of the very greatest interest and importance.

It had been neglected—why? Because the Americans were not particularly interested in it. The point is, that they only send out matter in which they are interested themselves, and, consequently, imagine that everyone else is interested in to the same extent.

There is another, and perhaps a worse, fault with the service. The cable news from the Old World is frequently colored to suit American views to such an extent that false impressions are apt to be created, especially in the minds of those who do not or cannot supplement the reading of the Coast papers with a perusal of other journals which are in a position to get more complete and more accurate information. Of course, in a new country, we cannot expect to get everything just right at first, but some effort should be made to prune down the rampant Americanism of the despatches which are at present supplied to the Coast papers. The way to accomplish this would seem to be to have the Canadian service edited by someone who is familiar with the matters regarding which Canadians desire to be kept informed. We cannot all shed tears of sorrow when we are told that John Smith, of Hoboken, has broken his leg, or that Miss Jones, of Kalamazoo, has eloped with her father's hired man.

The Province sees limitless ways in which its telegraphic service might be improved, but the cost of special telegrams runs into such enormous figures and the earning possibilities of a daily newspaper are so limited under existing conditions, that it seems impossible to do anything other than direct the attention of the manager of this particular branch of the C.P.R. Telegraphy Company's service to it in the hope that he may see his way clear to inaugurate a change. It would be greatly appreciated.

AN ADVERTISEMENT CENSORSHIP.

English people, as a rule, are by no means enamored of the fatherly way in which things are managed in Germany, but, in one or two points, there is something to be said for the results accomplished, if not for the methods by which they are achieved. For example, here in England no one would dream of taking an advertisement or any statement in it without a very considerable pinch of salt. Indeed, anyone who expected accuracy or truthfulness in an advertisement statement would very reasonably be thought a fool for his pains. A certain well-known paper still advertises itself as possessing the largest circulation in the world, a statement which, if it ever was true, is certainly not true now, and ought, therefore, to be discontinued. The statements of patent medicine vendors, and, indeed, of many others, are obviously inaccurate. In Germany, they do things better, as far as such matters are concerned. There, the law rigorously prohibits the misrepresentation of facts, and any default in these matters is promptly and severely punished. If a statement is made which cannot be supported, a trade rival is sure to bring the offender into court and make him, if he can, prove his statement; if, as usually happens, he cannot, he has to suffer the penalties of the law. If something of the same sort could be introduced into England, it would be by no means a disadvantageous departure, unless, indeed, for those who profit from the slipshod and unsatisfactory system, or, rather, want of system, which obtains at present.—London, Eng. Stationer.

THE PRESS IN AUSTRIA.

Austria shares the doubtful honor with Turkey of having a Government tax on each newspaper printed in or introduced into the country, and the privilege with Russia of prohibiting the sale of journals in the street. The removal of this unpopular tax on knowledge has been a matter of constant agitation, and promises of a speedy reform have been made by the present Government. The obstructionist policy of the Opposition in Parliament, however, has rendered the prospect of legislation on this matter hopeless, at least, within any measurable space of time. The



HENRY DALBY,
Who has resigned The Star editorship to become
Conservative Organizer.

Social Democratic Party has, nevertheless, taken a very pronounced position in the matter, and is agitating for an abolition of the obnoxious laws. At the head of the present movement are many compositors, who fear that the number of the employed will be considerably reduced by the pending introduction of composing machines unless, in the meantime,

the impending tax is removed. It is a noteworthy feature of the present agitation that paper manufacturers are limiting their outputs owing to insufficient demand. Thanks to the newspaper tax, which requires the payment of a farthing on every paper before it is issued, and a halfpenny on every foreign newspaper, Vienna is rapidly earning the credit for being the most illiterate city in Europe. The people do not purchase their own journals, but read them in the cafes. The morning and evening issues of the dailies in Vienna do not exceed six hundred.

IMPROVEMENTS IN PRINTING OFFICES.

The Montreal branch of the Toronto Type Foundry Co., Limited, reports the following improvements in Quebec Province:

The Montreal La Presse has put on a complete new dress of copper alloy and looks very handsome.

The Montreal Herald has added largely to its jobbing plant lately in putting in a large two-revolution Cottrell and a pony cylinder.

The Montreal Gazette looks handsome in its new dress of copper alloy; great taste was displayed in the selection of the advertising type.

The Montreal Star has put on a complete new dress of advertising type, and has also fitted out an entirely new office situated at a distance from the present office of publication, so that, in case of fire, the issuing of The Star would not be delayed.

Mr. T. H. Preston, of The Expositor, is the new president of the Brantford Board of Trade. He delivered his inaugural address February 14. The address was a most able presentment of commercial issues, local and national.

Kenmore

Announcements.

Something new—every printing office should have samples to show customers.

We can supply from stock...

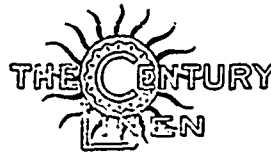
Ruled Paper

for ...

New Customs Forms.

(On 12-lb. white wove paper, \$1.00 per M.)
On 12-lb. Lakeside, \$1.50 per M.)

Have you any customers who are particular about the quality of paper for the business correspondence? If you have, show them



ENVELOPES
TO
MATCH.

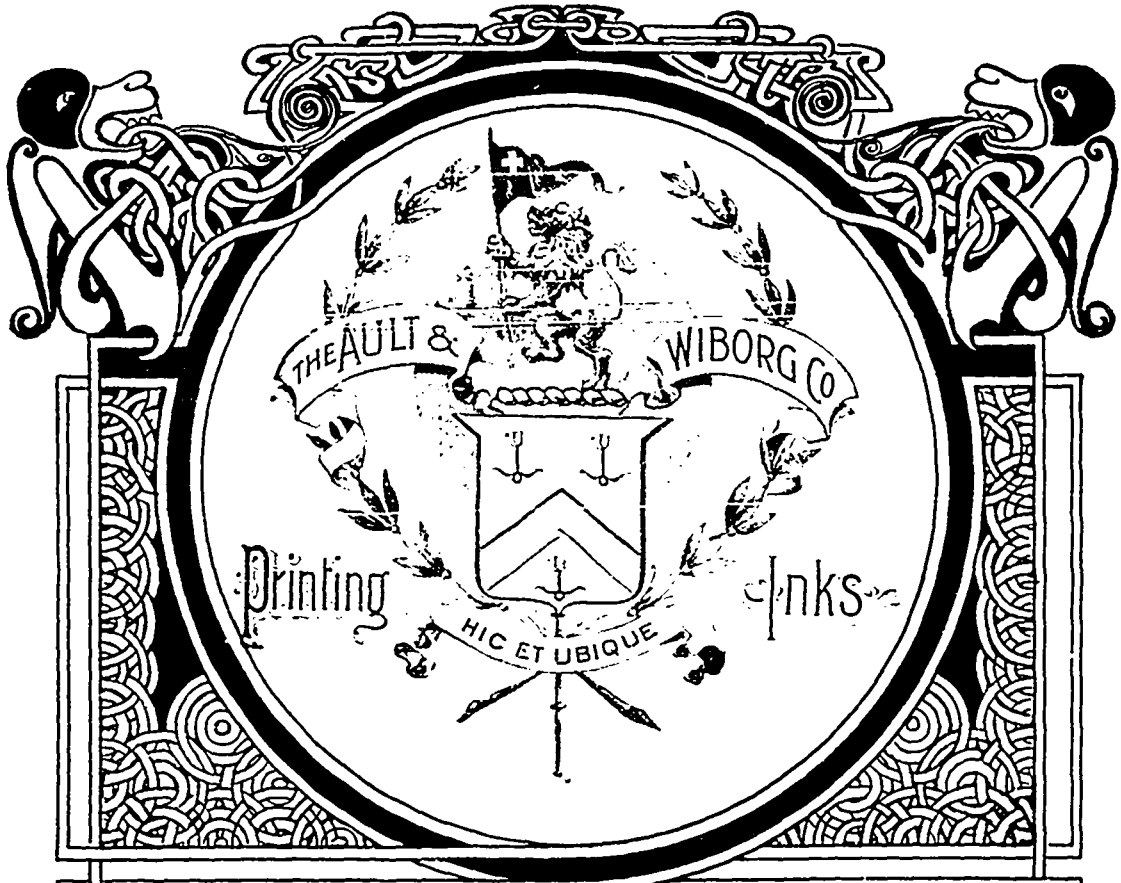
♦♦♦

Buntin, Gillies & Co.

Hamilton.

Agents Morgan Envelope Co.

(Note extra size of our envelopes for business purposes, they are large enough to enclose other makes bearing same number.)



Cheap Inks vs. Economical Inks.

A "cheap" Ink is a thin, watery, article—thinned or adulterated to such proportions that it lacks body, and is the most expensive ink to run on a job of any kind, as it gives the printer all kinds of trouble.

On the contrary, an economical Ink is a rich, easy-working article, that has plenty of body. This latter feature is characteristic of Ault & Wiborg goods, which have been developed through twenty years of practical experience. The Best Printers, who for many years have used these inks daily, testify to their superiority. That which is best in the long run is always the cheapest.

The Best Inks Make the Best Printers—**Ault & Wiborg's.**

TORONTO TYPE FOUNDRY CO.

Sole Agents for Canada Limited

Full stock kept at all branches



® INNER CHI.



BRIEF NOTES OF THE MONTH.

CHANGES IN MANAGEMENT, ETC.

