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PAPER TRADE JOURNAL

THE INTERNATIONAL WEEKLY OF THE PAPER AND PULP INDUSTRY
 ESTABLISHED IN 1872

Vol. LXXI. No. 16 NEW YORK AND CHICAGO, OCTOBER 14, 1920 Per Annum, \$4.00
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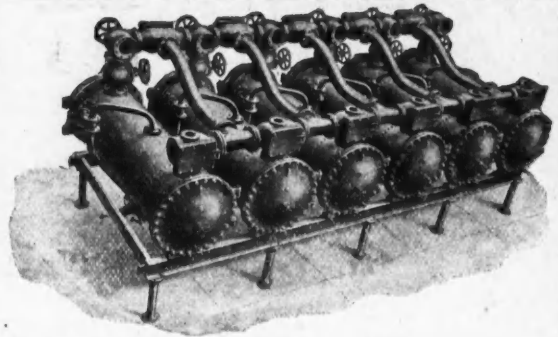
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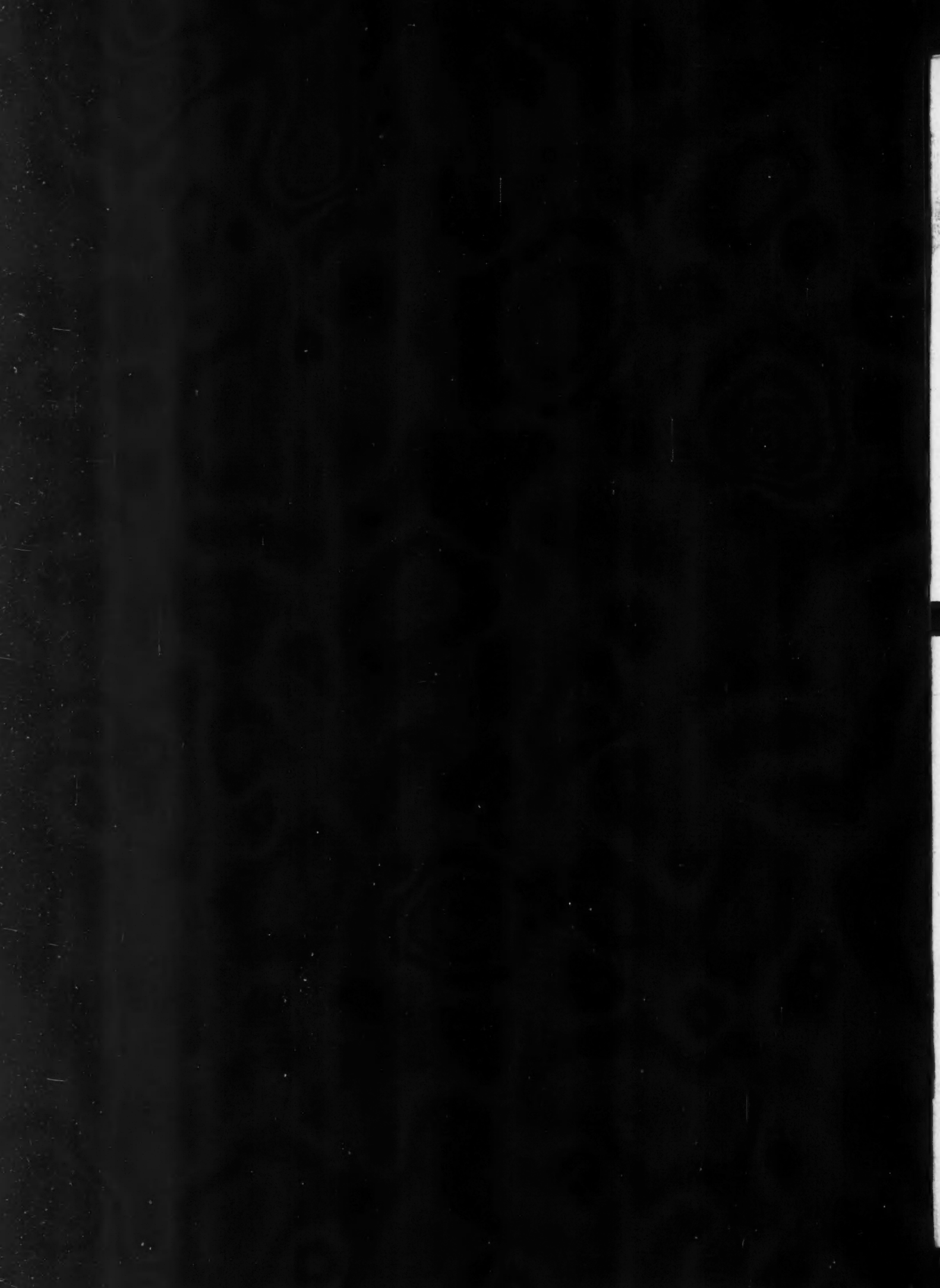


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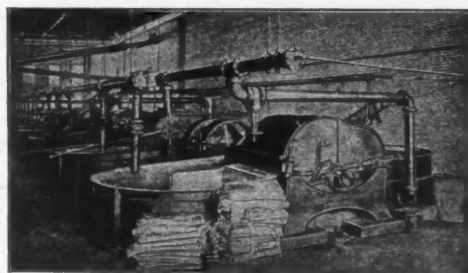


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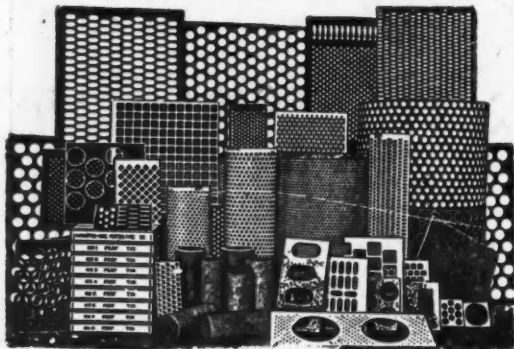
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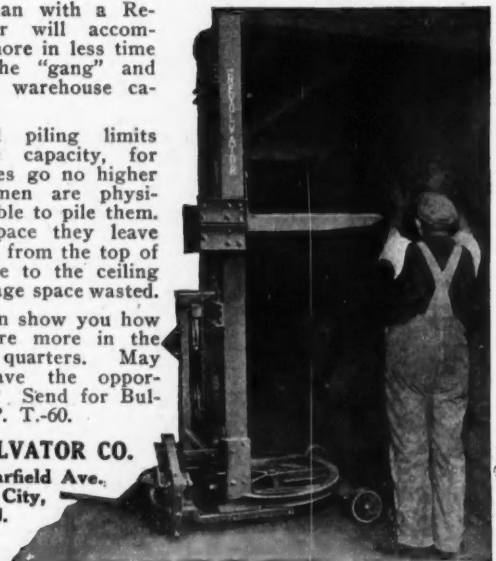
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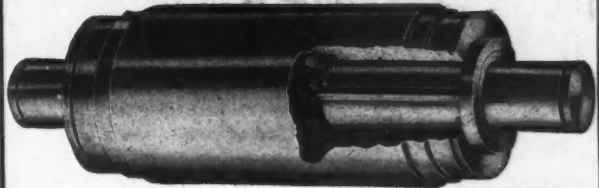
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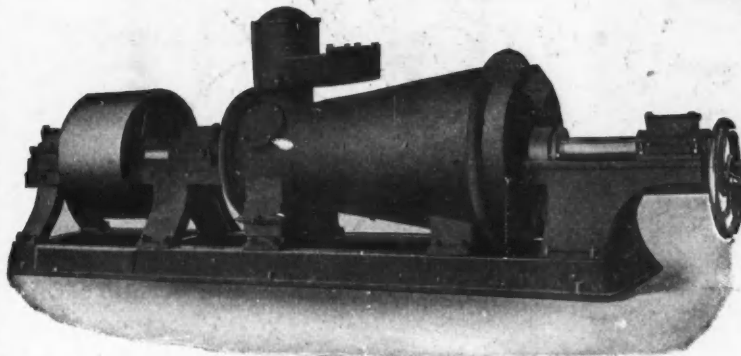
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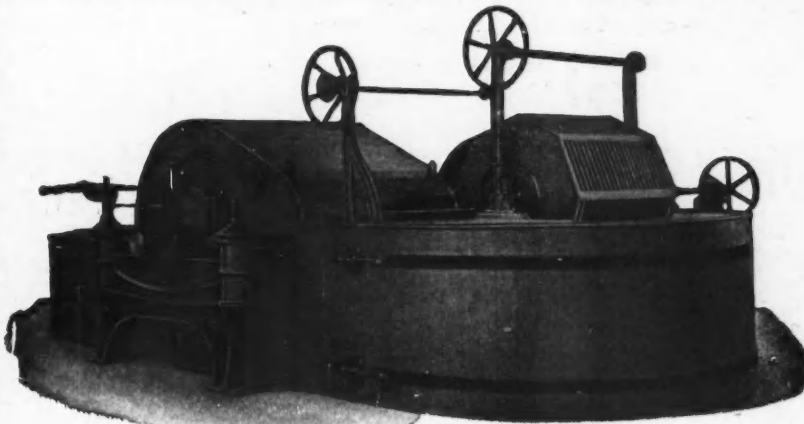
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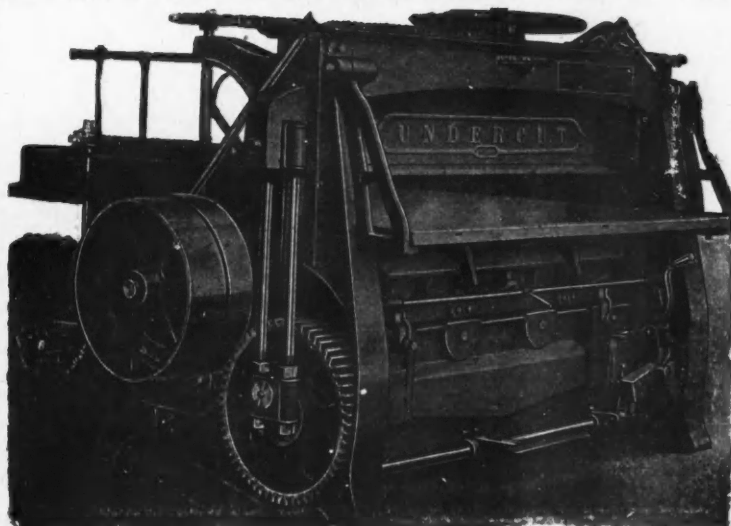
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PAPER TRADE JOURNAL

THE INTERNATIONAL WEEKLY OF THE PAPER AND PULP INDUSTRY

FORTY-NINTH YEAR

PUBLISHED EVERY THURSDAY BY THE
LOCKWOOD TRADE JOURNAL COMPANY, INC.

LESLIE R. PALMER, President

J. W. VAN GORDON, Vice-President

Telephones { 2380
2381 } Vanderbilt

10 EAST 39TH ST., N. Y., U. S. A.

Cable Address Catchow, New York

Western Publication Office—431 S. Dearborn Street, Chicago
New England Office—Room 46, 127 Federal Street, Boston

Washington Office—L. M. Lamm, 63 Home Life Bldg.
Western New England News Office—A. W. Anders, Holyoke
London Office—Stonhill & Gillis, 58 Shoe Lane

The PAPER TRADE JOURNAL is the pioneer publication in its field, and has for many years been the recognized Organ of the Paper and Pulp Industry. Its circulation is greater than the combined circulations of all other publications in the field. Entered at New York Post Office as second-class mail matter.

Terms of Subscription

UNITED STATES AND MEXICO.....Per year, \$4; 6 months, \$2; 3 months, \$1
CANADA AND FOREIGN COUNTRIES IN POSTAL UNION.....Per year, \$6
SINGLE COPIES10 cents

Other Publications of Lockwood Trade Journal Company, Inc.

AMERICAN STATIONER AND OFFICE OUTFITTER (Weekly).....Per year, \$3
LOCKWOOD'S DIRECTORY OF THE PAPER }
STATIONERY AND ALLIED TRADES (Annual) }.....Per copy, \$7

Vol. LXXI. No. 16

NEW YORK AND CHICAGO

Thursday, October 14, 1920

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PRODUCTION OF ALL PAPER FOR THE MONTH OF AUGUST

According to Tabulation Prepared by the Federal Trade Commission, Stock on Hand at Domestic Mills August 31 of News Print Equaled Slightly Less Than Six Days' Average Output—Book Paper Mill Stocks Equaled Slightly Less Than Eight Days' Average Output—Wrapping Paper Mill Stocks Equaled About Ten Days' Average Output—Paperboard Stocks Equaled Six Days' Output.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., October 11, 1920.—The attached tabulation is a summary of production, shipments and stocks of paper mills in the United States for the month of August, 1920, prepared by the Federal Trade Commission. This summary is compared with the month of August, 1919, and August, 1918, and the average production and stocks based upon the production and stocks for the years 1917, 1918, and 1919. The mills have been classified for convenience into ten groups according to the grades of paper made. Some mills making several grades appear in more than one group which causes duplication in the body of the tonnage tables in the number of mills.

The variation in the number of mills from one period to another is due in part to the fact that some mills do not run continuously on the same grade.

The stocks of paper carried by different mills depend not only upon the conditions of the market but also upon the kind of paper made, the trade customs, etc.

Tonnage Summary

Production, shipments and stocks of paper, by grades, for the month of August, 1920, compared with August, 1919, and August, 1918, and with average production and stocks.

Grade	No. of mills	Stocks on hand first of month	Production	Shipments	Stocks on hand end of month
News Print (Standard and Special Grades of News):					
August, 1920	86	22,022	128,818	126,129	24,711
August, 1919	73	28,225	113,413	116,054	25,584
August, 1918	65	24,912	113,731	116,970	21,673
Average	..	..	112,736	..	24,031
Standard News:					
August, 1920	69	19,127	117,356	114,546	21,937
August, 1919	53	23,325	101,875	103,817	21,383
August, 1918	50	18,635	102,566	104,694	16,507
Average	..	..	101,400	..	20,502
Book (M. F., S. S. C. and Coated):					
August, 1920	95	22,549	94,424	94,287	22,686
August, 1919	87	34,012	82,737	83,771	32,978
August, 1918	90	31,505	76,330	78,287	29,548
Average	..	..	74,984	..	31,666
Paperboard (Total) (Straw Fibre, Leather, Chip, etc.):					
August, 1920	251	39,097	215,633	216,425	38,305
August, 1919	250	57,560	189,782	194,478	52,864
August, 1918	236	40,238	178,725	179,788	39,175
Average	..	..	160,394	..	50,146
Boxboard:					
August, 1920	150	17,219	158,524	158,375	17,368
Wrapping (Kraft, Manila, Fibre, etc.):					
August, 1920	147	22,365	75,226	74,250	23,341
August, 1919	160	58,651	64,861	71,837	51,675
August, 1918	154	38,790	61,861	67,297	33,354
Average	..	..	60,294	..	49,560
Bag (all kinds):					
August, 1920	41	2,101	19,843	19,752	2,192
August, 1919	45	4,056	18,782	19,032	3,806
August, 1918	37	3,463	16,018	16,070	3,411
Average	..	..	13,260	..	3,818
Fine (Writing, Bonds, Ledgers, etc.):					
August, 1920	111	27,439	33,122	33,434	27,127
August, 1919	111	40,331	33,122	36,582	36,871
August, 1918	106	28,074	34,735	34,999	27,810
Average	..	..	28,236	..	34,567
Tissue (Toilet, Crepe, Fruit Wrappers, etc.):					
August, 1920	100	5,367	17,159	17,289	5,237

August, 1919	90	8,741	14,508	16,079	7,170
August, 1918	83	5,416	12,338	13,039	4,715
Average	..	..	11,986	..	6,895
Hanging (No. 2 Blank, Oatmeal, Tile, etc.):					
August, 1920	27	1,381	9,554	9,425	1,510
August, 1919	21	6,509	6,343	6,303	6,549
August, 1918	20	3,462	6,349	7,163	2,648
Average	..	..	6,838	..	4,410
Felts and Building (Roofing, Sheathing, etc.):					
August, 1920	52	12,523	31,961	33,365	11,119
August, 1919	52	8,574	28,071	29,804	6,851
August, 1918	46	4,986	25,637	22,894	8,729
Average	..	..	24,804	..	7,401
Other Grades (Specialties not otherwise classified):					
August, 1920	98	14,613	28,418	28,642	14,389
August, 1919	80	14,262	22,027	20,674	15,615
August, 1918	60	6,042	21,747	18,040	9,749
Average	..	..	19,162	..	12,098
Total—of All Grades:					
August, 1920	..	169,457	654,158	652,998	170,617
August, 1919	..	260,921	573,656	594,614	239,963
August, 1918	..	187,888	547,471	554,547	180,812
Average	..	..	512,694	..	224,592

Note—The average production and stocks are based upon the annual reports for 1917, 1918 and 1919.

The following stocks were reported on hand at terminal and delivery points on August 31, in addition to the mill stocks shown in the tabulation: News print, 1,016 tons; book paper, 1,829 tons; fine, 168 tons; wrapping, 50 tons; paperboard, 147 tons, and other grades, 168 tons.

Stocks of all grades except paperboard, fine, tissue, and specialties increased during the month. Stocks of all grades reported by manufacturers at the end of August amounted to 173,995 tons, including the stocks at terminal and delivery points. In addition to these stocks, jobbers and publishers reported news print stocks and tonnage in transit aggregating 226,967 tons.

Ratio of Stocks to Average Production

Comparing the stocks on hand at the domestic mills on August 31, with their average daily production based upon the combined production for years 1917, 1918, 1919, the figures show that:

News print paper mill stocks equal slightly less than six days' average output.

Book paper mill stocks equal slightly less than eight days' average output.

Paperboard mill stocks equal slightly more than six days' average output.

Wrapping paper mill stocks equal about 10 days' average output. Bag paper mill stocks equal slightly more than four days' average output.

Fine paper mill stocks equal slightly less than twenty-five days' average output.

Tissue paper mill stocks equal slightly more than eleven days' average output.

Hanging paper mill stocks equal slightly less than six days' average output.

Felts and building paper mill stocks equal slightly less than twelve days' average output.

Miscellaneous paper mill stocks equal slightly less than twenty days' average output.

Total paper mill stocks of all grades equal slightly less than nine days' average output.

Loss of Production

The idle machine time reported to the commission is shown by grades in the tabulation below. This lost time is compiled from the following operating reports: News print, 67 companies operating 69 mills and 132 machines; book paper, 52 companies operating 89 mills and 242 machines; paperboard, 204 companies operating 224 mills and 389 machines; wrapping, 112 companies operating 124 mills and 217 machines; bag, 26 companies operating 29 mills and 40 machines; fine, 68 companies operating 100 mills and 165 machines; tissue, 75 companies operating 86 mills and 161 machines; hanging, 17 companies operating 18 mills and 20 machines; felts and building, 39 companies operating 46 mills and 67 machines; other

grades, 69 companies operating 80 mills and 111 machines. This tabulation does not include the machines in ten mills which were closed down completely. The reasons tabulated for lost time are lack of labor, lack of orders and repairs. "Other reasons" include lack of coal, lack of water power, etc. Lack of coal caused a loss of 1,241 hours. The time lost in August, 1919, is shown by grades and reasons for purposes of comparison.

Grade	Lack of Labor		Lack of Orders		Repairs		Other Reasons		Total	
	1920	1919	1920	1919	1920	1919	1920	1919	1920	1919
News Print:										
Number of machines.....	...	...	...	...	6	16	10	6	16	22
Total hours idle.....	...	...	...	...	149	1,632	483	132	632	1,764
Book Paper:										
Number of machines.....	...	7	2	14	9	36	52	41	63	98
Total hours idle.....	...	351	48	1,310	441	1,442	3,854	3,362	4,343	6,465
Paperboard:										
Number of machines.....	21	20	11	12	67	92	111	97	210	221
Total hours idle.....	3,496	3,473	4,746	3,240	7,270	10,156	17,263*	10,586	32,775	27,455
Wrapping:										
Number of machines.....	3	7	...	9	34	28	18	36	54	80
Total hours idle.....	310	3,334	...	2,638	1,816	2,027	2,824	4,358	4,950	12,357
Bag:										
Number of machines.....	...	...	...	1	2	12	6	5	8	18
Total hours idle.....	...	...	...	624	48	755	556	276	604	1,655
Fine:										
Number of machines.....	2	...	...	13	21	35	62	42	85	90
Total hours idle.....	22	...	...	5,816	2,461	3,814	8,273	5,460	10,756	15,090
Tissue:										
Number of machines.....	...	4	2	4	48	44	19	10	69	58
Total hours idle.....	...	2,448	371	1,760	3,541	4,029	2,117	3,567	6,029	11,804
Hanging:										
Number of machines.....	...	...	...	1	3	7	5	5	8	13
Total hours idle.....	...	...	...	624	216	723	751	488	967	1,835
Felts and Building:										
Number of machines.....	1	3	3	5	4	16	20	12	28	36
Total hours idle.....	36	1,320	263	393	156	1,943	1,629	1,307	2,084	4,963
Other Grades:										
Number of machines.....	...	...	...	9	10	16	25	24	35	49
Total hours idle.....	...	...	...	1,246	645	2,689	3,377	3,047	4,022	6,982
Total number of machines.....	26	41	18	68	204	302	411	278	576	685
Total hours idle.....	3,864	10,926	5,428	17,651	16,743	29,210	41,127	32,583	67,162	90,370

* Includes 1,743 hours due to water conditions, 984 hours due to lack of material, and 735 hours due to lack of coal.