THE Quebec Press Gallery had its annual election of officers on January 26. Mr. P. M. Saicvalle, of La Presse, was elected president; Mr. F. W. S. Dunn, who represents the Montreal Herald in Quebec, and T. Lavoisier, of Quebec, vice-presidents. Mr. A. Girard, another Quebecer, secretary-treasurer. Messrs. T. Ahern, J. T. Carrier, E. Aube, C. E. Rouleau and McHugh (Montreal Herald) were chosen as an executive committee.

Votes of regret and condolence were passed respecting the death of the late Hon. Dr. Marcil.

The Hon. Messrs. Marchand, Chapais, Berthiaume and Nantel, and Messrs. Chenevert and Chicoyne were elected honorary members of the gallery, with all privileges except that of reporting the proceedings of the Legislature.

T. A. Bell, editor of The Norwester, Winnipeg, has resigned that position.

The Weekly Echo is a new paper at Dominion City, Man., and is independent in politics.

E. T. D. Chambers is resigning the editorship of The Quebec Chronicle to enter upon literary work as a profession.

The Acton Publishing Co., of Toronto, have started a new monthly trade journal called The Merchant's Review. It is very nicely printed and looks prosperous.

Andrew R. Brown, publisher of The Niagara Falls Record, died at Tilsonburg, February 6. He was in the railway business, and secured The Record a year ago.

J. S. Willison, editor of The Globe, returned from the South, February 6, restored to health. He has written several brilliant letters to his papers on American conditions and public affairs.

The death of John Burns, of Dudley & Burns, printers, Colborne street, Toronto, took place February 17. Mr. Burns, who was 66 years old, was a well-known and respected member of the craft.

A. J. Jeffrey, for the past three years publisher of The Arnprior Chronicle, has sold his interest to his two sons, Arthur and Ronald Jeffrey, who will continue to publish the paper under the style of Jeffrey Bros.

Several important changes have been made in The Toronto Globe staff. F. A. Acland has been appointed news editor, and Stewart Lyon has been promoted to the city editorship. Both appointments are excellent. Wm. Bankes, jr., has joined the reportorial staff.

John B. Kerr, of The Globe staff, who has become editor of The Rossland Miner, was given a dinner by his Globe confreres before leaving Toronto. Mr. Kerr is a newspaperman of talent, sterling worth and experience, and takes up his new work with the good-will of all his eastern colleagues.

Two lectures of exceptional interest and merit have lately been delivered by newspapermen. S. Hunter, the clever artist of The Toronto World, lectured at Toronto University on "The Origin and Development of Caricature Illustration," and John Cameron, founder and publisher of The London Advertiser,

spoke at Queen's College, Kingston, on "The Relation of the Pulpit to the Press."

John R. Barber, M.P.P., the well-known paper manufacturer, of Georgetown, Ont., purchased The Galt Evening Reformer for \$8,000 cash. The paper was formerly owned by Mr. Andrew Laidlaw. H. M. Hunt, of Toronto, has leased the paper and will manage it, while his son, A. Clarke Hunt, of Toronto University, will assist. Both gentlemen are clever in business, as well as editorial work, and will do well.

Henry Dalby, managing-editor of The Montreal Star, has resigned to become English organizer for the Quebec Conservatives. The appointment of his successor has not yet been announced, although the paper has several good men, including B. N. McNab and J. W. Dafoe, well qualified for the post. Mr. Dalby has been with The Star since 1880, and is known as a manager with considerable powers of intuition, and as a writer of aggressive and satirical English. Another Montreal change is the resignation of Postmaster Dansereau and his acceptance of La Presse editorship at, it is reported, \$6,000 a year.

C. J. Robertson, who represents the Walter Scott Co., of Plainfield, N. J., has a new two-revolution No. 4 Scott press (26 x 36 bed), with four rollers, front fly delivery, with joggers, set up in his warerooms, 588 Craig street, Montreal, which he is offering at a very low figure for cash. He expects to take larger premises in the near future, and is anxious to dispose of the press before doing so, and thus save the trouble and expense of moving it. This is a bargain which publishers should investigate. Mr. Robertson has also the following second-hand machinery: (a) Chambers' rotary newspaper folding, fastening and trimming machine, for either four or eight pages. (b) Hand lever paper cutters. (c) 3 job presses, 7 x 11 to 14 x 18. (d) A lot of various sizes in chases.

THE ADVERTISING WORLD.

Mr. A. McKim, of McKim & Co., has been ill with la grippe for some days. He is now convalescent.

The Woodstock Sentinel-Review issued a handsome booklet containing local testimony to the advertising value of the paper, accompanied by a circulation statement showing that the paper has now a daily average of 2,641, and a weekly average of 4,788. Mr. Pattullo, the publisher, and Mr. C. A. Abraham, the business-manager, have reason to congratulate themselves on the success of their efforts.

John E. Kennedy, who is well known to Canadian publishers as an advertising writer and as ad. manager of the Slater shoe and of "Fit-reform" clothing, has gone to Boston. He was the inventor of a special wardrobe system for clothing and of the "Respira" shoe, and the manufacture of these in the United States will hereafter occupy his time. He was a steadfast believer in newspaper advertising, and has put many a dollar into the pockets of newspapermen throughout the Dominion. Mr. J. McConnell, who has been handling Slater shoe advertising for some time past, has taken up Mr. Kennedy's work in connection with "Semi-ready" special brand of clothing, now being pushed by The Kennedy Company. Though still several years on the sunny side of 30, Mr. McConnell knows his business, as the Slater ads. have shown. His new position was sought by a number of American ad.-smiths, but The Kennedy Co., who were well acquainted with his work, engaged him, it is said, at a salary of \$2,400 per year. If this is the case, Mr. McConnell is

now the highest paid ad. writer in Canada. He is an old newspaperman, having been on the staff of The Shoe and Leather Journal before entering the advertising field.

Business in the advertising world is quiet. There are few new general advertisers in the field, and the old ones are not making any particular splurge this month. The Pedlar Metal Roofing Co. have placed a \$6,000 appropriation with McKim & Co., and will use dailies, local weeklies and class papers—in fact, every kind of paper that reaches the home. E. A. Small & Co., proprietors of "Fit-Reform" clothing, who assigned last month, have arranged a settlement with their creditors at 30c. on the dollar, and will continue to manufacture this brand. It is understood that they will place a substantial amount of advertising in dailies. E. Desbarats is handling the advertising of G. A. Holland & Sons, wall paper, Montreal, which is appearing in numbers of Canadian papers. The Canada Steamship Co. controllers of the new short line to Great Britain, are contemplating an extensive advertising campaign. Capt. Montagu Yates, 13 St. John street, Montreal, has charge of their advertising.

NEW VENTURES AND IMPROVEMENTS.

The Grand Valley Vidette is one of the latest additions to the Ontario newspaper world.

The Free Press is the name of a recently-established paper in Fernie, B.C. G. G. Henderson is the publisher.

The Stratford Beacon is sporting a new dress of type, two typesetting machines having been recently put in. The publishers have also purchased a double cylinder press, with a capacity of 3,500 copies per hour.

The Cannington Gleaner is putting in a new motor and otherwise improving the office. The Cannington Echo, hitherto published by Mr. Cave, in The Beaverton Express office, is to have an office of its own in Cannington with a new plant, including a motor and power press.

A significant feature in English newspaper circles is the tendency of the publishers to bring out books. The Times set the example with novels, an atlas, and a series of biographies. Mr. Harmsworth, of The Daily Mail, is getting out a cheap edition of the "best hundred books," while the magazine branch of publishing has seized hold of several newspaper proprietors, including Mr. Astor, Sir George Newnes and Mr. Harmsworth. A copyright law in Canada would probably induce similar results here.

POLICY AS TO CORRECTIONS.

One day, a gentleman called at the office of a certain newspaper, and said to the editor: "Sir, it is announced in your paper that I am dead." "Well," replied the editor, "if it is in our paper, it is correct." "It is not correct, for here I am alive, rejoined the other." "Well, it cannot be helped," said the editor. "But I expect you to contradict it," said the injured man. "No, I cannot do that, said the editor, "as we never contradict anything that appears in our paper. I will do the only thing I can do. To-morrow, I will put you in the list of births."—Boston Beacon.

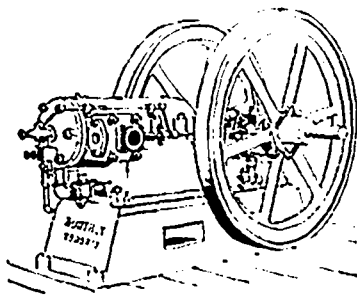
This calls to mind the fact that when the late Samuel Bowles was running the Springfield Republican, that paper stated that a certain man had been hung the day before. It was an error, and the man came around the next day to have matters adjusted. Mr. Bowles said he was very sorry, but his paper never retracted; but, he added, soothingly: "I'll tell you what I'll do for you—I'll say the rope broke."

The Kennebec Journal, of Augusta, Me., one of the ablest newspapers of a State notable for its well-conducted and well-written dailies, has the courage of its convictions, and doesn't propose to be dictated to in its treatment of public matters. Its statement of its position is that of a self-respecting newspaper, and is frank, dignified and convincing. It says: "The Journal would again remind some of its friends that it is not conducting a bureau for the suppression of news. If, therefore, invitations—more or less polite or vigorous—for us to conduct such an institution, are ignored, the fact need occasion no surprise. We have gone to considerable labor and expense in the effort to publish a live newspaper in the Kennebec Valley, and we do not propose to exclude legitimate news from our columns at anyone's request. Upon this subject we are determined and emphatic, and no one need labor under any misapprehension regarding it."—Taunton, Mass., Gazette.

FATHER SHEPPARD PUTS HIS FOOT DOWN.