Imports and Exports

The imports and exports of all grades of paper for July, 1920, compared with July, 1919, as shown by the records of the Department of Commerce were as follows:

	July, 1920		July, 1919	
	Pounds	Value	Pounds	Value
Imports:				
News Print	93,669,003	\$4,313,596	102,928,752	\$3,623,210
Book Paper	73,794	5,535	.....	.....
Wrapping	316,117	34,999	499,228	40,593
Hanging .....	.....	19,627	.....	5,799
All other grades*.....	.....	281,687	.....	166,122
Exports:				
News Print	7,001,329	\$474,846	13,490,078	\$585,687
Book Paper	7,576,349	1,028,974	9,404,586	952,342
Paper Board .....	.....	516,993	4,778,394	268,542
Wrapping	4,769,647	558,482	4,523,951	305,879
Bag .....	.....	180,882	751,865	77,119
Fine .....	.....	760,084	2,818,573	472,286
Tissue .....	.....	262,387	586,540	96,086
Hanging .....	.....	128,538	514,674	69,559
All other grades*.....	.....	1,125,859	3,342,220	466,376
Total Imports .....	.....	4,655,444	.....	3,835,724
Total Exports .....	.....	5,037,045	40,210,881	3,293,876

* Includes some paper already converted into commercial articles.

News print is the only grade of which the United States is a heavy importer. Practically all of this tonnage, the value of which amounted to \$4,313,596 for July, 1920, is imported from Canada. The value of the exports of news print in July, 1920, amounted to \$474,846, which is slightly more than 11 per cent of the news print imported.

Book paper, fine paper, wrapping paper, and paperboard were the principal grades exported, the combined value amounting to \$2,864,533 for July, 1920.

Value of Imports

The value of the total imports of all grades was about 13 per cent less than for June, 1920, and more than 21 per cent greater than for July, 1919. The value of the total exports for July, 1920, was \$1,743,169 more than the value of the exports for July, 1919, and \$381,601 less than the value of the imports for July, 1920.

T. A. P. P. I. Moves to New Quarters on Fifth Avenue

The office of the Technical Association of the Pulp and Paper Industry has been moved from 18 East Forty-first street to 542 Fifth avenue; telephone, Vanderbilt 5575. An expansion of the association's activities is planned, it being contemplated to secure additional room to provide accommodations for minor laboratory work, which will include microscopical, chemical and physical test-

ing of paper and fibres. In addition to this, accommodations will be obtained for the filing of trade and technical journals and index records.

Elections to membership in T. A. P. P. I. during the first week of October are reported as follows:

Active—Richard H. Laftman, assistant general manager, Bogalusa Paper Company, Inc., Bogalusa, La.; Edward Wright, manager, High Falls Pulp & Paper Company, Chateaugay, N. Y.

Associate—Arthur F. Allen, general manager, Tidewater Paper Mills Company, 32 Thirty-third street, Brooklyn, N. Y.

Corporate—Schmidt & Ault Paper Company, York, Pa.

Junior—Luther C. H. Beighey, assistant sulphite foreman, Hammermill Paper Company, Erie, Pa.; Abraham Lapidus, chemist, Union Bag and Paper Corporation, Hudson Falls, N. Y.; Robert O. Sternberger, plant engineer, Tidewater Paper Mills Company, 32 Thirty-third street, Brooklyn, N. Y.; Harry E. Weston, student, New York State College of Forestry, Syracuse University, Syracuse, N. Y.

Goes on Paper Course at Maine University

[FROM OUR REGULAR CORRESPONDENT.]

ORONO, Me., October 4, 1920.—Jason L. Merrill has been appointed assistant professor of chemistry at the University of Maine and will devote practically all of his time to the pulp and paper course at the university. Prof. Merrill received his training at Colby College, Waterville, Me., and at the Massachusetts Institute of Technology. He has had 12 years' experience as a government expert in experimental pulp and paper work in mills all over the United States.

With Mr. Wylde, of the technical staff of the Eastern Manufacturing Company, again as a part time lecturer in chemical engineering as applied to the pulp and paper industry and with Mr. Streeter, who was Mr. Wylde's assistant last year in the pulp and paper work, on the staff, marked development is expected in this field.

PROMINENT PAPER TRADE MEN AT KIPAWA SULPHITE MILL

Riordon Sales Co. Conducts an Excursion of One Hundred Men Widely Known in the Industry to the Mill and Marvellous Town Which it Has Recently Erected in the "Bush" of Canada—Every Comfort Is Provided for the Numerous Guests Who Have an Unusually Pleasant Experience—Those Who Attended the Visit to the Kipawa Mill.

[FROM OUR REGULAR CORRESPONDENT.]

Canada, undoubtedly to the many thousands who visit its domains each year, means Quebec, Montreal and Toronto. Its vast territory and civilization north of these water front cities are little known to the average individual and it is only by a trip north of these beaten pathways that one can in a meagre way learn of the beauties of the country, its natural resources and the wonderful industrial developments which it is now undergoing.

One Hundred Make the Trip

An opportunity to observe the transportation which the leading industry is giving to the country was afforded during the past week to one hundred of the customers of the Riordon Sales Company, Ltd., who visited its new sulphite plant at Kipawa. The magnitude of the undertaking and the visionary mind of the man who planned its development and had absolute faith in its future were marveled at by each guest, many of whom are identified with large enterprises. The history of the Riordon Company is one of the most important chapters in the industrial growth of Canada. Established over 60 years ago, the company has kept step with the progress of the country and in its own industry has been some distance in advance. To Charles Riordon, the present head of the Riordon enterprises, is credited the vision which foresaw the possibilities of the present development at Kipawa, when ten years ago he conceived the idea of locating there the last word in sulphite mill construction. For over six years he worked out his plans and less than three years ago, he realized the realization of his dreams when two thousand men entered the "bush" and started leveling the country.

Today there stands to the credit of his sagacity a town of several hundred homes, many of them of the latest architecture and brick construction, the modern sulphite plant, schools, churches and all else which go to make a model town. As a matter of fact, the plan of development anticipates a city of thirty thousand souls, from which one may judge of the size of the operations now being carried on.

Kipawa was an ambitious undertaking and the thoroughness with which the development has progressed shows the "Master Mind" had analyzed the situation most carefully and is completing a monument which will be the envy of the industrial builders of the future.

When the invited guests assembled in Vice-Regal rooms of the Ritz Carlton at Montreal on the morning of Monday, October 4, they were given the first intimation of the elaborate program which had been planned for their visit. Each guest received two enameled tags, on which were printed his name, the numbers of the berth and the Pullman which he was to occupy on the "Riordon Special." From that moment all his care ceased—he was in the hands of the best-organized traffic department that ever conducted a personal tour—Messrs. Huff, Scott, Campbell, Robinson and Hodgkins of the Riordon organization. The experienced and widely known "Cook" of travel tour fame, could be benefitted by taking a post graduate course.

Geo. E. Challes Welcomes Guests

During the luncheon George E. Challes, welcomed the guests in the absence of Carl Riordon, who was on a canoe trip to the Hudson Bay region and "Jim" Stephenson, who was returning from a continental trip and expected to greet the party at Montreal on their return on Wednesday. President P. T. Dodge of the International Paper Company, then proposed a toast to the King, the President and Riordon Company, which was drunk while the orchestra played the National airs.

Immediately the luncheon was over, automobiles conveyed the guests to the Place Viger station where they boarded the "Riordon Special," consisting of six Pullmans and two dining cars. The journey to Ottawa, the first stop, was through a farming country of the most prosperous character. At Ottawa an auto ride was taken over the city's fine park system, affording a view of its House of Parliament, public buildings and residences, as well as a side trip to Hull, where were observed the Eddy and Booth mills. Leaving Ottawa at 7 p. m. on Monday the visitors arrived at Kipawa Tuesday at 8 a. m. right on schedule. At the station was Carl Riordon, who had just arrived from his canoe trip, to greet them and it was a rousing welcome he received from his guests. From this moment the inspection of the property moved rapidly. A moving picture was taken while the guests were presented with boutonnieres by two little misses.

Nothing Overlooked

Nothing was overlooked, even the jail had to undergo the closest scrutiny. The morning was taken up with the inspection of the power plant and after the luncheon, the afternoon was devoted to the trip through the sulphite mill. The dinner hour was a welcome treat after the day's inspection, spent in the open, in a climate which is conducive to good health. At the conclusion of the dinner, Carl Riordon (everyone calls him Carl) thanked his guests for making the long journey and then called on the heads of the various departments for speeches. Challes, Thorne, Major Benson, White, T. E. Warren and others of the staff responded and it was noticeable in their remarks that "Carl" was beloved by all. This reference was impressive and it indicated that the head of a forty million dollar enterprise must possess something of the human side of life, in dealing with his employees. It further emphasized the reason why some of the department heads had been associated with the "Riordon" company for nearly thirty years. "Quality" product was the theme of the talks by the department heads and this feature is universally recognized as the chief asset of any business, but to the writer the fact of a continuity of thirty years' service in the employ of a business is equally important.

Prominent Paper Men Speak

Among others who spoke were P. T. Dodge, Arthur C. Hastings, Frank L. Moore, and C. Howard Smith. The party left Kipawa at 8 p. m., reaching Montreal on Wednesday at 9.50 a. m., where the morning was spent sight seeing. During the afternoon a boat trip afforded the opportunity of inspecting the harbor of Montreal, the second largest tonnage harbor on the American continent. Those who were fortunate in being included as the guests of the Riordon Sales Company, Ltd., will in years to come look back upon this occasion as one of the most interesting chapters of their lives. There was not a single thing missing, even the daily paper, printed by the company, with the news of the world, greeted the guests on arrival at the breakfast table at Kipawa.

Among Those Present

Among the guests of the Riordon Company, Ltd., were: L. P. Andrews, president, British Woodpulp Association, London, England; Edward Beck, Canadian Pulp & Paper Association, Montreal; (Continued on page 20)

SALES STATISTICS

Swedish Chemical Pulp Mills

September 20, 1920

	Tonnage Estimated production for export, 1920	Tonnage Sold Sept. 20, 1920
Bleached Sulphite - - - -	46,000	43,000
Unbleached Sulphite - - - -	548,000	526,000
Bleached Sulphate - - - -	6,800	5,400
Unbleached Sulphate - - - -	150,000	129,000
	production 750,800	sold 703,400

Balance unsold September 20—Tonnage 47,400, = 6%

***Cover Before Navigation
Closes!***

A. J. PAGEL & CO., Inc.

Wood Pulp Agents

347 MADISON AVE.

NEW YORK

PROMINENT PAPER TRADE MEN AT THE KIPAWA SULPHITE MILL

(Continued from page 18)

Major F. M. Benson, Riordon Company, Ltd., assistant to Timber Director; H. H. Black, resident editor *Financial Post*, Montreal; Julius Breckwoldt, Julius Breckwoldt & Co., Dolgeville, N. Y.; R. R. Campbell, American Writing Paper Co., Holyoke, Mass.; Roy Campbell, Riordon Company, Ltd., secretary to Managing Director; Arthur H. Campbell, Campbell MacLaurin Lumber Co., Ltd., Montreal; H. P. Carruth, Mead Pulp & Paper Co., Chillicothe, Ohio; George Carruthers, Interlake Tissue Mills, St. Catharines, Ont.; Allen Chamberlain, *Boston Transcript*, Boston, Mass.; F. C. Chamberlain, Coffin & Burr, Boston, Mass.; Geo. E. Challes, Riordon Sales Co., Ltd., Sales Manager, Montreal; J. L. Christy, J. L. & C. R. Christy, Jr., New York City; A. E. Clark, Ed. Clark & Sons, Ltd., Toronto; H. A. Clemetsen, Frank Gilbert Paper Co., Waterford, N. Y.; R. E. Cox, president *Financial Times*, Montreal; H. Crabtree, Howard Smith Paper Mills, Ltd., Montreal; M. L. Cramer, American Writing Paper Co., Holyoke, Mass.; Philip T. Dodge, International Paper Co., New York City; W. T. Dole, Champion International Co., Lawrence, Mass.; Howard Douglas, Toronto; Sanford Etherington, W. F. Etherington & Co., New York City; Major A. Fenton, Riordon Sales Co., Ltd., assistant to Sales Manager; C. E. Frye, Lincoln Paper Mills, Elkhart, Indiana; G. L. Freeman, Riordon Company, Ltd., Manager of Engineering, Mattawa, Ont.; M. F. Glessner, Megargee Paper Mills, Modena, Pa.; Stewart Grafftey, Montreal Lumber Co., Ltd., Montreal; A. E. Grier, G. A. Grier & Sons, Ltd., Montreal; B. Grav, Riordon Company, Ltd., Departmental Engineer, Kipawa Mill; H. E. Harmon, Knowlton Bros., Watertown, N. Y.; Arthur Hastings, Craig Becker & Co., New York City; A. D. Huff, Riordon Sales Co., Ltd., Traffic Manager; C. A. Hunt, Ticonderoga Pulp & Paper Co., Assistant Manager, Ticonderoga, N. Y.; E. Inwood, Riordon Company, Ltd., Buyer; W. L. Ketchen, Riordon Company, Ltd., Manager Kipawa Mill; F. T. Locke, Ticonderoga Machine Works, Ticonderoga, N. Y.; B. M. May, E. I. du Pont de Nemours & Co., Wilmington, Del.; R. McCandless, Riordon Sales Co., Ltd., New York Representative; J. M. McConnell, financial editor, *Montreal Star*, Montreal; R. F. McElwain, Crocker-McElwain Co., Holyoke, Mass.; E. T. McKeefe, New York City; Theodore Megargee, Megargee Paper Mills, Modena, Pa.; Frank L. Moore, Newton Falls Paper Co., Newton Falls, N. Y.; O. H. Moore, Hinde & Dauch Paper Co. of Canada, Ltd., Toronto, Ont.; D. J. Munn, Alex. McArthur & Co., Montreal; P. J. Murer, Riordon Company, Ltd., Manager Hawkesbury Mill; E. B. D. Neuhäuser, Dill & Collins Co., Philadelphia, Pa.; W. L. Nixon, Chemical Paper Mfg. Co., Holyoke, Mass.; M. H. Pfau, Ticonderoga Pulp & Paper Co., Ticonderoga, N. Y.; L. D. Post, *The Paper Mill*, New York City; A. P. Ramage, Missisquoi Pulp & Paper Co., Sheldon Springs, Vt.; Carl Riordon, Riordon Company, Ltd., Vice-President and Managing Director, Montreal; David Robertson, Canada Box Board Co., Ltd., Montreal; F. G. Robinson, Riordon Sales Co., Ltd.; Olivier Rolland, Rolland Paper Co., Ltd., Montreal; S. J. B. Rolland, Rolland Paper Co., Ltd., Montreal; Robert Rolland, Grace & Co., Ltd., Montreal; G. F. Russell, Champion International Co., Lawrence, Mass.; Meredith Rountree, Montreal; Dr. G. W. Rucker, E. I. du Pont de Nemours & Co., Wilmington, Del.; R. D. Scott, Riordon Company, Ltd., Office Manager, Mattawa Engineering Office; J. G. Shearer, The Jas. Shearer Co., Ltd., Montreal; Howard C. Smith, Howard Smith Paper Mills, Ltd., Montreal; R. W. Spencer, Holden Paper Co., Newburgh, N. Y.; J. N. Stephenson, editor, *Canadian Pulp & Paper Magazine*, Gardenvale, Que.; Thomas Stirling, West Virginia Pulp & Paper Co., Mechanicsville, N. Y.; R. E. Stocking, William Whitner & Sons, Inc., New York City; A. A. Tanyane, The

PAPER TRADE JOURNAL, New York City; F. E. Taylor, Taylor Logan Co., Holyoke, Mass.; H. W. Taylor, Dill & Collins, Philadelphia, Pa.; J. M. Taylor, Diamond State Fibre Co., Bridgeport, Pa.; F. M. Temple, Merrimac Paper Co., Lawrence, Mass.; C. B. Thorne, Riordon Company, Ltd., Vice-President and Technical Director, Montreal; W. S. Timmins, Ticonderoga, N. Y.; E. C. Tucker, Crocker-McElwain Co., Holyoke, Mass.; S. A. Upham, Brownville Paper Co., Brownville, N. Y.; H. B. Wadsworth, The Meishosha Co., Ltd., New York City; S. Wang, Riordon Company, Ltd., Manager Laboratories; T. E. Warren, Vice-President, Riordon Co., Ltd., Mercantile Director, Riordon Sales Co., Ltd., Ticonderoga, N. Y.; H. M. Wheelwright, Geo. W. Wheelwright Paper Co., Boston, Mass.; W. J. Wilson, Jr., Director Riordon Sales Co., Ltd., New York City; Brig.-Gen. J. B. White, Riordon Co., Ltd., Vice-President and Timber Director, Montreal.

Machinery for Alaska's First Pulp Mill

SEATTLE, Wash., October 4, 1920.—The machinery for Alaska's first pulp mill, to be operated by the Alaska Pulp and Paper Company, is now in Seattle waiting shipment to Speel River. The machinery includes one gigantic Pelton water wheel to develop 1,200 h. p. and complete pulp-making machinery. The water wheel is from San Francisco and the pulp-making machinery is from the east. All the supplies are overdue at Seattle. Shipment North will depend upon what boat is able to take the supplies that consist of four carloads. Delivery will be made direct from the steamer to the company's wharf at Speel River.

Out of a total of 2,400 feet of flume for the transportation of power only 500 feet remains to be built. The building of this will only take a few days. As soon as this is finished, the carpenters who have been on the work will concentrate all their efforts on the construction of the mill.

The grading has been completed for the mill and forms are now being constructed for the building of the concrete foundations upon which the machinery is to rest. As soon as the foundations are built and the machinery arrives it will be installed. The frame work of the mill and the mill building will be erected over the machinery. Until now most of the efforts of the company have been bent on completing the flume, to furnish the power for the mill, before the bad weather starts.

Frank Ring, pulp mill engineer from Maine, is now at Speel River. He will superintend the installation of the pulp-making machinery and have charge of the operations of the mill when it starts.

W. P. Lass, city manager and official of the company, said today, "We have a full crew of men at Speel River and our work is going along now on schedule time. We confidently expect to be making pulp before the season is over and have made provision for enough timber to last us until Spring. Some of this timber is now on hand and other has been contracted for.

"The affairs of our company at the present time look very prosperous," he continued, "and if our first mill that is now in course of construction is the success that we expect and hope, Speel River will be the home of a large industry."

Robert Gair Paper Co. to Enlarge Plant

MONTVILLE, Conn., October 11, 1920.—The Robert Gair Paper Company has let to the Berlin Construction Company, of Berlin, Conn., the contract for erecting the steel work to the building for its new plant here. The main building will be two stories, 200 by 500 feet.

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L. B. STEWARD, General Sales Mgr.

INTERNATIONAL PAPER CO. TO BUILD MILL IN CANADA

President Philip T. Dodge Is Quoted as Authority for the Statement That in Addition to the Pulp and Paper Plant Being Erected at Three Rivers a Second Pulp and Paper Mill Will Be Erected by the Company in Canada, Although the Location Has Not Been Disclosed—Financing of the Three Rivers Pulp and Paper Is Now Under Way—Other News of the Canadian Trade.

[FROM OUR REGULAR CORRESPONDENT.]

MONTREAL, Que., October 11, 1920.—Philip T. Dodge, president of the International Paper Company, who has been visiting Canada during the past week as a member of a party of inspection of the Kipawa plant of the Riordon Pulp and Paper Company, made the announcement here that his company will build a second pulp and paper mill in Canada. According to Mr. Dodge the matter had been under contemplation for some time, and his present announcement is the first information that the company intended to enlarge the scope of its Canadian operations. The International Paper Company is now building a pulp and paper plant at Three Rivers and Mr. Dodge stated that in sixty days it will be turning out pulp. The paper mill will not be ready to operate for some months yet. It is designed to turn out 240 tons of news print a day.