The Rev. Father Sheppard, of St. Michael's Roman Catholic Church, Jersey City, N.J., has put himself on record against advertisements in the church bulletin. He says that the practice of asking business men to advertise in church journals and programmes savors too much of "stand and deliver." Business men, Father Sheppard thinks, can be trusted to help charities of their own accord, and requests for advertisements in the church paper must stop in St. Michael's parish.—Newspaperdom.

The Northey Gas or Gasoline Engine



"Built for Hard Work."

No Fire
No Heat
No Ashes
No Boiler
No Danger
No Engineer
No Complicated Features

has been found to be the most economical, safe, and all-round satisfactory form of power in the market for job printers and newspaper offices. The running expenses are light—1 3/4 cents per h.p. per hour—no experience is necessary to run it—takes up but little room—is easily controlled, and runs for hours with little or no attention.

Mr. M. A. James, of the Bowmansville Statesman says, "We find the 2 h.p. engine ample for running our big Whatgate and No. 3 Gordon presses. It works like a charm, and my foreman and staff are delighted with it. I cannot conceive of anything better as a power for a printing office, as it is always ready, and speed can be got up in from five to ten seconds. Our only regret is that we did not throw out the steam engine and substitute the little wonder long ago."

Sold on the most liberal terms.
Send for illustrated descriptive booklet.

The Northey Mfg. Co., Limited, 1007 King St. Subway, Toronto

FEATURES FOR THE WEEKLY.

PROBABLY a large proportion of the publishers of small newspapers have looked over the Sunday editions of big city dailies, and sighed because they haven't features like theirs to attract readers and increase circulation. The best possible thing to do is to cease sighing, writes M. J. Cody, in *Newspaperdom*, and work out some of the features in sight.

Look at the church across the way. Get a cut made of it, and write its history for next week's paper. Perhaps the history, with biographical sketches of those who were prominent in its affairs will require a number of weeks. That doesn't matter. So much the better. Start in this week, and follow up the work until it is done. Then take some other church, and do the same. By that time you will have your readers thoroughly interested, and suggestions for unexpected features will pour into your office. The older readers will be ready with rare reminiscences. The younger portion will recall something their parents or their grandparents told them; and you will create a department unapproachable in interest, and increasing in value with each issue.

Next take the schools. Be liberal with your cuts. The extra sales will repay the outlay, at present prices. Make your histories accurate, and work in names and sketches of people. Rest assured, such will be the most popular features in the county; and the way your competitors will hurry to either steal your work or copy your methods will be convincing of its value.

After that, take the stores. Illustrate them, giving portraits of the proprietors; write up the clerks; make the articles snappy. You won't lose anything by it, and your gains, directly and indirectly, will be large.

Publish all the personal history you can. There is an indescribable charm about personalities that is universal and endless. Make this end of your work strong. It will tell in the cash receipts for the year.

Do the same by local factories. They are important parts of the town life, and deserve liberal treatment. If large enough, a page is none too much. Your subscribers will read what is written, and most of them will lay the papers away for future reference.

FROM ATLANTIC TO PACIFIC COASTS.

It would look as if there was a "growing time" in the Maritime Provinces also, the Halifax branch of The Toronto Type Foundry Co., Limited, reporting that J. Levi Osner, of Bridgewater, N.S., who was burned out in the fire that nearly destroyed the town, has put in a very complete news and job plant, including a fine cylinder machine. J. Cragg & Co., of the same place, have put in a complete job and news plant, including a cylinder press. C. H. Artz, of Halifax, has put in a very complete job printing plant. J. & A. McMillan, of St. John, N.B., have entirely refitted their job office with copper alloy type, all on the point; this firm use nothing except type cast by The American Type Founders Co., and they were among the oldest customers of the well-known type foundry of MacKellar, Smiths & Jordan, before that foundry sold out to

The American Type Founders Co. The Charlottetown Patriot office has added largely to its job plant.

In British Columbia the following improvements have been made: Messrs. Evans & Hastings, the enterprising job printers, of Vancouver, have moved into new premises, and have added to their extensive plant two new jobbers and a large quantity of type.

The Vancouver Province has put in a complete job outfit and bindery, and now has a complete establishment.

E. T. Searle has started a new weekly named *The Islander* at Cumberland, B.C., and has a good news and job outfit.

Haggard & McDonald, of Vancouver, have started a job office, and put in all point system type.

A DEBT-COLLECTING FIRM.

J. Jones and W. F. Holland have opened up a mercantile agency in the Janes building at Toronto. They take up all matters of a strictly confidential nature, including collections, commercial and professional; private reports, both legal and insurance; incendiary investigations and cases needing tact and privacy, which they treat with the utmost professional skill. They court the fullest investigation as to their bona fides. Mr. Holland was one of the men who captured Charles Peace, the notorious murderer, in 1882, at Blackheath, England, William Whistler and Charles Russell, the famous Hatton Garden bank burglars, at the Marylebone church, London, England, 1886, when \$500,000 worth of diamonds were stolen, which were recovered. He was shot through the right thigh, and also lost the calf of his right leg, for which injuries he receives a permanent pension from the Scotland Yard authorities. He was presented with a gold medal for his meritorious conduct from H.R.H. the Prince of Wales, and also received from Sir James Ingram, Bow Street police magistrate, the highest reward (100 guineas) ever given to a police officer for gallant conduct, and holds testimonials from Sir Charles Warren, chief of the London police, and other persons in official circles. Mr. Jones, the manager, was formerly a well-known commercial man in Toronto, and is well qualified to fill the position.

THE MONONA LEVERLESS.

Attention is directed to the ad. of Walker & Co. on page 13 of this issue. This new press has met with wonderful favor; in fact, it is probable that no other press ever jumped into such quick demand as the "Monona Leverless." It is a marvel in ease of running, and is almost noiseless. So great is the demand that the works are unable to build them fast enough to fill cash orders. This fact speaks for itself. The presses are going to all parts of the United States, Canada and foreign lands. Messrs. Walker & Co. will be glad to answer all inquiries and give full information.

MANITOBA OFFICES AND THEIR IMPROVEMENTS.

The Winnipeg branch of the Toronto Type Foundry Co., Limited, reports that The Winnipeg Tribune has put on a very complete new dress of copper alloy, and has selected the latest designs in advertising type.

The Winnipeg Telegram has added a large quantity of the latest styles of advertising type lately.

The Winnipeg Free Press has put on a complete new dress of advertising type, all the latest fashions.

If you are in the market for a

**Wire Stitcher, Paper Cutter
Paging Machine
Perforator, or
Embossing Presses**

It will be to your interest to get our prices.

The J. L. MORRISON CO.

Makers and
Importers

Bookbinders' Machinery

28 Front St. W., TORONTO.

Second-hand Machinery
Bought and Sold.

WOMEN IN NEWSPAPER WORK.

JUST what place women are to hold in newspaper work, does not as yet seem definitely determined. They make good "journalists," but few are successful as general reporters. Women can write as good special articles as men, and as readable, as has been demonstrated by their success in the realm of fiction; but the average woman does not take kindly to general reporting, at least for a permanent occupation.

The large newspaper office will probably always find plenty of good-paying special work for bright people of either sex, but the smaller newspaper can hardly afford to have many women on its staff. In the large towns and small cities, nearly every one of which has daily papers, the reporter makes a daily canvass of stores, offices and shops, in the search for news. This is not news in the meaning of the Associated Press's instructions, but it is the life and success of the small daily papers. In many of the smaller cities, in the Eastern States, at least, there is little real news, according to metropolitan standards; but there are many personal items, street gossip, etc., which pass for news and fill the columns. It would at first appear that a woman could gather this "stuff" as well as man, but experience proves she cannot. She can hardly crowd herself in where two or three men are talking, and get an inkling of their talk, and politely, of course, ask for more. A woman cannot do this, day after day. Again, experience will teach that the women in stores and offices will prefer to give items to a man, rather than to one of their own sex; anyone who doubts this can go into any city where street work on different papers is done by men and women, and notice the results of their trips about town.

Women are superior to men in reporting social gatherings, lectures, entertainments, etc.—that is, as a rule; for they are

less critical and cynical, and in a small place it does not pay for a newspaper to be pessimistic or cynical. When a "horrible murder" or an "awful accident" happens after dark, in a distant or disagreeable locality, a woman can hardly undertake the task of getting the facts personally, like a man. A mission which is perfectly safe for a man may be dangerous for a woman, and it is not always the ruffian who is to be the most feared. Court surroundings are not congenial company for the woman reporter, and she is apt to be shocked at some things; but a man does not mind it, or, least, he becomes hardened.

At present, women appear more fitted for class and weekly papers than for the drudgery of all-round reporting; just as they are better fitted for office help, rather than motormen or coal heavers, although, occasionally one of them may make a success of it.—N.Y. Newspaperdom.

PLAIN WORDS TO ADVERTISERS.

This is the way The St. Marys Journal talks to its advertisers:

The value of a newspaper as an advertising medium to its merchants depends mainly upon its circulation. The Journal charges its merchants to-day the same prices charged years ago, when it possessed but a fraction of its present influence and a third of its present circulation—prices lower than charged by any newspaper of two-thirds its circulation in Western Ontario. To-day it gives three times the service of bygone years for the same money and more than twice the service given by any other St. Marys paper. If an advertisement in a paper going into 500 homes is worth a certain sum of money, a paper going into 1,500 homes is worth at least three times that price. If a paper going into 1,000 homes is worth a certain sum, a paper going into 2,000 homes is worth more than twice that sum. If we contract to send a merchant's advertisement into 1,000 homes at a certain figure, that merchant would, in most cases, feel warranted in doubling that figure if we could guarantee him to send the advertisement into double the homes. We have done this in the town of St. Marys, and done it without the price, and it is nothing but fair that this should be taken into consideration by the merchant when placing his advertisement.