Mr. Dodge when asked the location of the proposed new mill, stated that they were not ready to announce that fact yet. As the International Paper Company has acquired extensive timber interests in New Brunswick and now controls a valuable water power at Grand Falls, the impression prevails in paper interests that the next move will be in that locality, but Mr. Dodge stated they have more than one locality under consideration. Mr. Dodge predicted a great future for Canada in the trade. As his company is now very largely interested in Canada, he expressed the hope that the most cordial relations would continue between the two countries and expressed the conviction that America will in future dominate the pulp and paper trade of the world.

English Interests Plan Big Paper Mills

Considerable prominence is given in the press here to reports that plans are rapidly nearing completion for the definite launching of a large pulp and paper project which will concentrate largely upon the region surrounding the Saguenay River. The project also involves the building of a new railroad system and the ultimate development of certain iron ore bodies reported to have been discovered in the vicinity of Chicoutimi. Certain influential English interests have been in Canada during the past few months and have carefully looked into the proposition, to their complete satisfaction, according to rumors.

It is stated that the two principal figures in the enterprise are Lord Burnham and Lord Desborough. The former recently left for England while the latter is now in Canada.

As outlined, the plans of these interests include the construction of a railway from Hudson's Bay to Seven Islands, passing by Lake Mistassini, Lake St. John, and Chicoutimi, to enter Quebec by the Montmorency Valley, which will shorten the route from Chicoutimi to Quebec by one hundred miles. The group will also establish pulp and paper mills at Seven Islands and develop water powers along the line of the railway. Steel works will also be created at Chicoutimi and at Quebec. It is stated that the port of Seven Islands will be developed and devoted solely to the export of pulp and paper to Europe, where the need for the material is increasingly great. Definite announcement of the full details of the project are said to be ready and

will be given out in a short time. Work will be commenced in the near future. It is understood that no subsidies will be asked by the enterprise.

Stirring Up Labor

An aggressive campaign among the employees of the paper mills in Canada is being conducted under the auspices of the International Brotherhood of Pulp, Sulphite and Paper Mill Workers. John P. Burke, who has been giving addresses here at various paper making centers, has been telling them that 100 per cent organization will open the office door of any manufacturer, either in the United States or Canada, to the representatives of organized labor. At the convention of the International Brotherhood in Hull, Que., this week, he urged that the workers would make a big mistake if they divided up into several unions, such as the National Catholic Labor Workers' Union and the Protestant Workers' Union. The capitalists, he said, did not divide in this way, whether Catholic or Protestant, they held together. The One Big Union was condemned by several of the speakers and outlines were submitted of what the International Union had done for its members. Statistics were produced to show that Canadian locals were given equal treatment with those in the United States in regard to finances. Most of the president's speech and also those of the French speakers, were devoted to answering criticisms to the International Union in the Province of Quebec.

Pulp and Paper Securities

During the week the pulp and paper groups of stocks has occupied a less prominent position in the market by comparison with other stocks, than has been the case for many months past. Some of the leading issues have shown a rather easier tone and the general level of prices is quite a little below previous high levels. This applies to the Spanish River issues, Laurentide, Riordon, Brompton, Wayagamack, Abitibi and all the pulp and paper issues. Accompanying the lower levels has been a smaller turnover. Riordon shows rather more disposition towards strength, possibly than most of the issues. This may be in part the expression of the belief that Riordon has lately acquired further timber limits in the Temiskaming District not far from its Kipawa Mill, in addition to which it has been announced that the company will proceed to double the capacity of the Kipawa Mill.

Fortunes in Pulp Limits

An interesting story is being told here of the tremendous increase in value that has come to the pulp limits recently sold by Senator O'Brien of Renfrew, to the Riordon people. Senator O'Brien is credited with having bought the limits away back in 1901 for \$100,000. Around 1908 he was trying to dispose of them for \$1,000,000 and some of his friends told him they thought he was asking too much for them. With the increase that has come in the value of limits during the past few years, this particular area has benefited along with all others and now it is reported that Senator O'Brien is getting about \$3,000,000 for his \$100,000 investment. In the meantime, he has had his interest and taxes to pay, which would probably run his expenses against the limits up to about \$300,000 which is a small figure, as compared with the \$3,000,000 he is getting.

The Three Rivers Paper Company

The financing of the Three Rivers Pulp and Paper Company, the organization of which was announced recently in the PAPER TRADE JOURNAL, is now under way and affords something new in the way of underwriting. The leading spirit of the enterprise is Noah A. Timmins, who is president of the Hollinger Consolidated Gold Mines, Ltd. The shareholders of this mining company are now being given the first offer of the stock in the Three Rivers Pulp and Paper Company. In an announcement to the shareholders of the Hollinger Company it is stated that the preferred,

(Continued on page 54)

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BUSINESS CONTINUES GOOD IN THE WISCONSIN TRADE

Although There Is a Slight Slackening Up in the Number of New Orders, Every Mill in the State Has Ample Work to Keep It Busy for Several Months, and There Is no Sign of a Slump in Business—Labor Situation in the State and Especially in the Fox River Valley, Is Improving—Good Progress Being Made in New Sulphite Mill of Consolidated Water Power Paper Co.

[FROM OUR REGULAR CORRESPONDENT.]

APPLETON, Wis., October 11, 1920.—Business continues good in the Wisconsin paper industry but there is a slight slackening up in the number of new orders, according to well informed mill men. Every mill in the State has plenty of work to keep it busy for several months and there is now no sign of a real slump in business.

The labor situation in the State and more especially in the Fox River valley, is easing up. Wages are still as high as ever, but there is less of a shortage and in some instances there has been actual over-supply, although not sufficient to give rise to the hope that the day of bidding for common labor has passed.

Rumors of labor troubles in the industry, floating around a few weeks ago, have almost entirely died away, due partly, it is said, to the increasing number of available workers. This is regarded as an inopportune time to make drastic demands when there is a possibility that cheaper labor can be obtained.

Machinists and moulders employed in two valley plants making paper mill machinery have been negotiating with employers regarding a new wage and working agreement for several weeks. It is said that the matter is rapidly approaching a settlement. While there have been no direct threats of strikes, there was an undercurrent of dissatisfaction which was being stirred up. Employers in the valley are well organized and steps were taken to present a united front if drastic demands were pressed.

Fox River Paper Co. Making Improvements

The Fox River Paper Company last week awarded contracts for building settling basin and a gravity filtering plant at the Telulah mill, which it purchased from the Kimberly-Clark Company. The plant will have a capacity of 3,000,000 gallons every 24 hours.

The mill will not be formerly transferred to the new owner until January 1, 1921, and the Fox River Company hopes to have it in shape to begin the manufacture of writing papers immediately after the first of the year.

New Power Dam at Place Rapids

Concrete pouring for the new power dam at Place Rapids on the Peshtigo River, which is being developed by the Peshtigo Pulp and Paper Company, and the Peshtigo Fibre Company, was started this week. Considerable engineering difficulty was encountered in preparing the foundations.

Work on the hydraulic plant will soon be underway. The power station probably will not be ready for operation when the sulphite mill is finished, probably early next year. The splendid weather of the last few weeks has enabled the contractors to speed up work on the structure. The building will be entirely enclosed long before cold weather sets in.

Well Represented at Safety Congress

Practically every paper company in the State was represented at the ninth annual congress of the National Safety Council in Milwaukee. There are very few companies which do not maintain a well equipped safety department. Wisconsin laws lay particular stress on safety devices in mills, often going so far as

to specify what changes shall be made to reduce the hazard of injury. This has resulted in a vast reduction in the number of accidents, but also requires the maintenance of safety departments.

Among the best organized safety departments is maintained by the Kimberly-Clark Company and the Neeqah Paper Company which frequently stage contests between mills to lessen the number of injuries.

The mills are on an accident preventing competitive basis at all times, daily reporting indicating the number of hours lost through injuries. The careful checking up system and constant attention to safety details has made it possible for some departments to go for more than a year without a single accident.

Good Progress on Consolidated Mill

The new sulphite mill of the Consolidated Water Power and Paper Company at Wisconsin Rapids will be ready for operation soon after November 1, according to the company's engineering department. The new wood room will also be ready for operation about that time. Work on both structures was started about March 1. The building and machinery embody the very latest in sulphite making.

Installation of a mammoth paper machine, which will be completed late in the winter or early in the spring, will require a large increase in sulphite supply. The paper machine, which was described in detail in the PAPER TRADE JOURNAL several months ago, will have a rate speed of 1,200 feet a minute and will turn out a sheet of print paper 146 inches wide. Print paper capacity of the Consolidated Mill will be practically doubled when the machine is running.

Capacity of the wood room will be tripled when the wood room is completed. A new saw, two large barking drums, a chipper and sifter are to be installed in the new building. The machinery is arranged to eliminate as much hand labor as possible and it is believed that the efficient arrangements will make it possible to produce much more wood than in an ordinary mill of equal size.

The sulphite mill will have a capacity of 60 tons a day. Two ten ton digesters are now being installed and will be completed within a few weeks.

A wood storage bin with a capacity of 125 cords is being built under the roof of the sulphite mill. A tunnel, six feet square, has been built between the wood room and the sulphite mill to convey the chips and an eight foot square tunnel, connecting the sulphite mill with the machine room is used to convey the sulphite to large tanks below the main floor of the machine room. Sulphite used in the Wisconsin Rapids mill will be in liquid form while that intended for the mills at Biron and Stevens Point will be solid to facilitate shipping.

A system of re-claiming the sulphurous gases from the digesters will eliminate practically all the objectionable odor, according to mill officials. The surplus sulphur-dioxide gas will be conveyed back to the storage tanks.

Rapid progress is being made on the machine room which is to house the immense new machine. It is probable it will be completed early in December and the machine, constructed by the Beloit Iron Works from designs prepared by Consolidated Company officials will begin arriving soon thereafter.

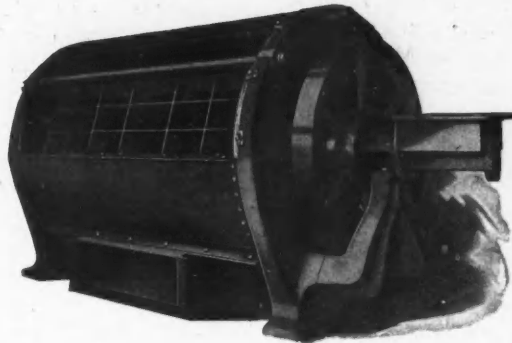
Wisconsin Wire Works Expanding

Construction of an addition to the plant of the Wisconsin Wire Works and installation of a new 198 inch wire loom has been announced by John D. Watson, general manager. The building and loom will be ready for use late in the fall.

About 5,600 square feet will be added by the addition. Part of it will be used for a machine shop and the remainder will house the new loom. The building will be two stories high and is being built on the east side of the present plant.

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BACKUS COMES TO AGREEMENT WITH ONTARIO GOVERNMENT

Must Erect Pulp Mill at Kenora and Develop the Lake of the Woods Limits Which He Now Holds—Good Progress Being Made on Construction Work of New Fifty-Ton Soda Pulp Plant at Cornwall by the Howard Smith Paper Mills, Ltd.—Officers and Directors of Spruce Falls Co. Inspect Construction Work on New Plant of the Company—Provincial Mills, Ltd., Authorize Bond Issue.

[FROM OUR REGULAR CORRESPONDENT.]

TORONTO, Ontario, October 4, 1920.—The interests headed by E. W. Backus, of the Fort Frances Pulp and Paper Company, Fort Frances, Ont., and the Ontario government, have at last come to an agreement concerning the English river pulp and timber limits (for which Mr. Backus must enter public competition) and the water power in the Lake of the Woods district. The agreement has been signed and sealed. According to the terms, the first step of Mr. Backus is to erect a pulp mill at Kenora, Ont., and develop the Lake of the Woods limits which he now holds. The only change in the old agreement respecting these limits is a clause where the government doubles the fees on pulpwood and brings them up to the present standard. The Ontario government also grants a lease to the Backus people of the water power at White Dog Rapids on the Winnipeg river, subject to such rentals, reservations and conditions as the Minister of Lands and Forests may deem in the public interests.

Mr. Backus and his associates agree that they will proceed forthwith with the erection at Kenora of the pulp and paper mills called for by their agreement of 1914 and that they will have one unit of the pulp mill of, at least, fifty tons daily capacity in operation not later than October 1, 1921, and will continue construction work uninterruptedly until the mills mentioned in the agreement of 1914 shall be fully completed, subject to the direction of the Minister of Lands and Forests as to the erection of the paper mill.

The mill called for by the agreement of 1914 was a mill with an estimated daily capacity of 100 tons. There will be sufficient power at Kenora for the operation of a fifty-ton unit and the intention is that the power from the White Dog Rapids will be available by the time that the second unit of the mill is ready for operation, by which time the English river limits will have been put up for tender. It appears that the agreement between Mr. Backus and the town of Kenora provides among other things for the erection of a pulp mill of, at least, two hundred tons capacity at Kenora. In order to supply the material for such a mill the Ontario government agrees to offer at public competition the pulpwood and timber on an area comprising a part of the English river water shed, being substantially the area that was offered for competition in 1915 but for which no tenders were received. The Backus company, on its part, agrees that it will tender for the said area in the terms of the condition of sale, one of which will be that the timber and pulpwood on the area will be manufactured at Kenora, and if the company's tender is accepted, it undertakes that it will enlarge its mills at Kenora to at least the capacity called for by its agreement with the town of Kenora, and will also accept its present agreement with the Ontario government as a satisfactory one within the meaning of the provisions of the agreement with Kenora, which requires the town to assist in securing from the government additional timber for the operation of a pulp mill of two hundred tons daily capacity.

The Ontario government has also made a stipulation that any portion of the news print product must be available for sale to

Canadian publishers at the instruction of the government. The amount is left open but the government says that they could order one hundred per cent to Canadian publishers under the agreement. By its present limits and mill and the water power privileges given by the Ontario government, the Backus concern is placed in a position of superiority in tendering on the English river limits, which comprise 2,500 square miles, as the firm will have its mills at Kenora when the limits are put up. The tender will stipulate that the forest products from the English river limit must be manufactured at Kenora.

Erecting New Soda Pulp Plant

Good progress is being made on the work of erecting a new fifty-ton soda pulp plant at Cornwall, Ont., by the Howard Smith Paper Mills, Limited. There are only two small soda pulp plants in Canada at the present time and the new one at Cornwall will require about one hundred cords of poplar wood a day. The work, which the company is doing at the sulphite plant at Cornwall, is coming along nicely and it is expected that the mill, which is being enlarged, will be in full operation by the first of the year. The second paper machine which the firm is installing at Crabtree Mills is almost ready to start and will be going in a couple of weeks. Mr. Smith says that the outlook for raw materials is still the same as in the past. There appears to be a scarcity of all stock and a heavy demand for paper. His idea is that the latter will keep up and he even expects an increase in requisitions.

Contract for Heavy Cut of Pulpwood

F. J. Sensenbrenner, of Neenah, Wis., and S. A. Mundy, of Bradford, Pa., president and vice-president of the Spruce Falls Company, and a party of directors recently paid a visit to the property to look over the work now being done on the construction of the new mill which it is expected will be in readiness to start operation in May next. The company has let contracts for the cutting of 60,000 cords of pulpwood. The first unit of the mill which will produce sulphite pulp will be arranged for steam power, and after the plant is in operation, work will proceed on the big power dam and then a ground wood pulp mill will be added. In time it is the intention to install three news print machines, which will give the company an output of 200 tons a day. The directors were greatly pleased with the progress that has been made by the contractors, Fraser, Brace & Co., Montreal, who have a large staff of men at work.

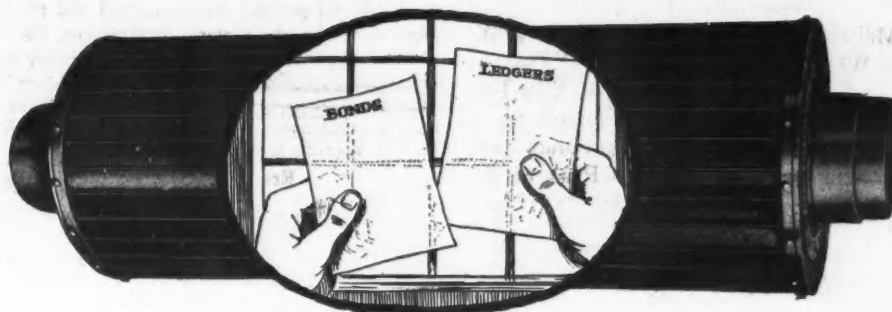
Will Float New Bond Issue

The directors of the Provincial Paper Mills, Limited, at a recent meeting, decided to authorize the creation of a bond issue of three million dollars for the purpose of new construction, additions and the betterment of the plants and to refund outstanding bonds upon the plant of the Port Arthur Pulp and Paper Company recently acquired, and the balance of a mortgage upon the Georgetown property. It is the present intention to sell bonds to the amount of one million dollars.

Outlook for Paper Business Is Good

At the annual meeting of the Spanish River Pulp and Paper Mills held in Toronto an interesting report on the outlook of the paper business was presented by President George H. Mead, of Dayton, Ohio, who said that from present indications the paper business was in a strong condition. While there had been recessions in production and price in other commodities, the company had seen no falling off in the consumption of news print paper. "There is," he continued, "quite a good deal of production contemplated during the next two or three years, but it is proceeding slowly, and at the present rate will not catch up with consumption in the immediate future; in fact, so far the development in the industry is behind the normal increase in consumption. Of course, it is impossible to tell what tomorrow may bring forth, as the

(Continued on page 28)



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WALPOLE SCREENS

BACKUS COMES TO AGREEMENT WITH ONTARIO GOVERNMENT

(Continued from page 26)

world is in an upset condition, but the paper industry as a whole looks to be sounder than almost any other line of trade."

In an interview Mr. Mead added that it was becoming more evident each year that the supply of news print for the continent must be furnished by Canada and that, with the development in the foreign countries that have large resources, temporarily at a standstill, the opportunity is at present open for the Canadian industry very largely to control the markets of the world. The question of the conservation of timber, supply and reproduction is most vital and should be given greater and greater consideration each year.

Dividends Declared by Spanish River

The annual meeting of the Spanish River Pulp and Paper Mills was held in Toronto recently. The earnings of the company are now large and warrant the payment in cash of regular quarterly dividends on the total issue of preferred stock accruing from July 1, 1920. The first quarterly dividend on the preferred stock has been formally declared and will be payable on October 15. It is one and three-quarters per cent. It was also decided to place the common stock upon a cash dividend basis, which will be seven per cent per annum. The following officers were elected for the coming year: President, George H. Mead; vice-presidents, P. B. Wilson and Thomas Gibson; secretary, J. G. Gibson; treasurer, A. H. Chitty. All the former directors were re-elected for another year.

Splendid Showing in Safety Work

The Abitibi Power and Paper Company, whose plants are located at Iroquois Falls, Ont., has enjoyed a remarkable record in the matter of safety work. During the past three weeks among the hundreds of employees there were only four accidents and these were all of a minor nature. It has been found necessary with the augmented output of the sulphite mill to increase the acid storage capacity. A new acid tower is being built, which will add to the storage one-third. The work will be completed before cold weather sets in.

Suit Entered by Paper Company

The suit for \$20,000 damages which the Fort Frances Pulp and Paper Company have brought against William A. Baker, sheriff at Fort Frances; J. L. McNicol, of Toronto, and Robert A. Pringle, news print controller of Ottawa, has been sent down for trial in Toronto. In addition to damages, the company also claims an injunction restraining the repetition of an alleged trespass. The company says that on January 12 and 13 last their premises at Fort Frances were unlawfully entered and large quantities of news print taken and that during January 14 to 17, Baker, McNicol and Pringle did unlawfully continue in possession of the lands and premises. McNicol says that he acted on instructions from Pringle and Baker says that as sheriff of Fort Frances he carried out the instruction of the News Print Controller to seize certain quantities of paper. Pringle says that on January 10 and 12 he ordered the Fort Frances Pulp and Paper Company to deliver news print to certain publishers and that on their failure to do so, he acted under authority of orders-in-council and he alleges that if the company is entitled to compensation, it should come from the publishers who received the news print.

Price of News Print Will Ascend

The price of news print will not recede in 1921 was the prediction made by E. W. Backus, of the Fort Frances Pulp and Paper Company, Fort Frances, Ont., who was in Toronto recently on business in connection with his application for the English river pulp limit. He stated that they were laying in their raw material now for next Winter and present coal costs will govern next

year's prices. Mr. Backus admitted that his company is selling news print at \$98 under contract, although the rate allowed by the Board of Commerce is considerably higher than that. About 95 per cent of the wood used in the Fort Frances mills is obtained from Minnesota.

General Jottings and Personals

The common and preferred stock of the Abitibi Power & Paper Company has been listed on the Toronto Stock Exchange. These securities have been dealt in frequently in the unlisted department, and it has been the expressed wish of the officials of the exchange for some time that the more active, at least, of the unlisted issues, should be transferred to the listed section. The Abitibi company has 1,000,000 shares preferred stock outstanding and 250,000 shares of no par value under the plan adopted at the annual meeting in April last.

A large number of laborers are leaving for the north where they are finding steady employment on the new pulp mills being erected at Fort William, Port Arthur, Nipigon and Kapuskasing. These concerns are offering high wages and are able to outbid the mining interests and thus secure all the help required.

The Pembroke Timber, Tie and Pulp Company is the name of a new concern with headquarters at Pembroke, Ont., with a capital stock of \$40,000. The company will manufacture and deal in lumber and pulpwood. James S. Fraser, L. M. Chapman, A. J. Miller and F. J. Shepherd are the incorporators.

The Kratz & Hall Lumber Company, of Vineland, Lincoln County, has been incorporated to carry on business as lumbermen, timberland and pulpwood owners and operators. Among the incorporators are John H. Kratz and Joseph H. Hall. The timber limits and mill at Craighurst, Simcoe County, of J. H. Kratz & Co., will be taken over by the Kratz & Hall Lumber Co.

E. S. Hoyt, for many years with the International Paper Company, has been appointed manager of the townsite of Iroquois Falls, Ont., by the Abitibi Power and Paper Company. Mr. Hoyt has entered upon his new duties.

Papermaking Course at Syracuse Popular

SYRACUSE, N. Y., October 11, 1920.—The course in paper and pulp making started as a four years' college course this fall by the New York State College of Forestry at Syracuse has been found so popular that the number of students accepted has been limited in the sophomore and higher classes. The course proved so instantly popular with those having a preliminary knowledge of the pulp and paper industry that the facilities of the college for caring for the applicants were exceeded in its very first year.

Owing to a shortage of apparatus and laboratory room, the number of sophomore students accepted for this course has been limited to ten, and these ten of last year's freshmen class who desired to specialize along paper chemistry lines were chosen from those with the highest standing, particularly in chemistry. No limitation has so far been placed on the students entering the freshman class to take this work, as the freshman course in paper and pulp making is identical with that for the regular degree in forestry.

The course will be a combination of straight forestry and paper and pulp chemistry, and is requiring the installation of a large amount of special laboratory equipment in addition to the semi-commercial machinery previously used for advanced students. Advanced courses have previously been offered in the paper and pulp industry, but this year marks the beginning of a straight four years' course preparing men for this industry.

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NO BREAK IN PAPER PRICES IN PHILADELPHIA MARKET

Slight Recessions in Prices in Some Varieties of Paper, But These Have Had no Tendency to Alarm the Trade—They Are Not Accepted as Meaning That a Break Is Here or Even That a Break Is Imminent—Riegel & Co. Entertain the Fine Paper Salesmen at Dinner at Bourse—Charles Beck Paper Co. Is Fifty-Six Years Old—Other Philadelphia News.

[FROM OUR REGULAR CORRESPONDENT.]

PHILADELPHIA, October 12, 1920.—The only offering which the week's paper and stock market gave to the price recession in nearly all other commodities was a decline of about \$5 a ton on news and chip board and an easing off of from \$2 to \$4 a ton on the very poorest packings of mixed and common papers. There were exceptional reasons for these price recessions and they by no means indicate that a break is here or even that it is imminent. As a matter of fact the opinion of a majority of the distributors is that an advance on the better grades of paper is soon due. Certainly at the symposium of fine paper salesmen held on Thursday afternoon last at the Bourse, the opinion was almost unanimous that prices had not yet reached their peak. There was diversity only on the extent of the increase.

Because of the almost complete idleness of the many textile mills so numerous in the city, the stiff paper box manufacturers supplying them have been working only on part time, few of them averaging more than 30 hours a week. Many of these box makers earlier in the season had stocked up with news and chip board anticipating the rise in values. Their production, however, has been so restricted for several weeks past that they have not been buyers, with the results that boards have been accumulating in the mills and during the past week in an effort to move accumulated stocks a reduction of about \$5 a ton was made.

Prices Lower for Old News

Board reduction carried with it—although the paper stock dealers say that it should not—a scaling down of the mill prices for mixed and commons and in some instances for old news. It was however only the very cheapest packings of this class of stock which was affected. Those stock dealers who cull from their commons all book backs and other objectionable stock, have not been notified to stop shipments to the mills unless the price is reduced.

The Philadelphia Paper Manufacturing Company at Manayunk is a large consumer of this class of stock and a few weeks back it notified the stock dealers of a cut of \$4 a ton in the prices it was willing to pay for mixed and commons. Most of the dealers promptly sent their stock to out of town mills which were willing to take stock at the old rates. A week or so ago, however, the Philadelphia mill again accepted stock at the ruling rates. It seems to have been able to get a large supply. At any rate during the week a number of the dealers were notified of the reduction.

Paper stock dealers insist that the margin of profit to the board mills is so large that a reduction of \$5 a ton in the finished product does not involve the necessity for reducing the price on stock. All grades of stock are still moving freely save alone book stock. Dealers refuse to make any concession to move this grade and while it is accumulating there is not yet a glut of it because much less than the amount usual at this time of the year is coming in.

Distributors report a decided improvement in the offering of Krafts, but no weakening of prices has followed. Manilas, fibres and screenings are still in short supply and the price is firm. News showed some improvement in supply, but no softening in

price. The building paper market grew much busier during the week and prices are firm.

Riegel & Co. Entertain

Riegel & Co. were the hosts to the fine paper salesmen at their dinner at the Bourse. Morgan H. Thomas of the Garrett Buchanan Company presided. No formal addresses were made, but there was a free interchange of opinion and experiences. Upon the announcement that the National Paper Trade Association would hold a semi-annual meeting at Chicago on November 11 and 12 coincidentally with the meeting of the American Paper and Pulp Association, there was applause. The Charles Beck Company, the D. L. Ward Company, the Garrett-Buchanan Company and the Whiting-Patterson Company indicated that they would attend the Chicago meeting.

Interesting Paper Goods Exhibit

Recently the J. L. N. Smythe Company gave to the Sixth Street paper world a little glimpse of the uses made abroad of paper, exhibiting in its window tablecloths and napkins, belts, satchels and a few other articles. During the week a much more comprehensive display was made in the Foreign Trade Bureau of the Chamber of Commerce in cooperation with the Federal Department of Commerce. Included in the display were about 40 articles, embracing men's suits and overcoats, women's aprons, window curtains, floor coverings, laundry and clothing bags, wall decorations, various fabrics, and collars and cuffs. Though no articles were offered for sale, price tags were attached showing that an overcoat of gray with dark blue check, could be sold for \$2, a straw colored automobile duster for 49 cents, suspenders from 5 cents to 7 cents, suits from 29 cents to \$2 and collars and cuffs from 2 cents to 3 cents. Most of the wearing apparel was said to be forty per cent paper and the household articles 80 per cent.

Beck Paper Co. 56 Years Old

The Charles Beck Paper Company this month reaches its fifty-sixth year of continuous business history, but no special observances of the occasion is being made. Its founder, Charles Beck, Sr., is not even in the city. He is sojourning at Lake Placid, New York, with his daughter, Miss Hortense Beck. In his 83rd year he still has the vigor of youth—and far more daring—for it was only recently that father and daughter took a five minute trip in an aeroplane by which Mr. Beck probably won the honor of being the oldest paper man who ever looked at the world from a few hundred feet above. The Beck Company is issuing a booklet of letterheads illustrating the standard lines of bonds carried by the house. Distribution will be made in person by the Beck sales force.

General News of the Trade

E. Latimer, Jr., during the week formally opened the fine paper department for which he has long been preparing. At its head will be W. R. M. Long who has had long experience in the paper world. Six bonds and a special ledger will be carried.

Sylvester S. Garrett will preside at the meeting of the Philadelphia Association of Credit Men on October 19, at which A. L. Moise, general counsel for many insurance companies, will explain the co-insurance clause now written into all policies. Mr. Garrett proposes to speak out of his own experiences with the fire which destroyed his warehouses, on the necessity of carrying a full amount of insurance to meet the increased value of realty and as well against the "self determination of labor."

The Board of Education is endeavoring to do its part in the salvage of old paper. Students of the manual training schools made fifty paper balers at a cost for material of \$6 each and these were sent to various schools. These balers were supplemented by 120 others, purchased. Based on the experience of a few months it is estimated that in the course of a year about 150 tons of waste paper can be saved for the paper mill.

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QUALITY PAPERS NEW YORK

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INQUIRIES SOLICITED

PRODUCTION OF WOOD PULP FOR THE MONTH OF AUGUST

Mill Stocks of Bleached Sulphite, Easy Bleaching Sulphite, and Soda Pulp Increased During the Month, But All Other Goods Decreased, According to Figures Given Out by the Federal Trade Commission—News Grade Sulphite Mill Stocks Equaled Slightly More Than Five Days' Average Output—Bleached Sulphite Mill Stocks Equaled Slightly More Than Three Days' Output.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., October 11, 1920.—In connection with the commission's current statistics of the paper industry a summary of the monthly reports from manufacturers of wood pulp and other kinds of pulp used in paper making is submitted herewith for the month of August, 1920. The table shows the kind of pulp, the stocks, production, pulp used and shipments for the month. The pulp shipped during each month represents only pulp shipped to a concern different from the one producing it. Loss of production is shown by giving the idle machine time reported by each company for each kind of pulp.

Pulp Production

The following is a tabulation of the production, pulp used by the company producing it, shipments to outside concerns, and stocks of finished pulp, in tons of 2,000 pounds on an air-dry basis, for August, 1920, compared with August, 1919, for the operating mills. The average production is based upon the reports covering the years 1917, 1918, and 1919, and the average stocks based upon the stocks carried for the 18 months' period ended May 31, 1920:

	Num- ber of Mills	On Hand First of Month	Produce- tion for Month	Used During Month	Shipped During Month	On Hand End of Month
Ground Wood Pulp:						
August, 1920.....	171	137,440	111,205	125,098	10,048	113,499
August, 1919.....	156	181,623	85,907	106,796	7,012	153,722
Average.....	..	..	118,586	..	..	143,889
Sulphite, News Grade:						
August, 1920.....	64	14,162	71,818	61,360	11,889	12,731
August, 1919.....	63	23,727	63,407	56,832	9,651	20,551
Average.....	..	..	62,478	..	..	21,510
Sulphite, Bleached:						
August, 1920.....	32	3,808	50,654	26,560	22,180	5,722
August, 1919.....	30	16,046	46,507	24,165	26,751	11,637
Average.....	..	..	42,276	..	..	9,928
Sulphite, Easy Bleaching:						
August, 1920.....	7	675	6,398	3,431	2,539	1,103
August, 1919.....	8	2,091	5,842	3,357	2,951	1,625
Average.....	..	..	6,552	..	..	1,800

Sulphite, Mitscherlich:						
August, 1920.....	7	1,142	7,142	4,268	2,904	1,112
August, 1919.....	7	1,243	7,242	4,289	2,655	1,541
Average.....	..	..	6,578	..	..	1,730
Sulphate Pulp:						
August, 1920.....	21	2,248	20,749	13,025	7,076	2,896
August, 1919.....	22	6,369	16,326	11,075	5,982	5,638
Average.....	..	..	12,350	..	..	6,248
Soda Pulp:						
August, 1920.....	27	3,738	37,617	19,956	16,518	4,881
August, 1919.....	27	7,674	34,728	20,007	15,332	7,063
Average.....	..	..	31,616	..	..	6,054
Other than Wood Pulp:						
August, 1920.....	4	109	382	367	59	65
August, 1919.....	6	378	1,028	882	138	386
Average.....	..	..	988	..	..	175
Total—for all Grades:						
August, 1920.....	..	163,322	305,965	254,065	73,213	142,009
August, 1919.....	..	239,151	260,987	227,503	70,472	202,163
Average.....	..	..	281,424	..	..	191,335

Total stocks of all grades of pulp in the mills on August 31 amounted to 142,009 tons. Mill stocks of bleached sulphite, easy bleaching sulphite, sulphate pulp and soda pulp increased during the month. All other grades decreased.

Loss of Production

The idle machine time of grinders and digesters reported to the Commission for the month of August, 1920, is shown in detail in the tabulation below. The lost time is compiled from the following operating reports: Ground Wood Pulp, 110 companies operating 132 mills and 905 machines; Sulphite, News Grade, 46 companies operating 50 mills and 158 machines; Sulphite, Bleached, 24 companies operating 26 mills and 107 machines; Sulphite, Easy Bleaching, 7 companies operating 7 mills and 26 machines; Sulphite, Mitscherlich, 7 companies operating 7 mills and 45 machines; Sulphate Pulp, 17 companies operating 17 mills and 81 machines; Soda Pulp, 19 companies operating 26 mills and 177 machines; Other Grades, 3 companies operating 3 mills and 5 machines. The reasons tabulated for lost time are lack of labor and repairs. "Other reasons" include lack of wood, lack of water power, etc. The time lost in August, 1919, is shown by grades and reasons for purposes of comparison. These figures do not include five mills which were not in operation.

Penobscot Chemical Fibre Co. to Build

GREAT WORKS, Me., October 11, 1920.—The Penobscot Chemical Fibre Company has placed its contract for a new digester house and blow pit room extension, with the Aberthaw Construction Company, of Boston, Mass. The buildings will be of brick and steel, and represent an investment of about \$100,000. Work will be started at once.

Grade	Lack of Labor		Repairs		Other Reasons		Total	
	1920	1919*	1920	1919	1920	1919	1920	1919
Ground Wood Pulp:								
Number of grinders.....	6	.....	108	158	499	751	613	909
Total hours idle.....	1,292	.....	22,242	28,032	134,300†	286,886‡	157,834	314,918
Sulphite, News Grade:								
Number of digesters.....	0	.....	3	35	17	31	20	66
Total hours idle.....	0	.....	1,272	1,704	1,029	6,078	2,301	7,782
Sulphite, Bleached:								
Number of digesters.....	0	.....	0	5	8	17	8	22
Total hours idle.....	0	.....	0	186	532	1,891	532	2,077
Sulphite, Easy Bleaching:								
Number of digesters.....	0	.....	2	0	4	18	6	18
Total hours idle.....	0	.....	139	0	619	2,547	758	2,547
Sulphite, Mitscherlich:								
Number of digesters.....	0	.....	3	8	12	7	15	15
Total hours idle.....	0	.....	582	1,774	678	144	1,260	1,918
Sulphate Pulp:								
Number of digesters.....	0	.....	2	14	5	19	7	33
Total hours idle.....	0	.....	243	459	1,386	2,144	1,629	2,603
Soda Pulp:								
Number of digesters.....	9	.....	2	25	14	34	25	59
Total hours idle.....	1,721	.....	768	2,262	2,831	5,392	5,320	7,654
Other Grades:								
Number of digesters.....	0	.....	3	0	1	7	3	7
Total hours idle.....	0	.....	334	0	552	2,426	886	2,426
Total number of grinders and digesters.....	15	.....	122	245	560	884	697	1,129
Total hours idle.....	3,013	.....	25,580	34,417	141,927	307,508	170,520	341,925

*Included in "Other Reasons." †Includes 107,224 hours due to water conditions and lack of power.

‡Includes 278,938 hours due to water conditions and lack of power.

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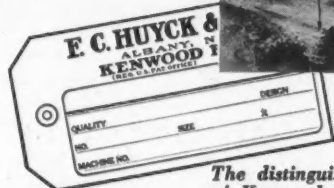
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A portion of raw fleece showing the tangled fibres.

EACH individual wool fibre must be straightened and laid unbroken and parallel with the others if its maximum strength is to be given the fabric into which it is woven. The accompanying photograph shows the fibres twisted and tangled as they grow in the fleece. The strength and service of Kenwood Felts and Jackets demonstrates the efficiency with which the great carding machines in the Kenwood mill untangle and straighten these matted fibres.



The distinguishing mark of Kenwood Felts.

F. C. HUYCK & SONS
Albany, N. Y.

CANADIAN PAPER TRADE MEN MEET IN TORONTO

Representative Merchants Present from Many Distant Points—Profitable Business Session—W. C. Ridgway Speaks on Outlook of Paper Industry in This Country—President Martin Reviews General Conditions of Trade at Home and Abroad—Discussion Follows on Live Topics Affecting Both Mill and Jobber—Election of Officers Held—President Martin's Speech in Full.

[FROM OUR REGULAR CORRESPONDENT.]

TORONTO, Ontario, October 11, 1920.—In point of attendance, interest and enthusiasm, the third annual convention of the Canadian Paper Trade Association, which was held at the King Edward Hotel, Toronto, on Wednesday and Thursday, October 6 and 7, established a record. Representative paper merchants were present from as far as St. John, N. B., in the east and Vancouver in the west. Montreal, Winnipeg, Edmonton, Calgary, Hamilton and other cities were well represented.

The business sessions were most profitable and edifying and one of the features of the proceedings was the splendid and comprehensive address delivered by Mr. W. C. Ridgway, of New York, general secretary of the National Paper Trade Association. He spoke on the outlook of the paper industry in the United States and told in a clear, impressive manner what the National Paper Trade Association had accomplished. This was the first official visit of Mr. Ridgway to the Canadian trade and the welcome accorded him was a hearty one. Mr. John Martin, of Winnipeg, president of the Association, ably presided over the proceedings and during the sessions the wholesale paper merchants were joined in their deliberations on trade matters by a number of representatives of the book and writing mills.

In his annual report Mr. Martin reviewed conditions generally in the trade both at home and abroad and took an optimistic outlook of the future.

The President's Speech

Coming together as paper merchants from all over this wide Dominion it seems to me that this presents an excellent opportunity for us to consider the main facts that present themselves in connection with the industry in which we are engaged. The development of the paper business in Canada has been so rapid that any review which may be made is bound to fill the observer with little short of amazement. While these facts are, in a general way, known to us all we who are in the business necessarily have our faces so close to the picture that perhaps it is not out of place for us, at this time, to stand back a little way along with the casual observer and take a momentary glance at the whole field.

The growth of the paper business in Canada has necessarily been made possible by the fact that over our mountain ranges hills and valleys a kindly Nature has spread out for us a great carpet of spruce and poplar, the greatest untapped source of pulp wood in the world. For centuries the world had stood back and looked upon our Canadian forests as being merely the abode of wild animals and the hunting ground for wandering bands of Indians, but the ever receding forests of other nations finally compelled the attention of the capitalist to these virgin bush lands. The amazed settler in the far backwoods saw, springing up around him, the buildings of huge pulp and paper mills dotted throughout the wide expanse of this northern half of the continent. The result of this has been that whereas in 1911 the total exports of pulp and paper from Canada amounted to the sum of \$8,600,000, last year these exports had reached the magnificent total of \$104,000,000.

The conditions throughout the world, owing to the Greater War, have been such as to improve our normal opportunities for foreign trade, and it is to the credit of our manufacturers that they have risen to the occasion and that these opportunities have been taken advantage of to the fullest extent. Were it not for this fact there is no doubt but that the rate of exchange as against Canada would be very much larger than it is today. When we, as paper merchants, are apt to cavil at the shortage of supply perhaps it is well for us to bear this fact in mind. On the whole, while at time the rations of paper which the kitchens of our paper mills have placed before us have not been in the nature of a nine course banquet, at the same time our plates have not been empty and we have been able to keep our bodies and our souls together.

It is interesting to notice that the public at large and even our tardy Federal and Provincial governments are gradually awakening to the importance of conserving for the future the vast supplies of pulp wood which Nature has given to us. The subject of fire protection and reforestation is now very much in the foreground and if the efforts of our paper manufacturers can be backed up with wise and efficient legislation then the everlasting permanency of the industry in Canada should be assured.

As paper jobbers we are interested in looking afield to see what the conditions of the industry are in other lands, and as to what the prospects are for a resumption of pre-war competition.

Briefly, it may be stated that paper conditions are much the same all over the world in that all grades are scarce and high in price, and that the output is far below the demand. In Europe the factors entering into the general shortage of paper are somewhat different than on this continent. Production, decreased during the war, will be a long time in reaching pre-war levels. On the Continent many paper machines were destroyed or dismantled, and while many of these are again being set up it will take a long time to get them into operation again. In other of the war countries the industry is suffering for lack of coal, chemicals and pulp, but particularly for coal. In the Scandinavian countries mills have been running full, though with production below normal on account of labor troubles.

In England conditions are somewhat different. British paper manufacturers are steadily recovering normal production, but the demand for paper stocks from Europe and from other foreign countries has far exceeded the production of English mills. But few new machines have been installed and this has mitigated against overcoming the increased demand.

Present conditions in the United States are perhaps best indicated in the fact that on the best evidence obtainable the productive capacity of the paper mills has been increased only 5 per cent in the past year, while the normal increase in the demand for paper is estimated to be somewhere between 8 per cent and 12 per cent. Except for the fact of the general feeling that commodity prices must soon assume a downward trend there seems no reason to believe that there is anything in the paper situation itself in the United States to indicate lower prices in the near future.