PAPER.

We are now rapidly catching up with back orders, and are prepared to quote lowest prices for news and book papers. If you are figuring on any special jobs, send us particulars, when we shall be pleased to send you samples and quotations.

Yours truly,

CANADA PAPER CO., Limited.

J. Campbell
Manager.

NOVA SCOTIA LETTER.

HALIFAX has a population of 40,000. The Province, including the capital, has a population of nearly 500,000. To the man who runs a newspaper for revenue, this would not seem a very promising field for newspaper enterprise. Outside the city of Halifax there are 56 papers. Of this number, Yarmouth has two dailies, Truro one, Sydney one, and Amherst two. The rest are weeklies and tri-weeklies. The rural districts are, therefore, fairly well covered. Halifax has two morning and three evening papers. They are the worst abused newspapers in Canada. Yet, for their limited field, they are up with the general run. In some respects they are ahead of the average Canadian newspaper. When I make this statement I have in my mind's eye The Morning Herald. On February 11, The Mail, the evening edition of The Herald, published a 24-page edition, the special matter and illustrations being descriptive of the Roman Catholic church and institutions in the city. The Herald has installed its own electric light plant. All the machinery is run by gas. The press now in use is the one formerly used by the old Toronto Empire. But the management, finding the stereotyping system inconvenient, is now putting in a new Cox Duplex angle bar press, direct from the makers, The Duplex Printing Co., Battle Creek, Mich. This press will print the eight pages of The Herald or Mail at one time and from the type. The Herald has three Mergenthaler typesetting machines in use, and is putting in three more. That office is as up-to-date as any in Canada.

But The Herald's enterprise is of recent date. A year or so ago it was running along in the quiet rut of Halifax newspaper groove. Suddenly, the change came. Mr. William Dennis, who had served the paper for over 20 years in the capacity of news editor, became managing-director. He put in the machines, the presses, and new life generally. The jump from news editor to managing-director may seem a curious one, and that it should be so successful may seem even more so. But, then, newspapermen are not made in the same fashion in Halifax as in other cities. For instance, the Halifax papers have no regular telegraph, city, or financial editors, or proof-readers. All that is done by the news editor. In addition, he has to report meetings. If anything of importance happens, he has to write it up. He has to see that the local department of his paper is kept up, and, at the same time, that nothing of a provincial or foreign nature escapes. At times, he is called upon to write the editorial, and not unfrequently he is detailed to solicit advertising. The result is that, after a few years' experience, he has a complete knowledge of every department of newspaper work. That is why News Editor Dennis is a success as Managing-Director Dennis.

Since Hon. David Laird removed to Winnipeg, The Charlottetown Daily Patriot has been edited by Fred Nash, formerly news editor. The paper shows marked improvement.

The Shelburne Budget, eight pages, weekly, has decided to issue four pages tri-weekly.

The Truro Headlight is on the suspended list just now, but the publisher promises to resume in an improved form.

Albert Dennis is now publisher of The Guysboro Gazette. The paper is printed in New Glasgow.

The Arichat Record has been enlarged to eight pages, six of which are ready-print.

The Halifax Morning Chronicle will soon put in typesetting machines and a fast press.

The proprietors of The Acadian Recorder, Halifax, an evening daily, have purchased a valuable site, and will erect large offices in the Spring.

The News is the name of an eight-page weekly published by The Halifax Typographical Union, started, maintained and circulated free during the strike with The Herald. It will be continued at 2c. per copy. It will be devoted to labor matters. The Herald won the strike, after a battle of several months, and is now an open office. The office had been union for many years. A stereotyper was discharged, and the union demanded his reinstatement. The management refused, and the men, 19 in all, went on strike. Non-union labor was soon found, and the office was declared non-union. A compromise was reached the other day by the management employing three of the strikers and changing the term "non-union" to "open."
T.

Halifax, N.S., February 15, 1899.

The weekly press of Nova Scotia loses one of its brightest lights by the sudden death of John A. Woodworth, which occurred on Sunday, January 28. For the past 10 years, Mr. Woodworth had been editor and publisher of The Windsor, N.S., Tribune. He had gained a more than local reputation as a forcible, yet scholarly, writer, and the editorials which appeared in his paper were of a higher standard than one usually sees in a local weekly. He was a widely-read man, and knew thoroughly the works of all the foremost writers of the century. He was an ardent admirer of Kipling, and he had adopted the following from "L'Envoi," that masterpiece which completes "The Seven Seas":

"He shall paint the thing as he sees it
For the God of the things as they are"

as his editorial motto—surely an appropriate motto for a journalist.

Mr. Woodworth had the esteem and confidence of his fellow citizens to a marked degree. His funeral, which took place on January 30, was largely attended by the leading business and professional men of Windsor and the vicinity. The members of Mr. Woodworth's family surviving are his widow, a daughter and two sons.

John Motz, who, after nearly 40 years' connection with The Berlin Journal, has handed the paper over to his son and the son of his late partner, Herman Rittinger, was entertained by the press and public of Berlin to a banquet January 31. It was a deserved tribute to a modest, worthy man.

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.

EASTERN TOWNSHIPS ASSOCIATION.

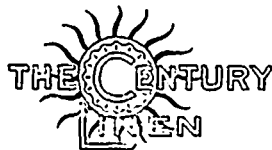
THE newspapermen, of the Eastern Townships, held their annual meeting in Magog, on January 17. Like other gatherings of the Townships' journalists, it was an enjoyable day's outing for the members as well as a business meeting. Among those present were: Messrs. L. S. Channell, president; E. S. Stevens, secretary; W. E. Jones, W. A. Morehouse, A. L. Lance, Corey, White, Wilcox, C. H. Parmelee, M.P., I. A. Belanger, H. Logie, Chagnon, J. C. Holland, and E. H. Smith. Some routine business was transacted, and a report from a special committee, who interviewed the railways relative to the eligibility of those entitled to railway privileges, was read. The line has been more closely drawn by the roads which will debar some from receiving the privileges formerly granted.

The principal item discussed was the annual excursion of the association. The meeting decided to go to Muskoka Lake district, provided arrangements of a satisfactory nature could be made with the railway. A special committee waited upon Mr. Bell, the Grand Trunk assistant general passenger agent, who laid the matter before the company, and in his reply stated what the company were willing to do. The terms offered were satisfactory, and it was decided to complete arrangements for the trip on June 16, to extend over about ten days.

The other features of the day's programme included a visit to the local manufactories, the fish hatchery and other interesting places. In the evening, the members were entertained at a banquet in the Park House. Mayor Chalmers presided, and about seventy sat down. The toast list included: "The Queen," "The Dominion of Canada," "The Eastern Townships Press Association," and "The Ladies."

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sample-book to anyone who is not already offering these goods to his customers.

POWER USERS.

Art newspapermen should secure a copy of The Northey Manufacturing Co's new booklet describing the "Northey" gasoline engine. It gives in readable form a short pithy description of the uses of a gasoline engine. It is handsomely illustrated and the testimonials printed show what the users think of it. The booklet will be sent free to all who write for it. State your power requirements. Address, The Northey Manufacturing Co., Limited, 1007 King street subway, Toronto.

SAMPLE-BOOK.

Buntin, Gillies & Co., Hamilton, have a new sample-book of their "Victor" covers. The front is strikingly printed in three colors, the work having been done at The University Press, Cambridge, Mass., which is now under the supervision of Will Bradley. Every office should have a sample of these covers, which are noted for their strength and folding qualities. Six colors can be had, size 20 x 25, 60 lb., at \$9 per ream.

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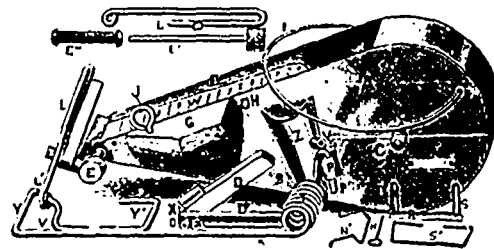


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The E. B. EDDY CO., Limited

Hull, Montreal, Toronto.

Paper and Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

MONTREAL AND TORONTO, FEBRUARY, 1899.

A BAD BARGAIN FOR CANADIANS.

WRITING to The Toronto Globe in reference to the report that The International Paper Co. have been making contracts with Canadian jobbers for the delivery at the company's option in the United States of 500,000 tons of Canadian pulp wood at present prices, "Logs" has the following pungent criticism to offer:

"Figured on the basis of \$2 per ton, the value aggregates \$1,000,000, and as the contemplated tax or export duty has been put at \$2 per ton the contract is a protection equal to the price. In other words, it is hard to say what the Canadian exporter would get for his timber. It looks as if he would provide the stuff, pay the tax, also the freight, and get \$2 a ton for his trouble. No wonder a New York financial paper characterizes these contracts now being made as 'that wide-awake management prevailing in paper trust affairs.'

"The readers of Puck will remember the Shakespearean motto which that youthful observer is credited with giving utterance to, 'What fools these mortals be.' With a slight change the motto might be made to apply to our spruce cutters and jobbers. For a mere pittance they stand in their own and country's light, strengthen the greed of the Wall street monopolist, and retard the growth of a genuine Canadian paper making industry. Of course, in a way, no blame can be attached to them. I am persuaded that ignorance of the industrial conditions is at the bottom of a good deal of the accustomed sacrifice of our interests. If pulp wood be worth \$2 per ton to the Yankee, it should be worth more to the Canadian manufacturer. With an export duty of \$2 it would be worth more and the Americans would have to pay the price or shut up their mills. I write this to warn our people against making any \$2 per ton contracts for delivery to American mills, as so far as I can see they would be providing the timber for nothing unless such contracts were decided to be void, or provision were made by Act of Parliament whereby they might be considered voidable."

ANOTHER COMBINE.

A Holyoke, Mass., despatch says: "Holyoke manufacturers are the promoters of another paper mill combination that may shut out the big \$40,000,000 pool engineered by Dean & Sibley, of Providence. It is proposed to take in about 30 writing-paper manufacturers in the east. The western mills will be barred out. A number of local millmen have been

interviewed by the projectors, and it is given out that they are better pleased with the offer than with that of Dean & Sibley. The plan is to carry on an extensive foreign trade. This would relieve the surplus which is at present so large as to cause many of the plants to run on short schedule. The capital stock will be about half that suggested by the Providence promoters.

NIAGARA FALLS POWER.

FROM the reply given by Attorney-General Hardy, to a question by Mr. German, one of his supporters in the Legislature recently, it is apparent that the Government will enforce the terms of the agreement with the Canadian Niagara Falls Power Co. for the development of power on the Canadian side of the Niagara river. The matter is one upon which a great deal of feeling exists. The company has, it is true, paid the Niagara Falls Park Commissioners \$25,000 a year, for some years, for the franchise they hold, but practically there has been no effort to develop power for commercial purposes. It has been most exasperating to the people on the Canadian side to see the city on the other side of the river grow with astonishing rapidity, as a result largely of the operations of the power company, which has, apparently, deliberately held back the development of a much larger power on the Canadian side, in order to develop their own interests on the American side. It is all very well for the power company to say there is no demand for power on the Canadian side. Neither was there on the American side when they commenced operations, by obtaining the power franchise and securing possession of a large tract of land on which to locate factories which desired to locate near cheap power. Had the same energy been displayed on the Canadian side there would assuredly have been a corresponding development. If the company does not desire to go on with the work on this side of the line, another company will, without a doubt, be ready to take hold of the work and push it. The Government will have the support of the Province in demanding the fulfilment to the letter of the contract. A later report is to the effect that the company, seeing that the Government is determined, will commence work at once in an effort to develop 10,000 horse-power before November 1 next, in order to save forfeiture of its charter, and that it has asked to be allowed to change the site of the power-house, with a view to expedite the work by shortening the intake cut and also the tunnel forming the tail race.

NOTES OF THE TRADE.

THE MILLER BROS. COMPANY are seeking incorporation to take over the paper mill at Glen Miller, Ont., and carry on business in the manufacture of pulp, paper, etc., with a capital of \$200,000. The applicants are: Walter T. Miller, Montreal; Walter S. Miller, Glen Miller; George Hyde, Montreal; Catherine I. B. Miller, wife of Walter S. Miller, and Jas. R. Waiker, Westmount.

The town council of Sturgeon Fall have almost unanimously voted the bonus to the pulp company.

Mr. Geo. E. Hall, formerly of the Rogers mill, Ausable Falls, N.Y., has been appointed traveling superintendent of The International Paper Co.'s mills.

The Restigouche Enterprise is authority for the statement that T. D. Adams intends to erect a 30-ton pulp mill at Bathurst, N.B., to cost about \$200,000.

The one-third of the capital required for the erection of the Cushing pulp mill in St. John, N.B., which local capitalists were asked to provide, has all been subscribed.

The contract for supplying the Ontario Government with paper for printing for the next five years has been awarded to The Riordan Paper Mills Co., of Merritton.

During the week ending January 10, 520 bales of wood pulp were received in New York from Copenhagen. 270 bales were also imported from Rotterdam during the same period.

A New York company is seeking a bonus from Calais, St. Stephen, and other St. Croix towns, in New Brunswick, for the establishment of a big pulp plant on the St. Croix river.

Among the projected pulp mills are the following: Grenville, Que.; Farm Lake, N.S.; Bare St. Paul, Que., Alma Island, Que.; Gatineau Valley, near Ottawa; Seven Islands, Que., and Newfoundland.

The Occidental Syndicate, which owns the Sturgeon Falls pulp property and holds a concession from the Ontario Government of spruce lands on Lake Nipissing, has sent a sample shipment of pulp to England.

Mr. C. J. Smart, Queen Victoria street, London, E.C., general-manager of The International Paper Co. in Britain, has also been given charge of the interests of The Laurentide Pulp Co., Limited, in that field.

During the first week of this year 2,162 packages of paper, 18 packages of stationery, 15 cases of books, 28 bales of paper bags and 2 cases of paper boxes, were exported from New York for the British West Indies. There seems to be a field for the Canadian trade in these islands.

The Laurentide Pulp and Paper Company has 800,000 logs of pulp wood, equivalent to 80,000,000 feet of lumber, assembled in one spot; 1,400 men employed in its own timber limits; 800 hands at the mill, and pays annually to the Provincial Government \$52,000 in stumpage dues.

The Norwegian Wood Pulp Association, which held its annual meeting at Christina recently, decided, in view of the report of their representative who visited the United States and Canada, there is no reason for selling their pulp at prices below the figures quoted in October last.

The new tariff on pulp wood which the Canadian Pacific railway put into effect to the Suspension Bridge on January 10, in connection with the Toronto, Hamilton and Buffalo railway

and the Michigan Central, is as follows: From Laurel to Owen Sound, 8c. per 100 lb.; Indian River to Central Ontario Junction, 8c.; Ivanhoe to Sheffield, 8c.; Kaladar to Mountain Grove, 8c.; Sharbot Lake to Maberly, 9c. The minimum weight per carload will be 30,000 lb.

The Stora Kopparberg Company, of Falun, which utilizes the immense water-power at Domnarfvet, in the Province of Dalecarlia, southern Sweden, for its Bessemer steel works there, has just started the largest paper mill in Europe. The mill begins with an output of 100 tons daily.

The project for forming a combine of the writing paper mills is progressing slowly, but the promoters are clinging tenaciously to their work. Their difficulty lies in the existence of about 125 mills which will have to be reckoned with in any attempt to increase prices. In the event of such a move there is danger that the book mills would change their engines and run on writing.

The Quebec Chronicle of Dec. 14 was printed on the first "news" turned out by the new mills of The Laurentide Pulp Co., Limited, at Grand Mere, Que. The daily output of these mills are: 40 tons paper, 100 tons dry pulp, 35 tons of cardboard, and 50 tons sulphite pulp. Fifty tons of coal and 10 tons of limestone, 15 tons of general goods, and 200 cords of wood are consumed each day by the mills. Two million dollars have been invested in the industry, and about a thousand hands are employed, and the population of Grand Mere has increased by about 2,000 during the year.

The Bedford Electric Company, Limited, of Halifax, N.S., of which Messrs. Murdoch Chisholm, W. E. Crowe, M. E. Keefe, Robert O'Mullin, A. E. Souls and E. T. Freeman, of Halifax, are directors, has issued its prospectus. The capital stock is placed at \$250,000. In addition to carrying out other extensive works, the company has in view the establishment of a pulp mill at St. Margaret's Bay, where there is available 2,350 horse-power. The company claims to have secured, in connection with its water privileges, about 20,000 acres of spruce forests, averaging not less than 30 cords of wood to the acre. The cost of manufacturing one ton of pulp is given at \$27.25, while, in England, pulp is worth from \$35 to \$55 per ton.

A syndicate of Boston capitalists has been incorporated under the name of The New Brunswick and Victoria Pulp Company, to operate at Andover and Perth, N.B., on opposite sides of the St. John river, seven miles from Fort Fairfield. The company has Mr. Mills, a civil engineer, of Andover, at work making the surveys. They intend to build a dam at Indian Point, about one mile above Andover, at a cost of \$10,000, and operate an electric light plant in Perth and Andover, after which a pulp mill is to be put up. The horse-power at Indian Point is estimated at 30,000. The Tobique Narrows is, of itself, almost a natural dam, for the ledge of solid rock on each side runs from 60 to 75 feet, and leaves only a small opening or passage for the water to pass through, thereby forming almost a natural dam, which will save the company considerable expense.

The paper mills on the American side of the Niagara frontier are finding some little difficulty in satisfactorily solving the problem of pulp wood supply just now. When the G.T.R. increased the freight rates they felt independent, expecting to be able to get their wood across the lake from Canada to Charlotte and thence by rail. Experience, however, has shown this route

to be too costly. The next move contemplated is to have the wood brought by water to Thorold, Ont., and stored at no expense on the Dominion Government vacant lands there until wanted. From there to Niagara Falls is but a short run via the Niagara Central railway, which is to be converted into an electric road and is negotiating for a crossing to the United States side by the lower deck of the new G.T.R. bridge. There is a doubt, however, whether the G.T.R. will consent to the Niagara Central hauling freight across the bridge at lower rates than the company has fixed.

Richard Rankine, who was secretary-treasurer of the Niagara Falls Paper Co., has been appointed secretary of the Commissioners of the State Reservation of Niagara.

The competition from the foreign mills does not appear to materially affect the prosperity of the British paper mills. The Star Mills, one of the largest news mills in Great Britain, declared a dividend of 10 per cent. a few days ago.

Recognizing the growing market in South Africa, British paper manufacturers are striving to increase their exports to that country. One of the largest firms has formed an "African Branch, Limited," for the purpose of developing the trade.

Alexander Floody, an employe of The Remington Mills, at Glen Park, who ran a nail into his foot three months since, and whose life was despaired of for a time, in consequence of blood poisoning, is now back at his home in Kingston, Ont., recovered of his hurt.