At home the same general stringency in paper stocks continues to prevail, with but few signs of immediate improvement. Basic raw materials are still very much below the demand and the mills are having the greatest of difficulty in running full owing to the shortage of bleach, sulphite and ground wood.

In book and bond papers production seems to be increasing somewhat, although recently some mills have been running short on account of lack of bleached sulphite. Mills are booking orders for January and February delivery and orders booked months ago are only now being delivered to the jobbers.

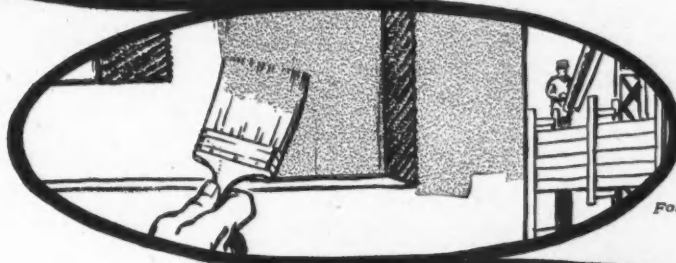
Coated papers are still very short. Several coating mills are running only one shift owing to lack of supplies of body stock.

(Continued on page 36)

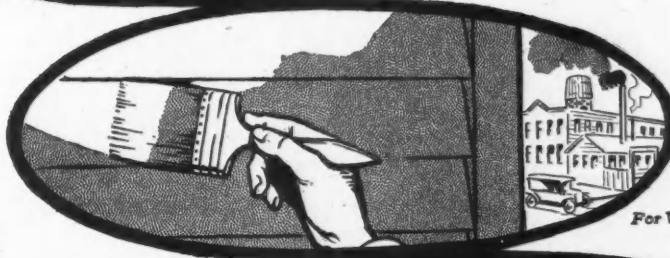
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but
one quality for all**

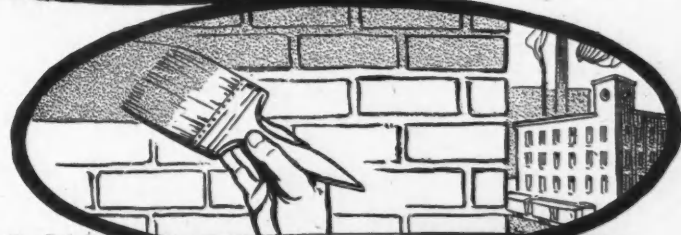
—The finest that can be made. Makes no difference what kind of surface you have to cover—wood, brick, metal or concrete—for sheer satisfaction in results use the paint which comes to you under the Du Pont label.

The Du Pont organization has devoted itself for over a century to the making of high-grade products—the name has been constantly associated with success. Their unlimited resources for the purchase of raw materials, for research and experiment, and for manufacturing mean just this to you: The Paints and Varnishes you buy with the Du Pont name on the label are the finest that science and skill can produce and they are sold at the most reasonable price market conditions allow.

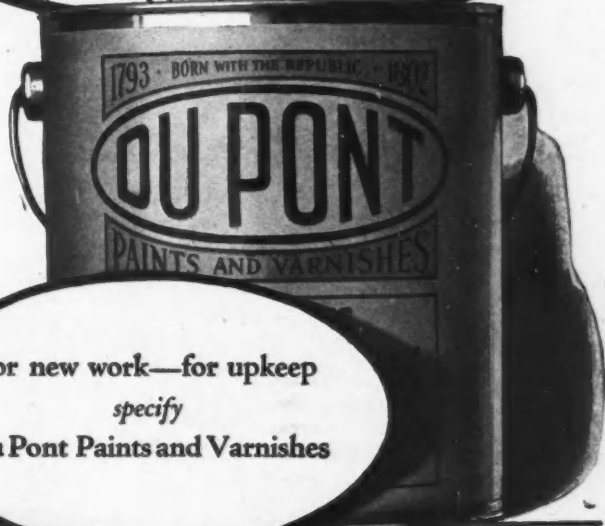
Location of large stocks in all great centers insures prompt delivery service.

**E. I. du Pont de Nemours
& Company, Inc.**

Sales Dept.: Paint and Varnish Division
Wilmington, Delaware



For Brick



**For new work—for upkeep
specify
Du Pont Paints and Varnishes**

CANADIAN PAPER MEN MEET IN TORONTO

(Continued from page 34)

If this could be secured they could run continuously for some months on orders at present booked.

In the news print field conditions are much similar, although most of the larger newspapers are now securing necessary supplies. Sheet news, however, remains very scarce and the smaller publishers are not as comfortable as they would like to be, and jobbers are finding it most difficult to obtain adequate supplies of this line.

The demand for kraft and manillas seems to be fully maintained and kraft prices were advanced just recently a matter of ten dollars a ton.

In considering the factors which have operated in the development of the paper industry in Canada, I feel quite justified in claiming that as distributors of paper products, we have played a considerable part in the process of creating new demands for paper. This has been done by our own direct advertising, as well as through the thorough manner in which our traveling representatives have persistently preached the importance and necessity of using paper. At the same time we have emphasized the need of educating the consumer to the use of paper of the better qualities.

A further factor which has operated to improve the output of paper has been the elimination of some former abuses.

May I now briefly refer to the activities of our association during the past year? Many obstacles have faced us and conditions existing were, at times, beyond our control. Nevertheless, we are proud of what we have achieved, not only because of the better understanding among us, but also because of the service we have been able to render one another.

Unity is strength, and by this we have achieved a strong feeling of consideration for the other fellow. The service rendered to each other has meant profit, not larger profit for selfish gain, but profit in binding us together on one common ground and, thus enlarging our vision. We see around us, as never before, close co-operation among the members of our trade, and in addition the manufacturers, manufacturing stationers and the wrapping paper people are working in closer harmony in their own lines to the betterment of all.

Since this Association was formed we have had an opportunity of testing out its real value to us, and it seems to me that from the general benefits that have so far resulted, we have reason to hope for much in the future. The conditions of the past few years, however, have been favorable for the development and the working out of the plans of the organization. The real test of our good will and real interest in the Association will come when we are further involved in the resumption of more normal conditions in all industrial and commercial life. I am hoping that the friendship and the understanding now existing will do much to carry us all through any such period of stress as we may be called upon to face.

I also desire to emphasize the situation created by the rapid and persistent increase in costs of paper during the past few years. Every dealer has felt the pressure of the demand upon his resources in taking care of the increased investment in his stocks of paper, owing to the advanced prices. But I venture the opinion that paper stocks in the hands of the legitimate paper dealer have increased in volume as compared with the period before the war. If I were to hazard a guess I would say the paper jobbers in Canada are carrying at present stocks worth seven millions. This has helped in no small measure in the development of the industry in Canada. In addition I should like to suggest that there has been an ever increasing disposition to give marked preference to the handling of Canadian made papers. These

factors, as well as others, would seem to justify our confidence that the paper manufacturer will give early and favorable consideration to our urging for more protection for the legitimate paper jobber, whom we understand to be a dealer carrying a general stock of various grades of regular stock sizes and weights of paper, from which any quantity may be sold.

During the year many important meetings of the various sections have been held.

There was a joint meeting of the mills and representatives of the jobbers held at the Board of Trade in Montreal, on December 22, of last year, on the subject of the increase in freight rates, at which your president and secretary were present. This meeting was followed by a meeting of our executive, at which we dealt with a complaint from one of our western members as to a manufacturer selling a firm of lithograph manufacturers in Vancouver on the same basis as jobbers. We also discussed the credit bureau, which was then established, and which, by the way, is working very satisfactorily.

We also arranged at that meeting that the secretary of this Association was personally to take up direct with any of the mills any matter of complaint with respect to any individual mill.

In addition our secretary visited the western sections of the Association, and, with him, your president held meetings in Winnipeg, Calgary and Vancouver.

As a result of representations made to the mills following our last annual meeting several important matters were arranged. One of the most important of these was the adoption by the mills of a wide spread over the cost price in the suggested resale price. A request made to the mills for a reduction in the number of grades of white writings has also had favorable consideration, and has been satisfactorily met, as has also been the suggestion to standardize the weight of envelope papers.

As the result of a conference by your president and committee with the manufacturers, an arrangement for a marginal protection of the Ontario and Quebec jobbers on manilla writings was successfully completed.

Our secretary has also instituted the publication of a bulletin under the name of the "Canadian Paper Trade Association News," in which he has kept the members informed of many important matters affecting the trade.

Secretary's Statement

A composite statement on "The Protection of Jobbers by Manufacturers" was read by the secretary of the Canadian Paper Trade Association, Mr. N. L. Martin, of Toronto, and fully covered various problems and difficulties which the wholesale trade has been up against from time to time. The statement of Mr. Martin was as follows:

In the Canadian Paper Trade Association News, issue of September 3, the request was made that the members of the association should intimate their views on the subject of "The Protection of the Paper Dealer by the Manufacturer." A number of replies were received. The object of this request was that diversified views could be obtained from members of the association in different parts of Canada and that these views might be arranged in a composite statement which would indicate the feelings of the paper jobber as to the present situation, and as to how it could be improved upon.

An examination of these replies shows a uniformity of view which, in the light of trade conditions, is perhaps not to be wondered at.

The selling field for the paper dealer may be roughly summarized as including the publisher, the lithographer, the

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**HAMMERMILL
BOND**

**HAMMERMILL
COVER**

**HAMMERMILL
SAFETY**

**HAMMERMILL
LEDGER**

HAMMERMILL PAPER CO.
ERIE, PENNSYLVANIA

EASTERN OFFICE 291 BROADWAY NEW YORK CITY

“AMERICAN”

★ ★ ★ ★ ★ ★

PAPER MAKERS TWINE TUBE ROPE
WALL PAPER TWINE HAY ROPE
FINE AND COARSE POLISHED TWINES
“AMERICAN” BRAND MANILA ROPE
“AMERICAN” BRAND TRANSMISSION ROPE

The name “AMERICAN” as applied to cordage means “more value in every way.” Send for copy of our General Catalogue, Prices and samples. Address Department M.

Largest Makers of Commercial Twines and Rope in the World
AMERICAN MANUFACTURING CO.
NOBLE AND WEST STREETS, BROOKLYN, NEW YORK CITY

CORDAGE

CANADIAN PAPER MEN MEET IN TORONTO

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printer, the commercial stationer and converter, and large corporations.

The wants of the publisher are largely in news and book and coated papers and it would appear that as the situation in Canada is today that this field is, in many respects, a mill proposition. It does not seem to be the view that it will be practical to turn this particular business into the hands of the paper dealer, but the opinion is expressed that the mills should not accept orders from job printers who may publish specialties from time to time and in this way buy certain lines to better advantage than the ordinary job printer who does not pose as a publisher. The point is very well taken that a list of publishers in Canada who are to be recognized as such by the mill and by the paper merchant should be prepared and approved by both associations.

The lithographer is also, to a very large extent, in the hands of the book and coated mills, and, insofar as these lines are concerned, however much we may agree with the theory that the lithographer should not be entitled to buy his supplies in any lower market than the job printer, with whom indeed he is frequently in competition, at the same time there appear to be a good many practical difficulties in the way of putting the matter on a different basis. The principal difficulty appears to be one of precedent. Years of continuance of this practice has strengthened and enriched the favored ones who, no doubt, seriously and strongly object to any attempt to take away their present advantages. A different situation, however, arises with respect to the bond paper requirements of the lithographing trade. A good many of the lithographers use a special, watermarked paper, but the jobber is expected to carry high grade stocks of bonds from which the lithographer selects odd lots from time to time, or will sort up his stock while waiting for a shipment from the mill. Fairminded persons must recognize that the practice of the mills selling bond papers direct to the lithographer is creating a situation which is absolutely unfair to the competitor of such lithographers. It is also unfair to the paper dealer, who finds one of his active markets taken away from him. The uniform feeling of the paper dealers is that the mills should be prevailed upon to leave in the hands of the paper dealers the bonds and writing trade with the lithographers, large or small, in trade or private water marks.

In their relations with the job printers the paper dealers find they have little cause for complaint, but the barnacles of an old custom still cling here and there and should be removed.

When we come to consider the trade of the commercial stationer we find again existing a privileged class. Many of these commercial stationers are nothing more or less than retailers, the majority of them having no printing or manufacturing plant of their own. The mills would lose nothing by diverting this trade through the paper dealer. There are many sore spots throughout Canada which the manufacturer, by the wave of a magic wand, could instantly heal.

Another evil thing which the paper dealer has to meet with day by day is the fact that many large corporations buy their bond papers with private water marks direct from the mills. This practice is as great an injustice to the job printer as it is to the merchant. The view has been expressed that the proper place for the large corporation to buy its paper is from the printing house which does its work, except indeed in cases where the corporation has a printing plant of its own, in which case it might properly be conceded that the trade in such case should naturally fall into the hands of the paper merchant.

The paper merchants of Canada carry large, individual stocks

and turn over probably as much as \$14,000,000 worth of Canadian-made paper in a year. The distribution of this comparatively large total costs the mills nothing. It would be inconceivable for the mills themselves to take care of the diversified wants of the consumers of paper and it would seem futile to argue that the paper merchant has a firmly established position in the trade of the country. The paper merchant, therefore, with his large investment, his selling organization and with his financial burden, is entitled to the recognition and respect of the paper manufacturer. He should get a differential discount as against all other buyers of the product of the mill, no matter how small that discount on certain lines or certain quantities may be. The situation must be looked at by manufacturers and dealers without thinking solely of their own immediate interests. The merchant is frequently faced with the necessity of quoting dangerously close figures in certain orders because of the fear that manufacturers will consider the buyer or the business to be of sufficient importance to justify direct quotation at practically the same price as is quoted to the dealer, or that some agent will be able to buy as cheaply and, having little or no expense to pay, will take the business on the barest possible margin. If some recognized list of those houses which the mills consider as "mill accounts" could be prepared and placed in the hands of the merchants this would at least be a step in the right direction.

It is the feeling that if these difficulties could be overcome it would be for the good of the whole industry. It is a matter for the pulp manufacturer, the paper manufacturer, the wholesaler, the lithographer, the printer, the converter and the consumer to work together with one mind towards the most economical and the most practical method of supplying the product of the mill to the use and benefit of the ultimate user of the product.

General Discussion

The matter of the protection of the jobbers and their relations with the manufacturers were gone into fully and, in the discussion which followed the reading of the report, there was a lively interest evinced. Considerable improvement in the various interests affecting the mills and the jobbers was outlined in the report of the Mills Relation Committee. It was, however, pointed out that some manufacturers were still going over the head of the jobber and disposing of their product direct to the printer and others. It was advocated that the jobber or wholesaler should be placed in a fair relation with the manufacturer touching the matter of resale prices, and the former representatives asserted that they were prepared to play the game if the mills would do the same. It was also stated that the Canadian paper trade is likely to face British competition and that the manufacturers in the Old Country were going to use every effort to secure a portion of the western business. Attractive prices were being offered by British firms.

The upshot of the whole discussion was that there will likely from this out be a better and more definite understanding between the wholesale merchant and the paper manufacturer. A resolution embodying practically all the principles set forth in the "composite statement" as read by Secretary Martin was adopted. Other matters, such as the wholesalers' cost of conducting business, classification, etc., were gone into fully and talked over from many angles.

Remarks by Mr. Ridgway

W. C. Ridgway, of New York, spoke ably and convincingly
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Municipal & Business Branch
Municipal Building

*Direct from Producer
to Consumer*

**ENGLISH CHINA CLAYS
SALES CORPORATION**

33 WEST 42nd STREET, NEW YORK

Exclusive Representatives of
ENGLISH CHINA CLAYS, Ltd.
ST AUSTELL, ENGLAND

*Largest China Clay Producers
in the World*

500,000 TONS ANNUALLY



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on trade conditions in the paper line in the United States and the relationship which existed between the distributors and the manufacturers. There were today in America only a few large firms who were not dealing direct with the wholesalers in the sale of their product. Largely through the energy, effort and organization of the National Paper Trade Association this had been brought about. A campaign of education and persistent work had won out. Continuing, Mr. Ridgway said that for some years the mills had been quite willing to dispose of their product through the paper merchants but when production caught up with demand in the future, the situation would bear watching. "We have," he added, "been trying to educate the manufacturer and the merchant to the idea that both are component parts of the same business and if this principle can be firmly established in Canada and the United States, along with the application and exercise of sound business judgment and common sense, there will be solved all problems existing between the producer and the distributor."

Referring to the future of the paper trade, Mr. Ridgway intimated that no man was in a position to size up matters unerringly, and he would not attempt the task. During the past five years production in the United States had not increased as rapidly as consumption. It had been estimated that the normal annual increase in demand for the last twenty years had been about ten per cent, varying, of course, according to grades. Just to what extent productive capacity exceeded requisitions during the war it was not possible to state and no one could say how much the war demands had been over and above the natural increase in the calls for and uses of paper. When hostilities in Europe ceased in November, 1918, the real war demand had only begun. The market for paper had been very active since then until a few months ago, when business began to fall off somewhat, but, according to the returns obtained by the association, it was still above normal. September business was better than the month previous and, after the Presidential contest, it was believed that the market would take on new life and activity in nearly every line.

Advertising had brought about a decidedly augmented demand for paper and the publicity business was likely to continue on a large scale until the tax laws in existence were things of the past. Many concerns were making huge advertising appropriations owing to the federal levies made on their earnings and for the good that would follow when taxes were not so high. Just as long as this aggressive and widespread advertising campaign kept up there was little likelihood of any decrease in the call for paper supplies. He did not see that there would be any decline in the price of paper in the near future, except in the "spot market." Stocks on the whole were low, and many paper merchants had practically bare shelves.

Mr. Ridgway had little or no fear of the future, as it would take several months before the paper merchants of America, generally speaking, had sufficient supplies on hand to transact business on a thoroughly efficient and satisfactory basis. He referred to the wave of price cutting which was now sweeping the land and affecting various commodities, and the feeling had come to the front on the part of a number of large consumers of paper that if quotations continued to ascend, they would cut down their uses of paper to the lowest possible point. The mills were some months behind in deliveries, and prices, added Mr. Ridgway, have reached the "saturation point." In closing he spoke of the splendid co-operation of the members of the National Paper Trade Association and told of its

progress and expansion in a way that aroused the enthusiasm of the Canadian gathering.

Visitors Entertained

The visitors were entertained at luncheon on Wednesday by the Toronto members, and the banquet in the Gold Room of the King Edward Hotel on Wednesday night was a highly successful and enjoyable function, which was attended by many guests from the mills and allied trades. Mr. John F. Ellis, of Toronto, honorary president of the Canadian Paper Trade Association and the dean of paper wholesalers in Canada, ably presided and, during the evening, certain members gaily and even gorgeously attired in the garbs of the miner from the west, the prairie cowboy, the B. C. fisherman, the western rancher, the prairie farmer, the Pacific Coast lumberman, the western paper jobber, the aboriginal Indian and other quaint characters, appeared and were elaborately introduced by Mr. E. S. Munroe, of Toronto, treasurer of the association. The musical numbers were well rendered and there were many lively choruses sung while the banqueters were partaking of the bounteous spread.

After the toast of "The King" had been loyally honored, Mr. Charles E. Graham, of Hamilton, the newly elected president, proposed "the Pulp and Paper Industry of Canada." Mr. A. L. Dawe, of Montreal, secretary of the Canadian Pulp and Paper Association, who was to have replied to this toast, was unable to be present owing to illness and his place was acceptably taken at the last moment by Mr. Edward Beck, of Montreal, who spoke on "Forestry Conservation and Canada's Pulp Wood Restrictions." He covered very largely the same ground that he did recently at New London, N. H., when he appeared before the Society for the Protection of New Hampshire Forests at their annual forestry conference, an outline of which has already appeared in the *PAPER TRADE JOURNAL*.

"Our Guests" was the next toast and brought to their feet Mr. W. C. Ridgway, of New York, Mr. F. H. Macpherson, of the Detroit Sulphite Pulp and Paper Company, Detroit, Mich., and Mr. Atwell Fleming, of Toronto, one of the oldest and most respected printers of Canada. Mr. Ridgway touched upon the function of the paper merchant, his place and service in the distribution of the product of the mills and the relations which existed between the merchant and the manufacturer.

Mr. Macpherson dwelt instructively and eloquently upon the subject of "Industrial Democracy" and told of the splendid and encouraging results in his own company during the past three years as a result of the application of this principle and how it had brought about increased production, contentment of the workers, mutual good will and genuine cooperation. While this plan might not be an absolute panacea for all the differences between management and workers, he expressed the opinion that it went a longer way in this direction than any other project that had been tried. He was well satisfied with the outcome in his own industry. Mr. Macpherson discussed the scheme from four standpoints—the plan itself, greater interest, general cooperation and reaping better results.