Among the resolutions to be discussed at the meeting of the Association of Chambers of Commerce at London, next month, is one asking that arrangements be made so that there will be no differential duties upon British manufactures and goods in the Philippines, Porto Rico, or Cuba.

It has been discovered that large quantities of wood pulp are to be found floating down the river at Lewiston, Me. And one enthusiast has evolved a scheme for draining the river and collecting the floating pulp by means of a filter and utilizing it for making boards for building houses.

The ladies having discovered that the felts used on paper machines are made of the finest wool and are frequently changed have utilized them, when dyed, for making cloaks. There is a sharp demand for them, the felts being spoken for days before they are taken off the machines.—Bangor, Me., News.

The European Exporters' Association is taking an interest in the proposed pulp company at Parrsboro, N.S., and Mr. Allison, who has been actively engaged in the work of promotion, is hopeful that all the capital required will be forthcoming in Canada. Already a number of capitalists have expressed their readiness to put \$10,000 each into the industry.

The latest use for paper, according to a German technical paper, is for the production of bath robes. The material used for this purpose is somewhat thick, and resembles common blotting paper. The bath robes made of this material cling to the body immediately after being put on, and, as the paper takes up the moisture very eagerly, the drying of the body takes place very rapidly. Furthermore, the paper is a bad conductor of heat, and, as such, it acts as a protection against quick changes of the temperature, preventing the wearer from catching cold. Slippers and hoods are also made of the same material.

The total number of English paper mills is 225, as against 222 a year ago. The number of mills and also of firms, however, have actually decreased since 1894, and also the number

of vats; but there has been a small increase in the number of machines. The number of mills making machine-made writing paper is the same as last year, while there has been a decrease in the hand-made paper products. The makers of paper for printing have increased in England. In Scotland there are 60 mills in all, as against 61 a year ago, and 54 firms as against 55. A decided improvement in the Irish branch of the trade is reported.

MACHINERY IN CANADA.

The idea of making paper and pulp machinery free of duty in Canada is not advocated by the manufacturers now established in the paper and pulp making business, but originates with the free traders and the ardent believers in the possibilities of Canada's pulp wood resources. It is not the existing paper industry in Canada, but the friends of national progress, who urge it. Existing manufacturers having their own plant in fairly good condition, are not anxious to cause an increase of competition. They, therefore, have no motive for pressing for free machinery. Indeed, so long as dutiable machinery operates as a check to other manufacturers going into the industry on that side of the line, the proprietors of the present paper mills will be content to see the duty remain on.—Paper Mill, New York.

A LARGE NEWS MILL.

The Great Northern Paper Company, with a capital stock of \$4,000,000, all of which has been subscribed by leading capitalists in New York and Boston, will begin immediately the construction of mills on the Penobscot river, in Maine, with a capacity of 250 tons of news paper per day. They have purchased about 260,000 acres of timber lands, situated along the Penobscot river and the lakes tributary thereto, and a water-power ample at all times for the operation of these mills. The product of the mills will be sold by the New York and Pennsylvania Company. Among the larger contributors to the capital stock of the Great Northern Paper Company are: Col. Oliver H. Payne, Col. Augustus G. Paine, Meylet M. Armstrong, Augustus G. Paine, jr., Walter S. Gurnee, John G. Moore and Grant B. Schley, of the banking firm of Moore & Schley, all of New York; and Garrett Schenck, Edward H. Haskell and the Messrs. Ames, of Boston. The mill will run in opposition to The International Paper Co.

THE TRUST GROWING.

The International Paper Co. have just concluded the purchase of a number of paper and pulp mills in New York and New England which will materially increase the total output of the company. The companies from which the mills were purchased were:

Moashead Co., Solon, Me., pulp mill, 50 tons capacity.

Olcott Falls Co., Wilder, Vt., paper mill, 50 tons; pulp mill, 60 tons.

Remington Paper Co., Watertown, N.Y., paper mill, 28 tons; pulp mill, 45 tons; sulphite mill, 18 tons.

C. R. Remington & Son Co., Watertown, N.Y., paper mill, 58 tons; pulp mill, 25 tons.

H. Remington & Son Co., Black River, N.Y., pulp mill, 20 tons.

The management of the International Co. is also in negotiation with the owners of still other mills which they contemplate bringing within the fold.

OCEAN TRANSPORTATION.

MR. F. H. Clergue, president of the Sault Ste. Marie Pulp and Paper Co., has taken the initiative in bringing before the Dominion Government the needs of better facilities for ocean transportation at the Canadian ports, in order that the handicap to which the Canadian pulp and paper mills now have to submit, may be removed. The pulpmakers especially are deeply interested in the matter, and united action on their part in this most important matter would probably result beneficially to their interests. Mr. Clergue's letter is as follows: "I inclose a copy of a letter received from Mr. John J. Corbett, foreign freight agent, from which you will learn that, on account of the impossibility of obtaining freight room for our pulp from Montreal, we are obliged to fill our foreign orders by shipment from Baltimore, Philadelphia, and New York. The output of our mill No. 1 is 1,000 tons daily; mill No. 2, which will be ready to start up in January, has an equal capacity. I need not point out to you the fact that this business, equal to fifteen or twenty cars daily, is of too great magnitude to leave transportation subject to the changes of the present inadequate facilities offered by the Canadian trans-Atlantic lines. Canadian railways in the proportion of their mileage to their traffic are giving their patrons better facilities and lower rates than any other railways in the world. With such internal facilities and such magnificent and varied resources as the rest of the world are just discovering to exist here, the one essential thing lacking to promote progress in Canada in all lines of development is better means of international communication by sea from Canadian ports. Modern freight carriers of large capacity and economical operation should be provided, in order that the shipowner may be able profitably to carry freight at the rates of American ports. I beg of you to consider if anything can be done, either by exciting the livelier interest of the Government or otherwise, to improve these conditions. Let us not delay. In the special industry in which I am engaged, several million dollars can be brought into Canada, and several thousand operatives permanently employed, if the product can be exported all the year around at the ocean rates prevailing at American ports. At a rate one-quarter to one-half higher than that paid to reach the same market by their American competitors, who have without let or hindrance obtained their pulp wood from Canadian forests, the impossibility of our competition is apparent."

CANADIAN PULP A FACTOR.

Paper and Pulp, London, Eng., in a review of the British market conditions for 1898, says: "Although, during the past year, pulp and paper manufacturers may have had some cause for grumbling at the state of trade, yet, on the whole, 1898 has been a fairly prosperous year for both. It is true that the imports of paper have increased and the exports decreased, but on the other hand it is quite evident that the production is increasing considerably, which may compensate to a certain extent for the low prices ruling. The high prices obtained in 1897 for wood pulps were not maintained during 1898, and in chemical pulps there has been a fall in the price of from 10 to 15s. per ton. This has been partly caused by large shipments from the United States and Canada, some of which were sold at exceedingly low prices. The fact that a number of new mills were either being built or projected had also something to do with the low prices, but

some of these schemes have been abandoned in the meantime, and most of the new Scandinavian mills will not start working till Spring. The development of the pulp trade in Canada has also been a factor to be reckoned with in the pulp market, and the number of pulp schemes financed by British capital is significant. Of these schemes we may mention The St. John Sulphite Pulp Co., The Dominion Pulp Co., The Cushing Sulphite Pulp Co., The Sturgeon Falls Pulp Co., The British Columbia Pulp and Paper Mills Co. In mechanical pulp, the fall in price was not so marked, although lower prices prevailed than in 1897."

PROGRESS IN QUEBEC.

Hon. S. U. Parent, Commissioner of Lands, Forests and Fisheries for the Province of Quebec, in his annual report, enlarges upon the great progress made in the development of the timber resources of the Province, the revenue of which increased from \$377,779 in 1868 to \$1,087,042 in 1898. The value of the timber has also materially increased, the average price received for spruce limbus in Saguenay and St. John districts in 1898 having been \$24.77 per mile, whereas in 1868 the best limits only brought \$12.84 per mile. Speaking of the future, Mr. Parent says:

"New horizons have been opened up, and the demands created by the manufacture of pulp and one of its derivatives, paper, give value to-day to woods that were formerly regarded as of very secondary worth. Consequently, this question of the development of the pulp industry interests us in the highest degree, as it transforms our spruce forests, whose unworked extent is immense, into a real treasure. It is, therefore, our duty to aid its development as much as possible, and to scrupulously watch over the protection of those forests, which will constitute for us a constant source of revenue, while their working in this new form will contribute materially to the growth and prosperity of our population"

UNITED STATES MARKETS.

NEW YORK, Feb. 11.—The market in the paper trade is featureless, with continued antagonism to the news combination and a tendency to cut prices by outsiders.

WOOD PULP.—Market fair, price about \$12 f.o.b. at the mill.

WOOD FIBRE.—No change in foreign and domestic sulphite. Foreign sulphite, bleached, No. 1, 3 15 to 3.50c; bleached soda and soda sulphite fibre, 2.70 to 3c, according to grade; unbleached, 1.90 to 2.15c; domestic sulphite, unbleached, regular grades, is quoted at 1.70 to 1.85c; selected quality, 2 to 2.35c; domestic soda, bleached, 1.70 to 1.90c; delivered.

CHEMICALS.—There was more inquiry for bleaching powder, but the sales ran small, the prices being from \$1.40 to \$1.62 3/4, and from \$1.30 to \$1.40, according to quantity and quality; sales of alkali aggregated 4,000 tons and the prices were 55c, f.o.b., shipment, and 60 to 75c. spot; caustic soda, \$1.40 f.o.b. at works for large, and \$1.45 to \$1.75 for small lots.

A PAPER BAG TRUST.