Mr. Atwell Fleming's theme was "How the Wholesaler and the Manufacturer Can Do the Best for the Printer." He emphasized the necessity of standard weights and sizes, the standardization of colors, better wrapping, more uniform deliveries, the stabilization of prices and more prompt deliveries as well as the strict adherence to all contracts as far as it was humanly possible. Mr. Fleming also outlined some of the difficulties

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WILLIAM A. HARDY & SONS COMPANY, Fitchburg, Mass., U. S. A.



WE ARE SAFE IN OUR PROPOSITION

YOU'LL MAKE NO MISTAKE IN ACCEPTING IT

PICKLES DRYING REGULATOR

will do everything we claim for it and more. The test costs you nothing until you are satisfied. Many mills tried one and now have every machine equipped. Write for list of users and other information.

W. F. PICKLES, Buckland, Conn.

THE adaptability of ORR Felts and Jackets on News and Fast Running Paper Machines and wherever superior quality and serviceability are demanded is marked.

These felts are woven endless—they are proof against the common troubles.

Let us co-operate with you in attaining better results.

The Orr Felt & Blanket Co.

Piqua, Ohio, U. S. A.

Buchanan & Bolt Wire Company

ESTABLISHED 1878 AT HOLYOKE, MASS.

Makers of Highest Grade Fourdrinier Wires, Dandy Rolls, Cylinder Covers, Brass Wire Cloth of all Meshes for Paper, Pulp and Coating Mills—Quality Guaranteed

We make a specialty of Fine Wires for Magazine and Book Papers

New York Trade Jottings

George H. Davis, dealer in printing papers, has moved from his offices at 200 Fifth Avenue to 347 Fifth Avenue, Room 1205.

* * *

Kelsey, Ridsen & Cooper, 156 West Broadway, who deal in paper, board and glue, announce new telephone numbers, Canal 4948 and 4949.

* * *

Moses Bigelow announces that he has resigned his position with the Palmer Lime and Cement Company and has opened an office at 154 Nassau Street.

* * *

The American Paper and Pulp Association has recently received a number of inquiries pertaining to the manufacture of paper from cotton linters.

* * *

R. S. Kellogg, of the News Print Service Bureau, returned from a trip through the Canadian trade last Friday, where he reports things to be in a flourishing condition.

* * *

The American Paper and Pulp Association announces that the Forest Service has procured 160,000 acres of scrub pine in Florida that it is anxious to exploit for timber production. Frank Reid, the Forester of District 7, is especially interested in this.

* * *

Thomas J. Keenan, secretary of the Technical Association of the Pulp and Paper Industry, announces that the offices of the association have been permanently removed from 18 East 41st Street to 542 Fifth Avenue, where the new telephone number is Vanderbilt 5575.

* * *

There seems to be considerable interest in the projected development of a wood land section of the American Paper and Pulp Association. The organization meeting will be held at the Congress Hotel on November 12 in Chicago. It will deal with logging methods, purchase of wood pulp and pulp lands, taxation, fire protection, reforestation, etc.

* * *

Paper suits and other paper textile products have been on exhibition at the local offices of the Bureau of Foreign and Domestic Commerce October 11, 13, 14 and 15. These articles were displayed for the purpose of giving American manufacturers and exporters an idea of what these paper products are and the competition which they may encounter in foreign fields.

* * *

P. K. Chu, one of the editors and proprietors of the *Shun Pao* (Chinese Daily News) of Shanghai, will be here for a number of weeks. He is investigating the possibility of establishing a paper mill in China and makes the statement that sufficient capital up to a large figure can be secured from Chinese business men for the project in cooperation with American capital. He can be reached at Room 405, 1 West 34th Street.

* * *

The R. T. Vanderbilt Company, 50 East 42nd Street, New York, wishes to announce the association with their firm of Mr. R. W. Howell as one of its vice-presidents, effective October 1st. He will have charge of all of their paper mill business, covering white clays and other products. Mr. Howell has been with the New York and Pennsylvania Company for the past twenty years, specifically in charge of their purchasing department, but his duties have taken him into all branches of the business, including the manufacturing and sales departments. The R. T. Vanderbilt Company recently purchased the mine of the Peerless Clay Company at Langley, S. C., and have doubled the output during the

past two months. They are also operating paper clay mines in Virginia and Georgia.

* * *

A farewell dinner was tendered Jacob Siebert on the night of September 23 at the New York Athletic Club. Mr. Siebert is departing in the near future to assume his duties with the Nipigon Paper Company at Nipigon, Ont. Mr. Siebert was presented with a very handsome watch, a token of esteem from his New York business friends. Those present were: Jacob Siebert, Alton Faunce, M. Gintzler, S. Goldman, Harry Hughes, John Hoffman, Arthur Sigel, W. H. Donaldson, W. P. Birmingham, Alex G. Gilman, Louis Simon, Frank Fieweger, Joseph Pirie, Carl Becker, J. Ryberg, A. J. Pagel, Fred Swanson, F. E. Dunaway, E. P. Bullis.

CANADIAN PAPER MEN MEET

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with which the printing trade has been confronted during the war and since and said that all the troubles and perplexities were not alone on the side of the mills and the jobbers.

Election of Officers

The following officers were elected for the coming year: Honorary president, John F. Ellis, Toronto; president, Charles E. Graham, Hamilton, Ont.; first vice-president, Ernest Dawson, Montreal; second vice-president, Charles J. Kay, Vancouver, B. C.; treasurer, E. S. Munroe, Toronto (re-elected); secretary, N. L. Martin, Toronto (re-elected).

A hearty vote of thanks was tendered the retiring president, John Martin of Winnipeg, for his faithful and energetic services in the interest of the association. It is probable that the next convention will be held at the same time and place as the annual gathering of the Canadian Pulp and Paper Association, thus following the precedent of the National Paper Trade Association of the United States, which holds its annual conclave at the same time and place as the American Pulp and Paper Association.

On Thursday there was a luncheon tendered the delegates at the National Club by the members of the Book and Writing Section of the Canadian Pulp and Paper Association. In the afternoon the visitors were taken for a tour of the Toronto Harbor as the guests of the Harbor Commissioners. The improvements which have been carried out and the development of the plans which call for an expenditure of \$25,000,000 afforded much interest and instruction to all the members of the party. The slogan of the water trip was "Some from the east and some from the west and one from the city of Gotham."

Now Conveyors Corp. of America

Announcement is made by the American Steam Conveyor Corporation of a change in its corporate name to the Conveyors Corporation of America.

The change in name is due to the rapid growth of the Corporation, the addition of new lines of business, and the purchase at South Bend, Ind., of a large and completely equipped machine shop to which foundry facilities will be added.

The new name more nearly describes the present business of the organization. Its line includes steam jet conveyors for handling ashes, soot, combustion ash, etc., trolley carriers for handling coal, limestone, sand, gravel, and like loose bulky materials; ash pit doors; flood oil bearing sheaves and other conveyor supplies.

The acquisition of a new machine shop at South Bend, Ind., will afford unusually prompt service and will meet the strictest requirements of the customers. There is no change either in the personnel or policy of the company.

The Seven Stages of Paper Sizing

ANALYSIS of paper sizing shows there are seven essential stages. Each one of these stages is comprehensively covered by the De Cew Sizing System, and the System, in its relation to these stages, is fully protected for practically the next 17 years by a total of 16 recent U.S. patents and applications.

1st Stage: THE ROSIN PRODUCT	THE DE CEW SIZING SYSTEM
2nd Stage: THE COOKING APPARATUS	
3rd Stage: FIRST STAGE OF DILUTION	
4th Stage: THE EMULSIFYING APPARATUS	
5th Stage: SECOND STAGE OF DILUTION	
6th Stage: METHODS OF TREATING COLD EMULSIONS	
7th Stage: TREATING PRODUCTS OF THE BEATER	

Back of the De Cew Sizing System is a *Service*, exclusively for users of our System, that includes complete examination of water and stock-beating conditions and paper machine variables, and necessary adjustments of methods to meet these conditions.

All the Engineering Service for plans, installations and adjustments are provided by us.

In short, the road to maximum sizing efficiency in your plant leads straight to the De Cew Sizing System.

Do you wish to see a representative?

Process Engineers, Inc.

NEW YORK
501 Fifth Avenue



MONTREAL
McGill Building

Recent Incorporations

GIANT PAPER PRODUCTS CORPORATION, Wilmington, Delaware.—Manufacture of paper and paper products; capital, \$1,500,000.

STERLING CORP., Holyoke, Massachusetts.—Manufacture, buy and sell paper and paper products and novelties; capital, \$100,000.

GEORGE DORSON, Manhattan, New York.—Make mill supplies; capital, \$5,000. Incorporators: S. Cahen, S. Tisch, E. Levy, 220 Beverly road, Brooklyn.

Main Paper Stock Co. Expansion

George Churchill, well known in the paper and printing industries, has just severed the connections with the J. E. Linde Paper Company, and has joined the Main Paper Stock Company, 25 Spruce street, to conduct the company's wrapping paper and stationery department.

Mr. Churchill has been connected with the J. E. Linde Paper Company for more than 16 years, where he has managed the wrapping paper business. Mr. Churchill will conduct the stationery department in connection with the New Paper Department of the Main Paper Stock Company, which is under the management of D. Richard Cavalla.

According to Mr. Cavalla, wrapping paper, tissues, twines, paper towels, toilet paper, napkins, boxed stationery, etc., will be sold by Mr. Churchill's department.

The appointment of Mr. Churchill as manager of the stationery department is another step in the development of a strong new paper department by the Main Paper Stock Company, of which Mr. Andrew Ragone is president. Mr. Cavalla, who is manager of the New Paper department, has spent all his business life in the paper business. Originally he started in the paper stock and rag trade and in the last 17 years has had experience in practically every division of the paper industry. During the last eleven years he was connected with J. E. Linde Paper Company. At present the New Paper department of the Main Paper Stock Company handles book papers, bonds and writing papers, and envelopes. New lines will be added from time to time.

The Main Paper Stock Company is now the exclusive sales agents of two big mills and is selling some of the products of many other paper mills.

Mr. Cavalla said that it was his plan "to appoint experienced and efficient paper men to head the different departments of the New Paper Division. He pointed out that the envelope business of this organization was now every extensive and that it had more than 20 million envelopes on hand at the present time. The Main Paper Stock Company is one of the representatives of the United States Envelope Company in this city and has a domestic sales office at Holyoke, Mass., and foreign offices in Italy and Porto Rico. This organization also has six warehouses in this city, with a capacity of over 300 tons daily of mill supplies.

Whitaker Co. Buys in Indianapolis

INDIANAPOLIS, Ind., October 11, 1920.—Ben C. Morris, resident manager of the Indiana division of the Whitaker Paper Company, with home offices at Cincinnati, Ohio, acting in conjunction with Major R. B. Burch, vice-president of the company, has just purchased from Mr. Courtland Van Kamp the real estate at the southwest corner of Missouri and Chesapeake streets, Indianapolis, on which it is understood that the Whitaker Paper Company contemplates erecting a fireproof office and warehouse building to accommodate its growing business in the Hoosier State.

The lot is practically 135 by 100 feet, and is ideally located for the wholesale paper business, having facilities for handling freight on its own siding direct from the railroad, and being within easy hauling radius of the chief printers, lithographers and consumers

of wrapping papers, bags and cordage, in which commodities the Whitaker Paper Company is an extensive operator.

Less than two years ago the Whitaker Paper Company purchased the business of the old Indiana Paper Company, one of the pioneer concerns of its kind in the State. Under the management of Mr. Morris, and backed by the enormous mill connections of the parent company, the business has grown by leaps and bounds. The old Indiana building proved inadequate after a very few months under the new management, and the company removed to the Murphy building, in which it now occupies three floors, with an aggregate of approximately 55,000 square feet of floor space.

The purchase price of the new property has not been made public, nor has the company announced any definite date for the beginning of building operations. It is safe to assume, however, that the building, when constructed, will be one of the most notable industrial plants of its kind in the State.

The Whitaker Paper Company has a reputation for doing these things in a big way. Less than two months ago it purchased a modern warehouse building at 48-52 Great Jones street, New York City, to accommodate its New York branch. It now has under construction in the city of Baltimore, Md., what is declared to be the most modern and complete, if not the largest fire-proof paper warehouse and office building in the world.

Folding Box Men to Meet

CHICAGO, October 11, 1920.—The Folding Box Manufacturers' National Association will hold a regular membership meeting at the Hotel LaSalle on Tuesday, October 19, at 10 o'clock a. m., immediately preceding the cost accountants' convention which opens on Wednesday morning, October 20. This unbroken schedule was fixed in order that the principals attending the membership meeting might remain to attend the accountants' session also without loss of time between meetings.

Apart from the customary survey of conditions in the industry at this time a topic of general interest centers in a current tendency on the part of some consumers of cartons to substitute paper bags or wrappers for folding boxes. Recent correspondence disclosed some inroads being made on folding box production. The extent of this substitution throughout the industry will be learned at this meeting.

The proposed statistical program will be an outstanding feature. The referendum vote which the Atlantic City meeting ordered is about completed and the indications are that the full 75 per cent affirmative vote required will be recorded before the date of the Chicago meeting. Naturally therefore the members will wish to definitely determine upon the exact form and classification of the statistics to be assembled and returned to the individual members.

Texas Wants Kraft Mills

DALLAS, Texas, October 7, 1920.

Editor, PAPER TRADE JOURNAL:

A number of our East Texas communities are very much interested in the possibility of bringing about the establishment in that section of kraft paper mills. We have made a fairly comprehensive study of this industry and believe that the opportunities afforded would be very attractive to practical paper people. It occurs to me that possibly some of your readers might be interested in this particular field of development and that you would like to have articles along this line, prepared by this office. We would be glad to send you any material that you might care to have.

Very truly yours,

W. R. CLARK,

Office Manager, Texas Chamber of Commerce.



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Editorial

Vol. LXXI New York, October 14, 1920 No. 16
FORTY-NINTH YEAR

Bigger, Better and Brighter

J. Newell Stephenson, editor of the *Canadian Pulp and Paper Magazine*, of Montreal, Canada, has reviewed the new edition of Lockwood's Directory of the Paper and Allied Trades, in the current issue of that magazine and he has brought out certain points that the publishers of the Directory feel cannot be too greatly emphasized or too widely circulated. This refers to Mr. Stephenson's allusions to the "apathy, indifference and procrastination" of some concerns in supplying information for a work of this kind. We hope Mr. Stephenson's remarks will have some effect in remedying this tendency among certain members of the industry. The review follows:

"Bigger, better and brighter, words so commonly used these days, are descriptive of the 1921 edition of Lockwood's Directory of the Paper and Allied Trades, which has just been received. The company is to be congratulated on the greatly increased size, on the excellent appearance and on the fact that the Directory appears once more on schedule time. The fact that this 46th edition is increased to \$7 will not deter anyone in these days from ordering a copy of the book. It is probable that never in the almost half century of the Directory's history has there been such a situation with regard to paper.

"Lockwood's Directory is so familiar to the paper trade that a detailed description would be quite superfluous. We find the same sections but each one is larger than before. It is an enormous task to compile the information of such varied character as appears in the Directory, very largely due to the apathy, indifference and procrastination of concerns to whom requests for information are sent. While it is realized that many requests for information are received by pulp and paper, as well as by other companies, it would seem that the management would take sufficient pride in having the company accurately and fully described to furnish the necessary data even at some inconvenience. Each company will find frequent occasion to refer to Lockwood's Directory for information about other companies and it is only fair that they should supply such data regarding themselves as they expect to find regarding others. It is gratifying to note that practically every mill is represented by up-to-date items.

"Although no announcement is made in the preface it would naturally be understood that payment of \$7 for the book should be made in U. S. funds. In order to be sure of having a copy it would be well to send the order immediately as last year's edition was completely sold in comparatively short time."

Falling Prices and the Banks

Several months ago alarmists predicted that the only thing which could possibly bring a reduction in prices was a panic and a great many level-headed business men were showing considerable anxiety about the outlook for this Fall. The decline is now upon us and

no where is there any evidence of panic conditions. It is remarkable that this tremendous drop in almost every quarter of the market could take place so quietly and in such an orderly manner. A year back no one would have believed it possible. That the readjustment is going on so confidently and with such little friction is due to one thing, the wise and helpful policy of American bankers.

Although these men fully realize that the state of affairs now prevalent means a heavy withdrawal from their deposits and a great drain on their resources they have not hesitated to extend the credit which is absolutely necessary for production and distribution. They have, perforce, had to be most careful in the extension of these credits, knowing, as they do, what disastrous results a slipshod policy would lead to; they have themselves had to turn, in many cases, to the Federal Reserve for aid.

This has all tended to bring about a feeling of greater ease in the money market during the past month. The National City Bank says that time money on collateral security has been in more liberal supply, and as low as 8 per cent, although the bulk of the business has been at 8¼ and 8½. There has been little doing in New York on commercial paper, since most of their loans are confined to regular customers and the call money has been below the time rate and as a rule in the neighborhood of 7 per cent.

The fact that the first month of the Fall season has been passed with money provided for moving agricultural products without any serious increase in the strain speaks well for the wisdom of the bankers and the safety of the financial world. So far as the grain crops are concerned, the worst is probably now over, for even though only a small portion of the total crop has been moved conditions are such that the remainder is likely to move slowly and little more credit will need to be employed than is in use at the present time. As the farmers sell the banks in the farming districts come into funds with which they liquidate loans at the centers and thus place the latter in condition to continue advances on grain.

All of these facts should give a great deal of encouragement to those who have been looking forward to a difficult Winter. Prices are not going to decline much further and it is very doubtful whether any of the commodities will permanently remain at a pre-war level. Those that have descended the furthest will probably recover somewhat and things will balance up in a way that should give this country a most prosperous year.

Want Tariff Barriers Removed

Developments at the International Financial Conference now under way at Brussels throw a good deal of light on what American business would encounter under the League of Nations as proposed by President Wilson.

Two proposals advanced officially at the International Conference were world free trade and the establishment of "An International Institute for Financial Control and Issue" which would virtually monopolize all international banking and artificially wipe out the disparity in exchange between the different countries.

Delegates to the Brussels Conference are officially accredited representatives of the several nations and it is fair to conclude that they represent the sentiment of their nationals as it would ap-

pear in economic discussions under the League of Nations. While the discussion diplomatically avoided open reference to "free trade" there is no mistaking that Europe would like to compel the United States to remove all tariff barriers and accept free trade of more sweeping character than the Democratic party has ever sanctioned.

Not only did the British delegates declare openly for free trade but M. Mori, Japan's delegate asserted that "Japan is for commercial liberty and fair play; we must have freedom of exchange." Ferdinando Quartiere, speaking for Italy, was in favor not only of "the greatest freedom for international commerce," but also "the pooling of raw material, coal and foodstuffs." The only foreign voice raised against the free trade proposal was that of India, which declared there was a strong sentiment in that country for a system of protection.

Premier Delacroix was the author of the proposal for an international financial controlling body. He suggested an issuance of international gold bonds to be used as a medium for settling trade balances and stabilizing international exchange. American financial authorities declare that any such arrangement would mean inevitably maintaining the solvency of Europe with the credit and resources of the United States.

Another proposition being considered by the Brussels Conference is the establishment of an international clearing house through which all international transfers of money would be made.

American business men who have not been blinded by the emotional appeal of the League of Nations, have long questioned its soundness as a business proposition because of the provisions which permit the use of economic barriers. It has been pointed out that the United States, outvoted as it is under the Wilson League, might be barred overnight from commercial intercourse with any one of the member nations which might, for the time being, suffer the displeasure of the majority counsel. Interpreted in terms of business this might mean the sudden cessation of the American export business with an entire nation at the whim of a foreign controlled directorate which has shown many evidences of proceeding along selfish lines.

The recent developments at the Brussels Conference, counted fairly reflective of European League of Nations sentiment, show clearly that Great Britain, Italy, Japan and Belgium, three of them major signatories to the League, would compel the United States to accept an international business suzerainty that would utterly destroy the initiative of American industrial and commercial institutions and reduce to an international dead level the commercial advantages possessed by this country in consequence of a century of development.

Goes With News Print Service Bureau

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., October 13, 1920.—M. L. Smith, who has been connected with the paper division of the Federal Trade Commission under Alva Snyder since February of last year, has resigned from the commission to become associated with the News Print Service Bureau headquarters in New York City. It is understood that Mr. Smith will do statistical work with the paper organization. He is well qualified for this, having been engaged in the statistical paper work for the commission and being thoroughly familiar with details of the commission's paper organization.

Paper Co. Plea Not Guilty of Killing Fish

XENIA, Ohio, October 11, 1920.—Albert Hagar, of New York president of the Hagar Board and Paper Company, appeared in the court of Justice J. E. Jones, last week, and entered a plea of not guilty to each of the 10 affidavits charging the Hagar company with killing "a fish" through pollution of the Little Miami river with refuse from the factory at Cedarville. Justice Jones assigned the hearing for October 15.