The Union Bag and Paper Co. is the title of a trust which Moore Bros., of Chicago, are organizing for the purpose of controlling 90 per cent. of the paper bag business of the United States. The capitalization of the company is \$27,000,000, with the common stock slightly in excess of the preferred, the control of patents for the manufacture of paper bags being the principal object of the company.

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*In calling the attention of Customers and Friends to our
Removal from the Old Stand, we desire to express our
Sincere Gratitude for their previous Liberal Patronage*

18 POINT

Circular Font 9 A 24. \$6.00
Card Font 5 A 12. \$3.50

*The New Store will be inaugurated with a Program Job in every
Department. We have spared neither money nor labor to make this
the Greatest Opening in the History of the City, and we hope that our
Patrons will appreciate our motto: Large Jobs and Small Profits*

12 POINT

Circular Font 10 A 32. \$5.00
Card Font 6 A 16. \$3.00

*Some time ago we mentioned that our French Type Assortment comprised but a single set of
a City Size Type, but it is now made of a large number of different Sizes. These
Types were used in summing up the various statistics and as we anticipated they
would be the Public Enemy. While looking over the French Type, you will, especially as
you see these Rich and Common, naturally have the advantage of our Store*

1,277,557,990

TORONTO TYPE FOUNDRY COMPANY, Limited, 44 Bay Street, Toronto, General Agents for Canada.

BRANCHES at Halifax, Montreal, Winnipeg, Vancouver.

REGAL ITALIC

30 POINT

1A 8a \$1.00

HIRE *Domestics*

30 POINT

5A 10a \$0.75

Emblematic *CORDS*

24 POINT

6A 13a \$5.25

ACHIEVEMENT
Meritorious Instruction

18 POINT

7A 14a \$1.50

MONROE DOCTRINE
Historic Document Published

14 POINT

9A 16a \$1.20

LEARNED EDUCATORS
Conclusive Academical Examination

12 POINT

12A 24a \$1.00

10 POINT

14A 28a \$3.50

GYMNASIUM
Masculine Exerciser **ORGANIZATION**
Universal Peace Societies

8 POINT

16A 36a \$3.00

SURGICAL RECORDS
Scientific Theories Examined **INFORMATION BUREAU**
Valuable Services Rendered Citizens
1234567890 1234567890

COPPERPLATE ROMAN

10 POINT

20A \$0.00

MORNING EXERCISE REQUIRED
DR GUREMUP RESIDES AT NO 86 FIRST ST

8 POINT

25A \$2.75

EXPERIENCED MUSICAL INSTRUCTOR
VIOLINCELLO SEASON OPENS NOVEMBER 21ST, 1899

NOTE THE
ENGRAVED
EFFECT

OUR GYMNASIUM
FOR CANADA
WINS TOTAL TITLE

OVER 1000
MEMBERS
WEDNESDAY AFTERNOON
AT HOME
NO 5111 NORTH ST

MR AND MRS FRANK ALLISON

WEDNESDAY AFTERNOON NO 5111 NORTH ST

6 POINT NO 1

30A \$1.25

AMERICAN MERCHANDISE COMPANY, NO 1579 MARKET ST
FASHIONABLE PARISIAN EMBROIDERY AND FABRICS OF SUPERIOR MERIT

6 POINT NO 2

60A \$1.75

6 POINT NO 3

60A \$1.75

MR AND MRS FRED AMORGHOVES
ESTABLISHING MATHEMATICAL HEADS **REARERS INVESTMENT COMPANY**
1234567890 ADDRESS 1011 AND 1013 CHURCH ST

TORONTO TYPE FOUNDRY COMPANY, Limited, 44 Bay Street, Toronto, General Agents for Canada.

BRANCHES at Halifax, Montreal, Winnipeg, Vancouver.

TOURNAINE OLD STYLE ITALIC

42 POINT

4 A No \$7.25

MUSTER!
Roxbury will
send its horse
guards to see
the Framing-
ham pleasure
grounds for a
brief vacation
this season as
customary 12

TOURNAINE OLD STYLE ITALIC

30 POINT

4 A No \$5.50

AMERICA!
For piano and
cornet, the best
tune on the list
Only 24 Cents

30 POINT

5 A 10a \$4.00

MARK DOWN
In prices of mining
sites and machines
for imitating eagles
and other birds. A
choice lot at \$3.65

TORONTO TYPE FOUNDRY COMPANY, Limited, 44 Bay Street, Toronto, General Agents for Canada.

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BRADLEY ITALIC

60 POINT

3 A 5a \$8.00

Sound Banker
Receive Drafts

48 POINT

3 A 7a \$7.25

Electrical Winder
Novel Time Clock

30 POINT

4 A 10a \$5.00

Monthly Reports Given
Lombard Insurance Co.

30 POINT

6 A 12a \$5.00

Quakers Welcome Visitors
Unique Patriotic Ceremony

BRADLEY ITALIC

24 POINT

6 A 18a \$4.50

**Fame and fortune never overtake
men in the day of their discontent**

18 POINT

6 A 28a \$4.00

**The perilous rush of Speculators and the
Adventuresome Miner to the Gold Fields
has been overshadowed by Greater Issues**

15 POINT

12 A 35a \$3.50

**Couched in tones of unmistakable patriotism, the
Declaration of Independence endowed the people
of the United States with privileges of the most
far-reaching importance to American citizenship**

12 POINT

14 A 40a \$3.25

**The Laws of Progression have marked the closing of the
Nineteenth Century as the Age of Wonders. With pros-
pects of still greater attainments in the near future, the
best-thinking minds have predicted revolutions in social
and political life that will astonish the most conservative**

10 POINT

14 A 45a \$3.00

8 POINT

16 A 48a \$3.75

**Pride and humility are rela-
tive terms. They suggest a
comparison of some sort with
an object higher or lower; and
the same mind may be proud
1234567890**

**Of two minds that possess equal
excellence, which is the noblest:
that which, however high the ex-
cellence attained by it, has some
nobler excellence in view; or that
which thinks only of those who
1234567890**

TORONTO TYPE-FOUNDRY COMPANY, Limited, 44 Bay Street, Toronto, General Agents for Canada.
BRANCHES at Halifax, Montreal, Winnipeg, Vancouver.

BINNER SERIES

30 POINT

MAGNIFICENT
Harbor and River View

6A 9a \$3.00

24 POINT

RADICAL CHANGES
During Presidential Election

8A 10a \$4.00

18 POINT

BRITISH NORTH AMERICA
Raising Numerous Valuable Equines
Thoroughly Acclimated

10A 16a \$4.00

12 POINT

GRAND HOLIDAY
Printers and Editorial
Fabricators

10A 20a \$3.25

16 POINT

TWILIGHT HUSH
Hence the Shadows' Growing
Unsurpassable

20A 26a \$3.00

8 POINT

WORCESTER CELEBRATION
Attended by Small Army from Ohio
and California, with Bright Bunting

23A 33a \$3.75

6 POINT

FACE OF LATE TYPOGRAPHY
Handsome, Durable and Comprehensive the
Fervor of its Reception Should be Unlimited

24A 38a \$3.50

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

BINNER SERIES

64 POINT

BEST NIGHT
Price Onions

4A 5a \$10.25

48 POINT

INDIAN MEAL
Flour and Flams

4A 5a \$7.75

30 POINT

COMIC SKETCH
With Lead Pencils
Not Traced

5A 8a \$5.50

TORONTO TYPE FOUNDRY COMPANY, Limited, 44 Bay Street, Toronto, General Agents for Canada.
BRANCHES at Halifax, Montreal, Winnipeg, Vancouver.

BINNER SERIES

72 POINT

4A 5a \$17.00

BRICK
Hue Golf
Shoes
CINDER
Path Road
Bicycle

60 POINT

4A 5a \$12.25

BINNER OPEN

72 POINT

4A 5a \$17.00

PERSON
BEN Hume
Canary BIRDS
SINGLE Harness
Morro Castle DISFIGURED
HUMOROUS
Clown's Answer
MARCH FOURTH
President United Sons
Veterans and Fighters
12345
67890\$

18 POINT

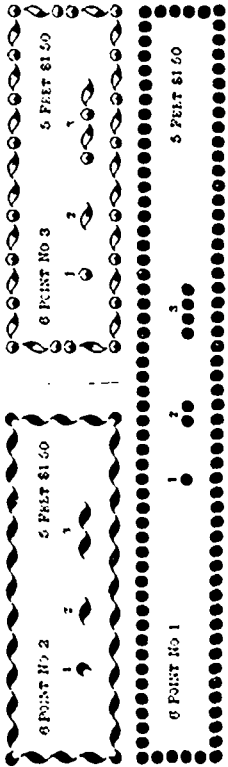
10A 16a \$4.00

12 POINT

15A 20a \$3.75

TORONTO TYPE FOUNDRY COMPANY, Limited, 44 Bay Street, Toronto, General Agents for Canada.
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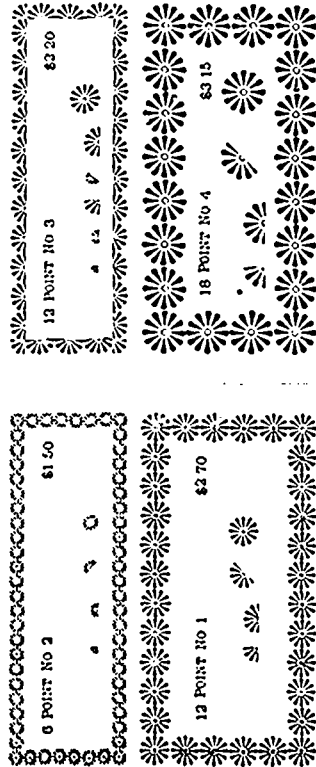
POINTER BORDERS