The affidavits against the Hagar Company were filed by Karl Keller, of Newtown, a game protector, as the result of an investigation conducted by himself and other representatives of the State fish and game commission.

Another News Print Inquiry

WASHINGTON, D. C., October 11, 1920.—The Department of Justice has again begun an inquiry which is hoped will in some measure alleviate the oppression in the news print market. For some time the Attorney General has seen the necessity of these measures, and facts are now being gathered with a view to drastic action, if it is found to be necessary. There have, however, as yet been no prosecutions.

To Make Light Weight Tissue

In the last issue of the PAPER TRADE JOURNAL the statement appeared that the Paper Converting Corporation, of Niagara Falls, is to manufacture bond paper. This was an error. The company is installing two 132 width machines of the Yankee type and is going to make machine glazed paper, which will be light weight tissue and waxing grades.

Will Not Discount Drafts on Wood Pulp

A cablegram from Stockholm says that the Swedish Council of Finance, an advisory commission appointed by the Government, whose chairman is the governor of the Riksbank, has issued a letter to all Swedish banks enjoining them to discount no further drafts issued in Swedish crowns representing payment for wood products and pulp sold to foreign countries.

West Dudley Paper Co. Chartered

PROVIDENCE, R. I., October 11, 1920.—The West Dudley Paper Company, to be located in Pawtucket, to engage in a general paper and pulp business, was granted a charter today by Secretary of State Parker. The capital is \$500,000. The incorporators are Lowell Emerson, L. Pierce Emerson and John C. Knowles.

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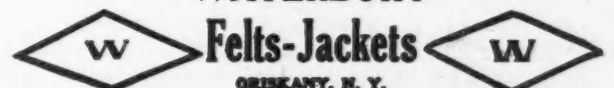
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GERMAN PAPER CLOTHING AROUSES MORE INTEREST

From Information Being Constantly Received by the Department of Commerce It Seems Quite Evident That German and Austrian Manufacturers Intend to Cover the Markets of the World with Their Paper Substitutes for Near Clothing—It Is Not Thought, However, That This Clothing Will Ever Gain a Foothold in This Country—Exhibit Will Be Made in All the More Important Cities of the Country.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., October 11, 1920.—Paper manufacturers in the United States are taking a more serious interest in the subject of German and Austrian paper clothing and associated paper products than had been anticipated, as a competitive factor in American export trade.

While many stories have been written since the beginning of the European war relative to the progress which had been made in Germany and Austria with the use of pulp in making wearing apparel and other articles, the real interest in paper clothing seemed to begin with a report from the American Chamber of Commerce in London that one store on the Strand had a stock of 40,000 of these suits at a price of about 60 cents per suit, American money. Shortly after this reports were received by the Bureau of Foreign and Domestic Commerce, Department of Commerce, to the effect that German and Austrian manufacturers were shipping large quantities to Italy, Turkey and other countries. About the same time, a story appeared in the various newspapers of the country, to the effect that something like 500,000 German paper suits had been shipped to Argentina.

Substitutes for Real Clothing

The paper wearing apparel industry as it was known in the United States appeared merely as a war emergency measure adopted by the Germans, with no particular after-the-war significance. Apparently no thought was given to the industry as a possible competitor with cheap American clothing under normal conditions. In view of the information referred to above, as well as other information which is being received almost daily by the Department of Commerce, it seems quite evident now that the German and Austrian manufacturers intend to cover the markets of the world with their paper substitutes for real clothing. Officials in Washington do not believe that this competition will ever be felt in the United States. The material used in the German product is too coarse and crude to meet with favor here to any extent unless many refinements are adopted.

If these suits are sold at all in the United States their market will probably be very limited, confined no doubt to the cotton fields of the South and to limited use in other directions where the rougher unskilled labor element predominates. Even then the price will have to be very low, about \$1 per suit to attract much attention.

Will Not Prove Popular Here

Several clothing manufacturers who visited the exhibit which was held here by the Department of Commerce to examine the material, evidenced very little concern over competition after they had had an opportunity to look at the garment. The consensus of opinion was that the clothing will not take hold in this country. Its quality is not fine enough to appeal to the average American, even the unskilled laboring classes. On the other hand, the American exporter of wearing apparel may experience some trouble in foreign fields. If the paper goods can be sold for 50 cents or \$1 in foreign markets, particularly in the countries where money

is not so plentiful, and the standards of dress not so high as in this country, exports of cheap clothing might be affected. It was because of the fear of competition in foreign markets that the Bureau of Foreign and Domestic Commerce collected the exhibit, which has now started on its way around the country. Samples of the goods are being made available for examination by interested American manufacturers so that they may pass personal judgment on the probable seriousness of the competition which may have to be overcome, because of the wide difference in price. The exhibit will be on display in the offices of the Bureau of Foreign and Domestic Commerce in Baltimore, Philadelphia, New York, Boston, Cleveland, Cincinnati, Chicago, St. Louis, and other large cities. Its arrival will be announced in the local press in each city, and manufacturers and business men will be invited to visit the exhibit.

All paper suits were shown at 15 cents and 55 cents each, with 40 per cent paper clothing selling at \$2.65 per suit. All paper overcoats were shown selling at 55 cents. The button holes in the clothing are hand made and the suits were sewed and not pasted together as has been generally thought by those who have not examined the suits.

Norwegian Paper Clothing

The Norwegians also have been evidently successful with the manufacture of paper fabrics. The Hydalens Company, one of Norway's leading textile manufacturers, has for some time been experimenting with paper textiles, according to a report from commercial agent N. L. Anderson to the Department of Commerce. The results have been so good, the report says, that its factory will soon produce these fabrics on a large scale. They consist of 75 per cent paper and 25 per cent cotton and are said to be soft and warm; a little heavier than ordinary cotton goods, and not quite so strong but cheaper. They should be especially suited, says the report, for blouses, dresses, curtains, and, in short, as a substitute for cotton goods in general. The report also says that a large sail-cloth factory in Norway has been experimenting with paper as a substitute, and has obtained some promising results. A report has also been received in Washington through the Bohemian press that experiments made with paper cloth have been so successful that the Hungarian State railways are to furnish their employees with clothing of this fabric.

Exhibits at Chemnitz

A report has also been received by the Department of Commerce from the American Consul General at Genoa, Italy, telling of an elaborate exhibition of yarns and woven goods of paper at Chemnitz, Germany. Various articles which are now being made from paper in Germany were exhibited.

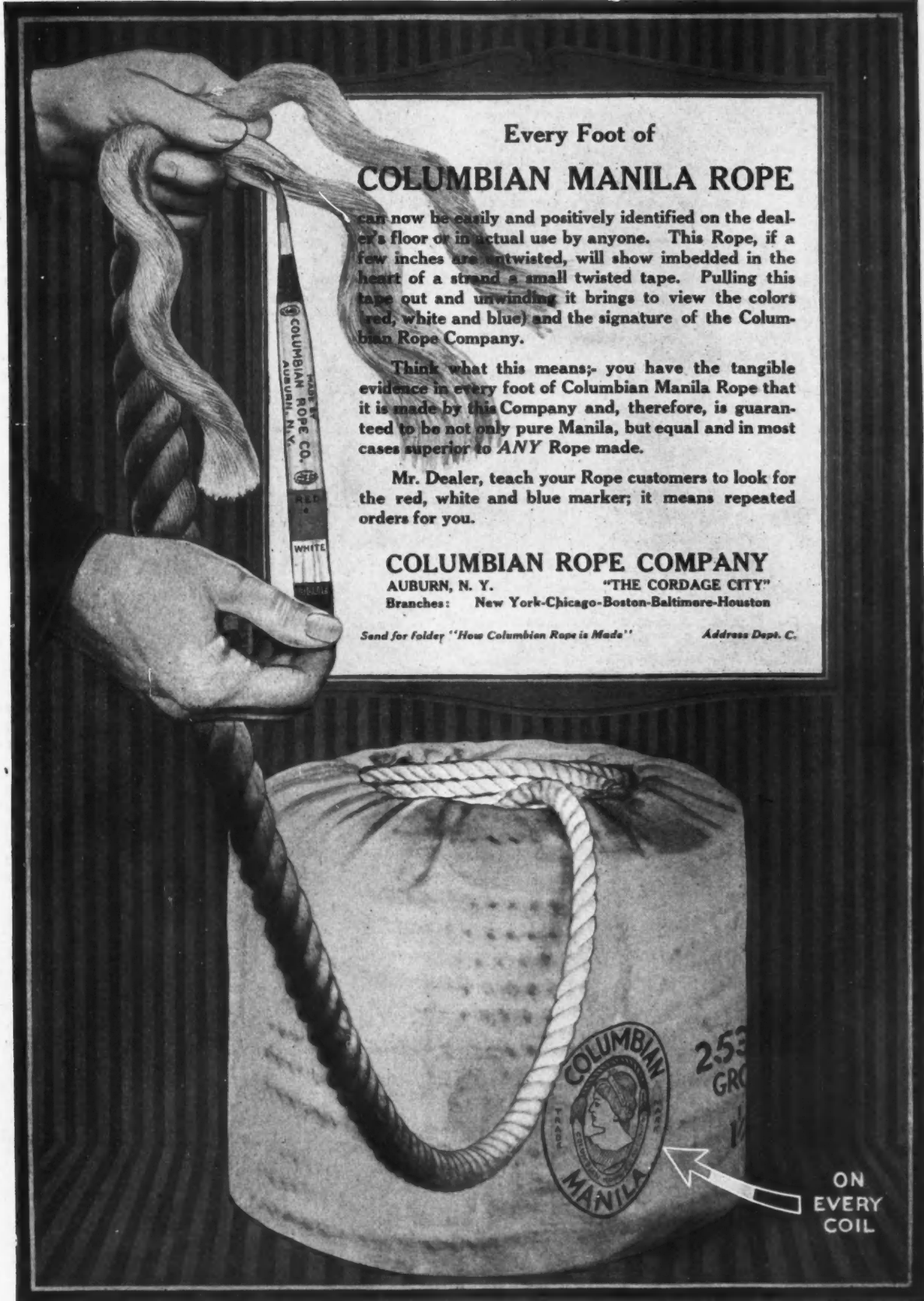
The German Society of Manufacturers of Underwear, which has its headquarters at Chemnitz, arranged for the organization during the time the exhibition remained open of demonstrated lectures on the new application all these substitutes have found in Germany, in order to offer to the population products which are indispensable to domestic economy, and which at present cannot be made with cotton or wool. The report states that the German weavers, on account of lack of yarns of other material, are found to be making increasing use of paper yarns.

Paper Yarn of Great Antiquity

It is interesting to note that yarn and twine made from paper is of some antiquity. The Japanese apparently were the first to use it. A number of patents have been granted in different parts of the world for spinning paper into yarn, but the industry made no real headway until some time after it became apparent that Germany during the world war could not import the usual amount of textile raw stuffs, such as cotton, wool, hemp and flax.

Late in 1914 the subject began to be strongly agitated in Germany, and some of the existing textile mills were altered so that they could use paper as a raw material. This paper was manu-

(Continued on page 50)



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GERMAN PAPER CLOTHING AROUSES MORE INTEREST

(Continued from page 48)

factured from wood in Germany, but the best paper was imported from Sweden. In 1914, according to reports received here, Germany adopted 25,000 or 30,000 existing spindles for spinning paper of various kinds. These mills turned out paper yarn at the rate of 130,000 to 180,000 lbs. per day. The industry grew very rapidly, until in 1917 there are said to have been something like 900,000 spindles on this work turning out over 3,000,000 per day, at the rate of 3 lbs. per spindle per day, which is something like five or six times as much as for cotton yarns of the same counts.

All textile raw materials and manufactures, as is well known, became scarce in Scandinavia during the war and paper spinning began to make some headway, especially in Sweden, where there is an abundance of the best kind of paper and paper pulp. The work had really not reached the commercial stage, except for a few specialties, when the armistice was signed. No one in Scandinavia, one of the reports to the Department of Commerce says, seriously thinks of ordering clothes made of paper, now that commerce is again open and cotton, woolen, linen and silk goods can be imported in abundance.

A Report from Copenhagen

One of the reports which has been received recently by the Bureau of Foreign and Domestic Commerce, from the American Commercial Attache at Copenhagen, Denmark, has the following to say, relative to the process of manufacturing these paper textiles:

"There are several different methods of spinning paper, the most common being to cut the paper into narrow strips and twist these strips on spindles arranged for the purpose. This process is quite simple, not requiring anything like as many preparation machines as for the manufacture of cotton or other usual textiles. The cost of manufacturing is thus less than for cotton or other textile materials, both because of having to use fewer machines and because of turning out a larger amount of yarn per unit spindle. Also the cost of the raw material itself is considerably less than any other material known, especially where it is considered that there is an extremely low per cent of waste in spinning paper. It is reported that the best paper was delivered from Sweden into Germany at 1,600 Swedish crowns (\$428) per metric ton. At normal exchange rates this would figure a little less than 2 cents a pound, whereas cotton, when available on the Continent at all, was worth 30 to 40 cents a pound. Binder twine from paper was quoted in 1916 as low as 2 marks per kilo (at normal rates about 22 cents a pound).

"Another method, is turn the original wood pulp into yarn without first making it into paper. This method should be cheaper and more susceptible to variations, such as impregnating the material with waterproofing and strengthening materials and colors. Still another process comprises the dissolving of the wood fibers by various solvents in a similar way to that for artificial silk, so that the threads emerge from the machine as a homogeneous substance not twisted. These threads may afterwards be twisted if desired.

"Paper yarn has been spun from a mixture of paper with some raw textile substances, such as tow and various shoddies to give additional strength and to give the product a good appearance, more like ordinary cloth.

"Paper yarn is woven into cloth in a great variety of ways, including the use of cotton, woolen, or other kinds of looms, including dobbies and jacquards, and thus all the usual figures and variations of colors may be made. The cloth is often finished to have the same general appearance as wool or cotton, and may be printed if desired.

"This paper cloth has been extensively used in Germany during the war for every conceivable purpose, and has been successful in varying degrees according to these purposes. For underclothing and all goods requiring washing it has not been so successful. It has been possible by certain kinds of waterproofing to make cloth which would stand washing a number of times; it is claimed, in fact, that a certain kind of toweling made entirely from paper could be washed 30 times, but this is not an average case. For outer clothing it has not been a success, for while the cloth need not be washed, the exposure to weather and wear destroys it much more rapidly than any other known kind of textile.

"In the opinion of most experts in textiles the future of paper fabrics lies mostly in the direction of goods not intended for any kind of clothing and not intended to be washed. Such goods might be wall hangings and decorations, curtains, bedspreads, millinery trimmings, etc. There may be technical purposes, for which these goods could be used, including certain kinds of light-service belting for machinery, light harness, and insulating material. One important use is for making bags for various purposes. It is said that very fine bags may be made, lined with thin paper, for holding flour and sugar. No doubt there is some kind of a future for woven-paper fabrics which are not to be subjected to severe treatment in the wear or wash, but it is not believed they can ever compete with cotton, wool, flax, or silk for ordinary articles of clothing."

News Print From Germany

[FROM OUR REGULAR CORRESPONDENT.]

WATERTOWN, N. Y., October 11, 1920.—Samples of the news print paper manufactured in Germany and shipped to this country for sale at \$200 a ton have been received by local paper manufacturers who are members of the News Print Service Bureau. They have information that two consignments amounting to some 1,500 tons have been received in New York.

Local manufacturers take the position that there is nothing to be feared from the invasion of the United States market by German manufacturers, and express the feeling that the purpose is purely sentimental and not an economic success. No one here is able to see how there can be any possibility of German manufacturers delivering much paper here until they are able to make their cost of delivery less than the cost of production.

The sample of German paper received here was accompanied by a sample of Swedish paper also being sent to this market. It is found that the German sheet is of excellent high percentage sulphite grade, even better than the Swedish sample. They compare favorably with the local product.

A prominent local manufacturer said today that he knew where a consignment of ground wood was shipped to Germany at \$140 a ton, f. o. b. New York. While it is admitted that the money exchange rate might be a factor, he fails to see how \$140 can be paid here for pulp, shipped to Germany and to the mills, manufactured into paper and returned to this country so that the paper can sell at \$200 a ton.

Prior to the war German mills had a capacity of 2,000 tons a day and now the output is 1,200 a day. In 1913 the total exports of news print from Germany were 76,000 tons.

In view of the fact that the Deferiet plant of the St. Regis Paper Company could manufacture in a week as much as the Germans have sent over here since the war, it is felt by local manufacturers that there should be no worry over the effect of these imports. The price is such that it will have no effect upon American prices being received.



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BIDS AND SPECIFICATIONS FOR GOVERNMENT PAPER

Purchasing Officer of the Government Printing Office Opens Bids for Various Lots of Paper at Interesting Prices—Purchasing Officer of the Government Printing Office Announces Awards on Several Lots of Paper for Which Bids Were Opened Recently—Purchasing Officer of the Panama Canal Is to Open Bids—Bids and Specifications on Paper for Other Government Departments.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., October 13, 1920.—The purchasing officer of the Government Printing Office has received the following bids for 60,000 lbs. (500 reams) of No. 1, 22½ x 28½—120, white Bristol board: Whitaker Paper Company, 14½ cents; King Paper Company, \$.348; American Writing Paper Company, 26 cents; Old Dominion Paper Company, \$.2339, \$.1764 and \$.2578.

15,400 pounds (100 reams) 38 x 48—154, double coated, both sides, book paper: Old Dominion Paper Company, \$.2593; Wilkinson Brothers Company, \$.237; King Paper Company, 18½ cents; R. P. Andrews Paper Company, 19½ cents.

22,900 pounds (220 reams) of white and salmon ledger paper: American Writing Paper Company, at \$.449 and \$.469; Carew Manufacturing Company, 46 cents and 51 cents; R. P. Andrews Paper Company, 45 cents and 46 cents.

23,100 pounds, 24 x 37—77, double coated, both sides, book paper: King Paper Company, 18½ cents; R. P. Andrews Paper Company, 20½ cents; Old Dominion Paper Company, \$.2593.

6,700 pounds (100 reams) 24 x 38—67, single coated, both sides, book paper: King Paper Company, 18½ cents; R. P. Andrews Paper Company, 21½ cents; Old Dominion Paper Company, \$.2489.

Government Printing Office to Open Bids

Bids will be opened by the purchasing officer of the Government Printing Office on October 18 for:

5,100 pounds (50 reams) pink Bristol board, 21 x 31—102.

10,200 pounds (100 reams) melon Bristol board.

20,400 pounds (200 reams) buff Bristol board.

5,100 pounds (50 reams) quaker drab.

125,000 pounds 22½ x 28½, yellow Bristol board, in 20¼ inch rolls.

Bids will be opened by the purchasing officer of the Government Printing Office on October 15 for 10,000 pounds (200 reams) 29 x 41—50 Rag Machine Finish Printing Paper, and on October 17 for 4,500 pounds (6,600 sheets) 22 x 26 inches, Binder's Board, and 40,000 pounds (24,000 sheets) 25 x 30—No. 30, Binder's Board.

The purchasing officer of the Government Printing Office will open bids on October 15 for 228,200 pounds (2300 reams) of various sizes white rag machine finish printing paper. Bids will be opened on the same date for 7,800 pounds (300 reams) of 22 x 34—No. 13 high M. F. yellow writing paper.

Bids will be opened on October 17 for 4,375 pounds of 21 x 32½—No. 48 yellow commercial ledger paper.

Printing Office Awards

The purchasing officer of the Government Printing Office has made the following paper awards: 3,200 pounds (200 reams) 19 x 24—No. 13, white writing paper: R. P. Andrews Paper Company, at \$.3535; 22,250 pounds (500 reams) 26 x 32—No. 20, white writing paper: Dobler & Mudge, at 23 cents. 76,500 pounds (1,000 reams) 17 x 28—No. 13, thin white glazed bond paper; Whitaker Paper

Company at \$.3619. Bids for these items were opened on September 24.

The Old Dominion Paper Company has been awarded the contract for 2,500 pounds 24 x 36—60, plate wiping paper, at \$.1239. Bids for this item were opened on September 27.

The contract for 1,000 pounds (100 reams) of 19 x 24—No. 8, white glazed bond paper was awarded to Esleek Manufacturing Company, at \$.395. Bids for this item were opened on September 27.

The R. P. Andrews Paper Company has been awarded the contract by the purchasing officer of the Government Printing Office for furnishing 15,000 pounds (300 reams) of 25 x 38—50, white laid antique printing paper at \$.16½ per pound, bids for which were opened on September 20.

The Southworth Company will furnish 10,025 pounds (275 reams) of various sizes of white ledger paper at \$.45 and \$.42½ per pound, bids for which were opened on September 29.