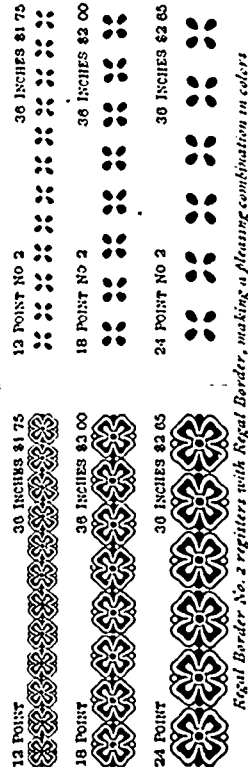
DARLING BORDERS



DAISY BORDERS



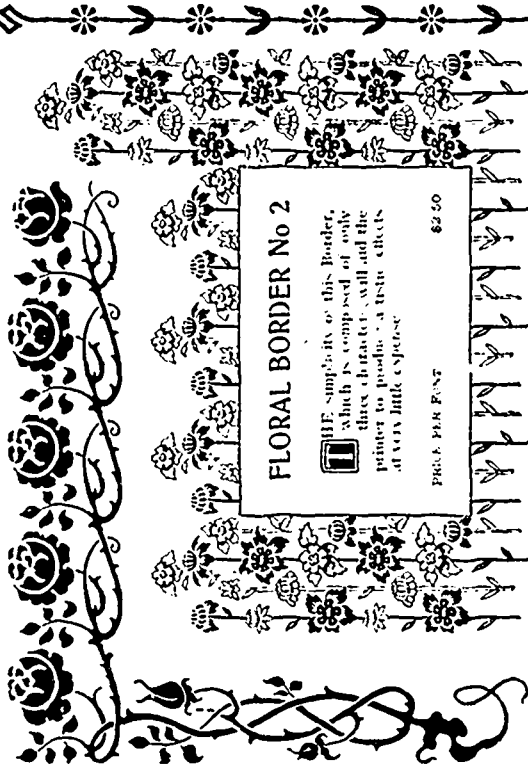
REGAL BORDERS



Regal Border No. 2 registers with Regal Border, making a pleasing combination in color.

BRIER BORDER

PER FOOT 18 INCHES \$2.00



FLORAL BORDER No 2

IHE simplicity of this Border, which is composed of only three characters, will aid the printer in producing a title check at very little expense.

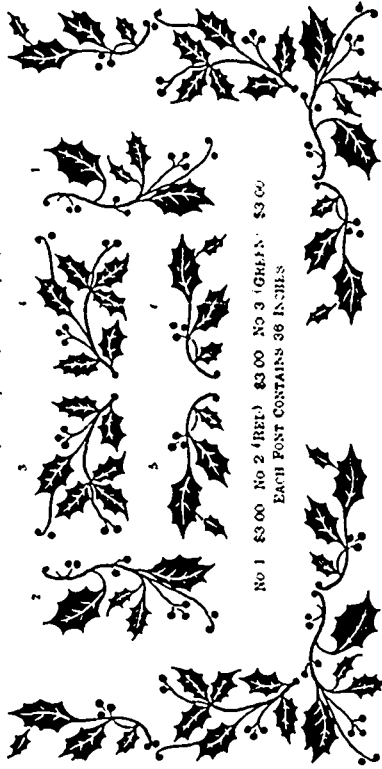
PRICE PER FOOT \$2.50

FLORAL BORDER No 1

PRICE PER FOOT \$1.50

HOLLY BORDER No 1

The No. 2 and 3 Borders, when worked in Red and Green respectively, will be of large profits to many, and are of beauty and for use of all.



No 1 \$3.00 No 2 (RED) \$3.00 No 3 (GREEN) \$3.00
EACH FOOT CONTAINS 36 INCHES

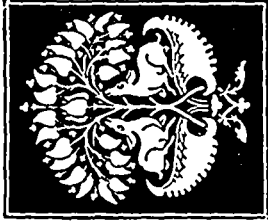
TORONTO TYPE FOUNDRY COMPANY, Limited, 44 Bay Street, Toronto, General Agents for Canada.

BRANCHES at Halifax, Montreal, Winnipeg, Vancouver.

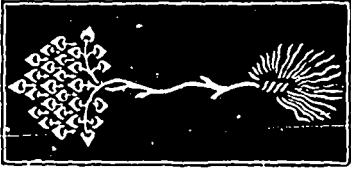
WAYSIDE EMBELLISHMENTS

Illustrated

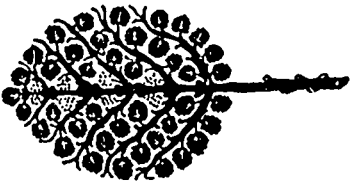
No. 1000A. 6x6 in.



No. 1001B. 6x6 in.



No. 1002. 6x6 in.



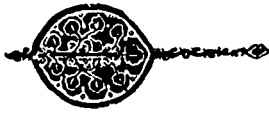
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No. 1004. 24 in.

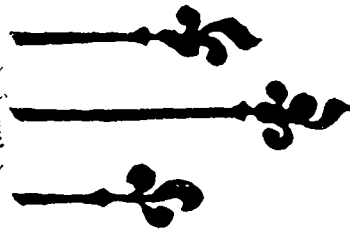


No. 1005. 24 in.



SCHIEFFER ORNAMENTS

PER SET \$1.00



EMPIRE ORNAMENTS

38 POINT

PER SET 75 CENTS



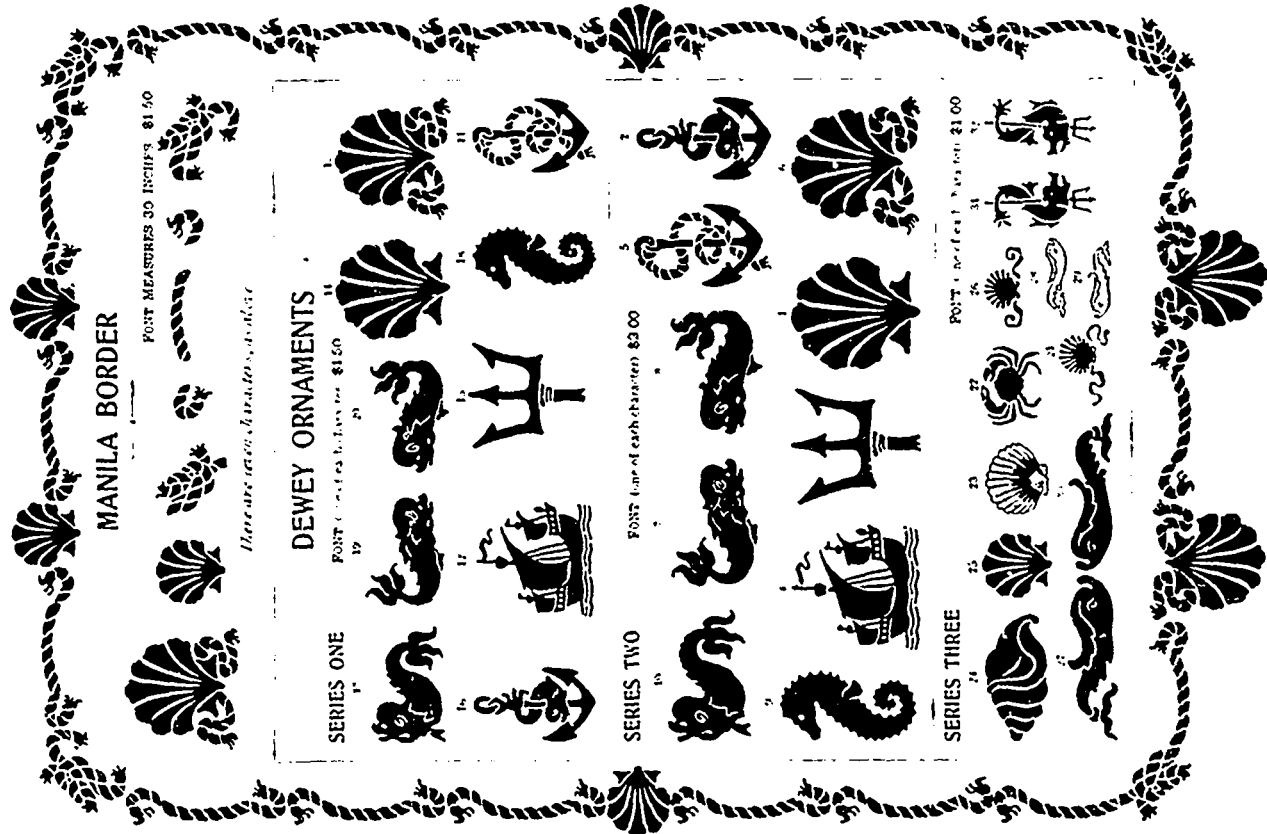
42 POINT

PER SET \$1.00



MANILA BORDER

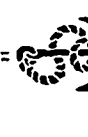
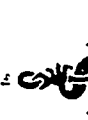
POST MEASURES 30 INCHES \$1.50



DEWEY ORNAMENTS

POST MEASURES 10x10 INCHES \$1.50

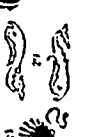
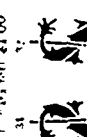
SERIES ONE



SERIES TWO



SERIES THREE



POST MEASURES 10x10 INCHES \$1.00

POST MEASURES OF EACH CHARACTER \$0.50

TORONTO TYPE FOUNDRY COMPANY, Limited,

General Agents for Canada,

Halifax, Montreal, Winnipeg, Vancouver.

44 Bay Street, Toronto.

Pages Missing