100,000 pounds of U. S. M. O. blue safety writing paper in 11 inch and 22 inch rolls will be furnished by the R. P. Andrews Paper Company, at \$.267 per pound and the Worthy Paper Company will furnish 3,050 pounds of 28 x 29—No. 28 white commercial ledger paper at \$.31 per pound. Bids for these items were opened on October 1.

Panama Canal Bids

The purchasing officer of the Panama Canal will open bids on October 26 for 50,000 sheets (100 reams) 17 x 22—No. 20, pink bond paper.

Improvements at Nekonegan Mill

OLD TOWN, Me., October 11, 1920.—E. B. Draper, of Bangor, who recently bought the Nekonegan mill, is engaged in extending his yard room, with a view to transfer his cutting mill from above the big dam to a site on his own premises. A long bulkhead on the river side of the property is being built, of cobwork, weighted down, to hold out the encroaching waters of the Penobscot in the Spring season of freshets and at other periods of high water. Already this portion of his property is being used for the piling of pulp logs against a need later when the river shall be closed by ice.

Statement of the ownership, management, circulation, etc., required by the Act of Congress August 24, 1912, of PAPER TRADE JOURNAL, published weekly at New York, N. Y., for October 1, 1920.—State of New York, County of Kings. Before me, a notary public in and for the State and County aforesaid, personally appeared Leslie R. Palmer, who, having been duly sworn according to law, deposes and says that he is the business manager of the PAPER TRADE JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations. That the names and addresses of the publisher, editor, managing editor, and business manager are:—Publisher, The Lockwood Trade Journal Co., Inc., 10 East 39th street, New York, N. Y.; editor, H. J. Berger, 10 East 39th street, New York, N. Y.; managing editor, H. J. Berger, 10 East 39th street, New York, N. Y.; business manager, Leslie R. Palmer, 10 East 39th street, New York, N. Y. That the owners are (give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock); The Lockwood Trade Journal Co., Inc., 10 East 39th street, New York, N. Y.; Stockholders: Leslie R. Palmer, 10 East 39th street, New York, N. Y.; J. D. Maley, trustee of the Estate of Charles H. Jones, dead, Daytona, Fla.; J. D. Maley, guardian for Elizabeth, Jocelyn and Kathryn Maley, Daytona, Fla.; Mrs. M. G. Duck, Decatur, Ga.; Dorothy Martyn Freeman, Bat Cave, N. C. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are:—There are none. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and that affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

LESLIE R. PALMER, BUSINESS MANAGER.

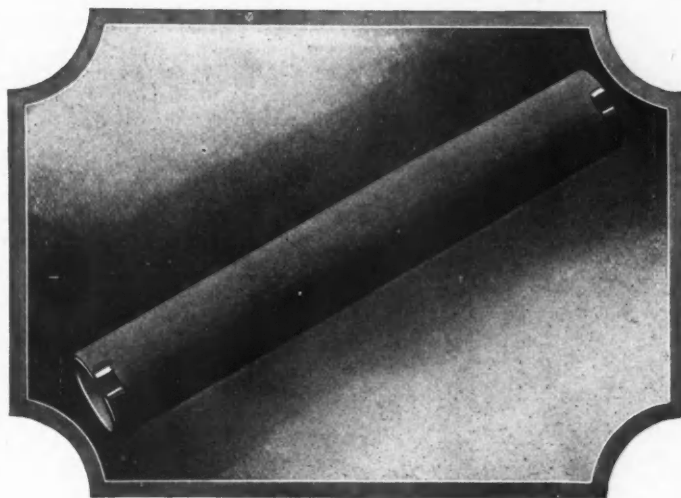
Sworn to and subscribed before me this 29th day of September, 1920.

[SEAL]

EDWARD H. LAWTON, Notary Public.

(My commission expires March 30, 1921.)

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Save 85% of the Freight
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The expense on iron cores has always been heavy—and is still bigger at the new freight rates.

This new fibre core weighs about *one-tenth* the weight of iron and is tough and lasting. It is made by a new process from strong fibre compressed to standard gauge and fitted with welded steel ends. *It is not a paper core and cannot unwind.*

For any publisher or printer desiring to test *Bermico* Cores, we will gladly supply free sample cores to the paper mill to use in making a trial shipment of paper.

Specify length of core used

Fibre Core Department

BROWN COMPANY

founded 1852

PORTLAND, MAINE

INTERNATIONAL PAPER CO. TO BUILD MILL IN CANADA

(Continued from page 22)

which carries a dividend of 8 per cent and is both accumulative and participating, there goes a bonus of common stock, share for share. If there is any balance of the \$4,000,000 of preferred shares that are not taken up by the shareholders of the mining company, there will be a public offering.

Backing up the mill proposition, this company has secured timber limits of 787 square miles, containing some 4,000,000 cords of spruce and balsam pulpwood. These limits are considered ample for a fifty-year supply for a mill of double the initial capacity of this, that is, 100 tons a day of 30,000 tons per annum.

Associated with the Hollinger group in this new concern are the lumber interests of John Breakey, Ltd., the president of which, Denaston Breakey, accompanies the prospectus with the statement that the estimates of lumber and pulpwood are correct and conservative, and that in his opinion the operations of this company will be equally as successful as those of other operating companies. He has subscribed for a substantial amount of the stock. In addition to these there is a group of British capitalists interested in the paper industry who have subscribed for \$400,000 of the preferred shares, and are negotiating for a contract covering their entire requirements of pulp, some 40 tons a day, at prevailing market prices, subject to monthly revisions. These later may erect a paper mill on the same site.

In figuring out the profits the company has taken as a basis of price \$80 a ton, allowing for a readjustment from the present price that runs around \$130 a ton. On this basis the profits a year would be about \$1,500,000 on the output of 30,000 tons or over four times the requirements of the preferred dividends of \$320,000, leaving a substantial amount available for common stock.

The board of directors of the Three Rivers Pulp and Paper Company comprise a list of experienced business men, as the following would indicate:

Noah A. Timmins, president, Montreal, president Hollinger Consolidated Gold Mines, Ltd.; Denaston Breakey, vice-president, Breakeyville, Que., president John Breakey, Ltd.; L. H. Timmins, Montreal, president Canadian Mining and Finance Co., Ltd.; Colin Breakey, Breakeyville, Que., vice-president John Breakey, Ltd.; R. J. Whyte, Montreal, former general manager the of Frist & Wood Co., Ltd.; J. Woodman Smith, Milliken Park, Scotland, director Smith & McLaurin, Ltd., paper mills; Dr. W. L. McDougald, Montreal, president Century Coal Co., Ltd.; director Dominion Steel Corp., Ltd.; W. P. Kearney, Niagara Falls, Ont., vice-president Dominion Chain Co., Ltd.; D. A. Dunlap, Toronto, vice-president Hollinger Consolidated Gold Mines, Ltd.

Will Study Scandinavian Mills

The Canadian Pulp and Paper Association has decided to send its publicity manager, Edward Beck, to Norway, Sweden and Finland next year to make an exhaustive study of their forestry methods, plans for preserving their timber, and particularly pulpwood limits, tree planting, etc. This decision has been arrived at as a result of the reports brought back by George F. Steele, general manager of the Canadian Export Paper Company, and J. A. Bothwell, general manager of the Brompton Pulp and Paper Company.

These gentlemen, who have just returned from Scandinavia, were greatly impressed by the scientific methods adopted in the industry in those countries.

Announcement

We are pleased to announce the affiliation of Mr. L. F. Hayward with our organization.

As director of purchases and sales, Mr. Hayward will gladly consider all offers of mill lines, special grades, etc.



MR. L. F. HAYWARD

October 15th, 1920

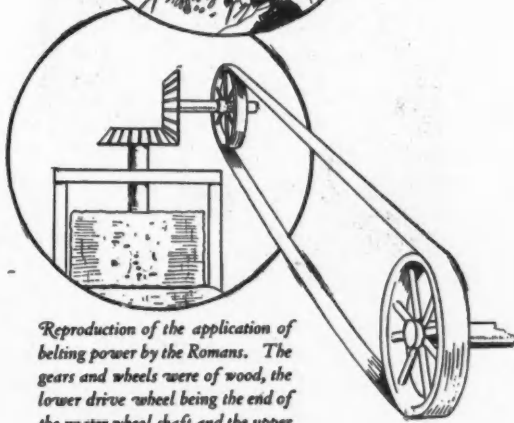
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Reproduction of the application of belting power by the Romans. The gears and wheels were of wood, the lower drive wheel being the end of the water wheel shaft and the upper driving ponderous bevel gears.

From Rome to these Days

IT'S been nearly 2,000 years since the scientific mind made the first move to exchange the sinews of man for the sinews of belts.

But even in this great era of achievement power experts assert that more fuel is wasted annually through power losses than is consumed in American homes.

Simply because the common fault is thinking in terms of price rather than in terms of service and quality.

Belting perfection is here, and has been for years, in Goodrich "Commander" Transmission Belts, for example.

There is a big difference in construction between "Commander" and other friction-surfaced belts—and a bigger difference in quality.

You can verify this difference in your favor in two ways—one, by asking the hundreds who are using it, and the other by installing "Commander" on a main drive. Either will be convincing.

Our belting experts can assist you in solving your belting problems.

THE B. F. GOODRICH RUBBER COMPANY

Akron, Ohio

Goodrich
"Commander"
Transmission Belts



Modern Pulp and Paper Making

A Practical Book for Paper Makers

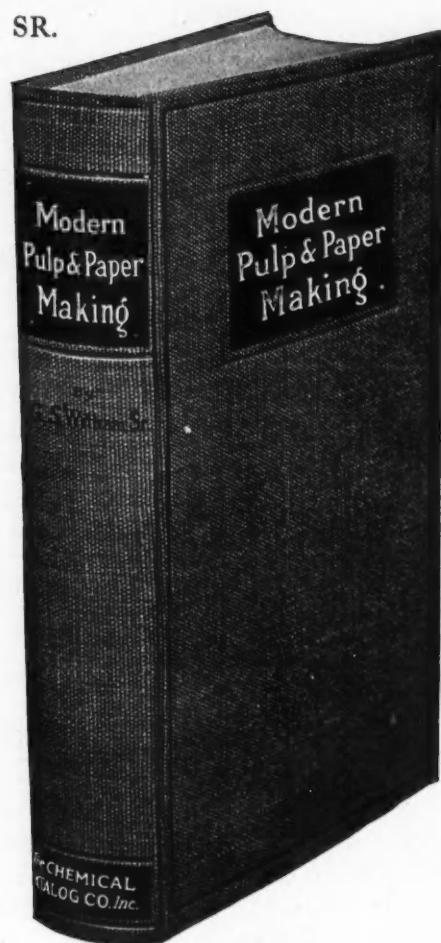
By G. S. WITHAM, SR.

The first practical book by an acknowledged authority on the manufacture of pulp and paper as it is carried on in America today.

A Few Things the Book Tells:

- The properties of the principal woods and other raw materials used for paper.
- The qualities, grades and requirements of all the different varieties of paper.
- How a Fourdrinier machine is built and operated—in great detail.
- What happens to the fibres in the beater.
- How to make good ground wood economically.
- How to cook sulphite pulp and make and reclaim acid.
- The use of clay, size, alum, colors, etc.
- How much power is required for every piece of equipment in a pulp and paper mill.
- How to install a system of tests and records to keep production up to standard.
- Actual complete specifications for Fourdrinier machines, beaters, Jordan engines, grinders.
- All the newer developments in paper mill engineering and equipment such as suction couch and press rolls, individual electric drive for Fourdrinier machines, waste paper utilization, electric regulators for grinders, automatic dryer temperature control, weaving devices, Clafn engines, save-all installations, etc.
- How to put on a new wire.
- How to care for wet felts, dryer felts, deckles, etc.
- How to start up a Fourdrinier machine.
- How to install and operate a saw-mill.
- How to detect the causes of breaks and defects and how to remedy them.
- How to calculate the retention of clay, etc., etc.

Each piece of equipment is described in detail. Minute instructions for operating every machine. More than 200 illustrations from photographs, charts and diagrams. A complete, practical, treatise on pulp and paper manufacture from the saw-mill to the finishing room. Written in simple, plain language by a man who has gone through the very experiences you are going through—or will go through—to reach the top.



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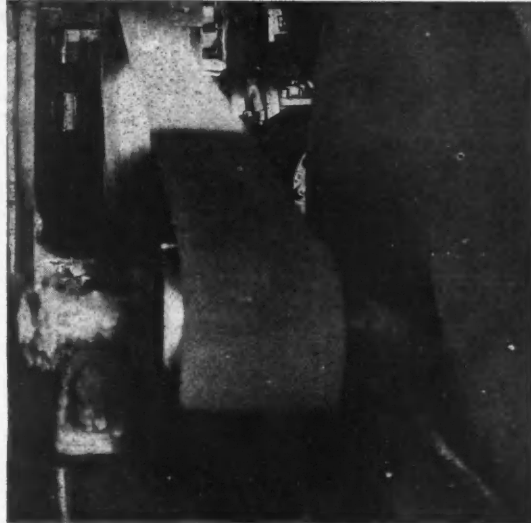
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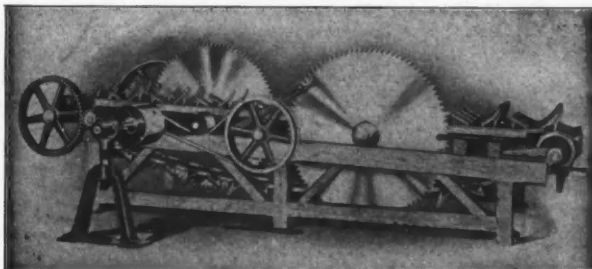
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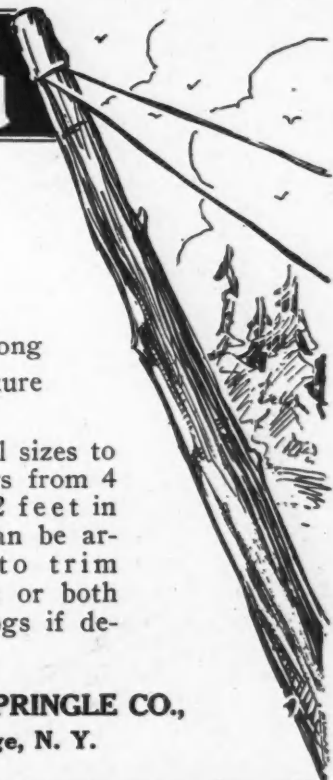
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Lapidolith floors are as hard as granite, and do not wear or dust even when subjected to constant

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They are watertight and sanitary, an advantage which paper makers will appreciate.

LAPIDOLITH
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was flushed on 40,000,000 square feet of concrete floors last year. They will never dust or wear.

Sonneborn Products:

Cemcoat—the sanitary durable wall coating which reflects all the light. Combines the advantage of paint and enamel. Gloss or flat, white and colors.

Lignophol—the modern wood preservative gives new life to old or new wooden floors.

Stormtight—the protective roof coating for all kinds of worn or new roofs. Save labor and material cost of new roofs.

Some Sonneborn Users:

American Writing Paper Co., Holyoke, Mass.
 Stevens & Thompson, North Hoosick, N. Y.
 York Haven Paper Company, York Haven, Pa.
 A. P. W. Paper Company, Albany, N. Y.
 Frank L. Miller Paper Company, Downingtown, Pa.
 Kalamazoo Label Company, Kalamazoo, Mich.
 Whiting Paper Company, Holyoke, Mass.
 John Hoburg, Green Bay, Wis.
 The Bemis Bros. Bag Co., Seattle, Wash.
 The Canadian Bag Co., Ltd., Toronto, Can.

Write for free sample, literature and testimonials to Department 30

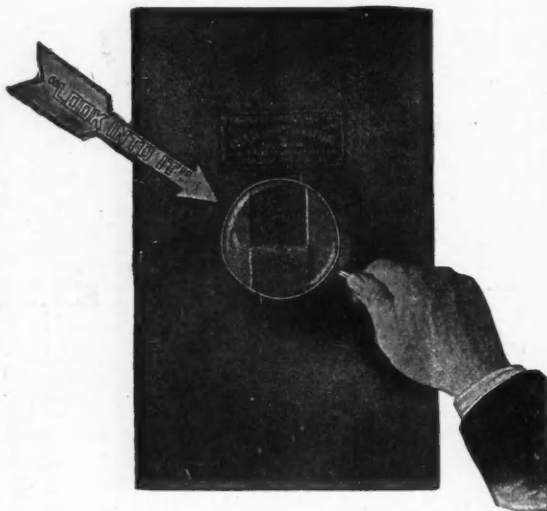
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NO BELT has shown the tensile strength, the compact inseparable plies, the elimination of stretch, the close pulley contact, the resistance to frictional heat and climatic variations that "SENSATION" belt has demonstrated. Adapted to all hard services, but especially designed for paper mill work.

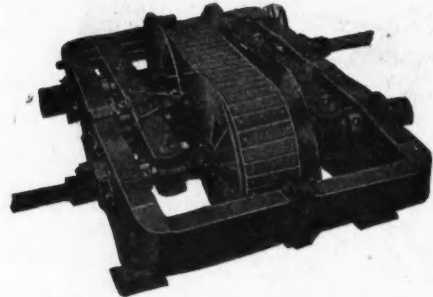
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run and be glad to pay for.*

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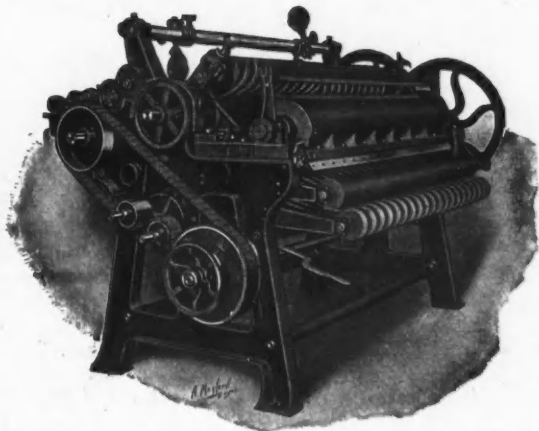
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New York Market Review

Office of the PAPER TRADE JOURNAL,
WEDNESDAY, October 13, 1920.

There is a saying that the constant dropping of water will wear away a stone. In the same way the constant pressure of consumers upon producers in the paper trade and agitation for lower prices may cause a small drop in everything, but it is the opinion of the entire trade that it will be impossible for paper to take anything like a big slide. There is at present little buying and several grades have already gone down, notably board and kraft pulp and paper, but these falls do not mean anything more than the fact that some sections of the market are already commencing a return to normal. It is well to bear in mind that paper has been in a very abnormal condition for some time now and that a slight falling off all along the line is not only not to be feared, but it is to be welcomed.

For some time there has been a very marked softening in domestic sulphite and some of the other pulps. This was largely caused by recent importations from the Scandinavian countries and also by a lessening of demand—although this was not great. Things will soon stiffen up in this field because the Swedish and Norwegian ports begin to close up on account of ice in a very short time, in fact the more northerly ones are pretty tight by the first of next month. This will mean a definite cutting off of supply from this quarter with no more shipments to be expected until along in June. Thus the domestic supply will again be overstrained and a rise in price may be expected unless something most unforeseen happens to the demand here.

There have been rumors during the past week of a marked falling off in tissue, but no such thing seems to be happening to the prices. Conditions in that market are a little slow and the jobbers are more overstocked than they should be at this time of the year, but the manufacturers do not think that conditions are such that they warrant any drop in price and all of them anticipate an excellent business in the next few weeks.

Mechanical Pulp

Mechanical pulp seems to have fallen off as much as it is going to this fall, in fact some dealers are predicting another rise, although this scarcely seems possible. It may go up a few dollars on the ton, but any very high prices for the next year seem most improbable.

Chemical Pulp

There have been a number of minor declines in both the imported and the domestic stock, owing largely to the little buying which is now taking place. Importations still continue but they are not expected to come over much longer owing to the closing of the Scandinavian ports.

Domestic and Foreign Rags

The rag market has remained pretty much the same for several weeks now with no definite trend in either direction. There have been a few small changes in the cheaper grades, but that is to be expected with the entire paper market as it is now.

Old Rope and Bagging

There has been a pronounced dullness in this quarter of the market for over a month now and the general slowing up of business has not tended to decrease this any. The probabilities are that as soon as the rest of the market picks up a little this field will follow.

Waste Paper

Waste paper has been very lively, particularly in shavings, for several weeks, and even now it is one of the busiest portions of the whole market. It has, of course, slowed up a bit like every-

thing else, but the outlook is very good and there is no general drop expected.

Twine

There has been no change worthy of mention in the twine market since last week.

Carter, Rice & Co. Entertain

[FROM OUR REGULAR CORRESPONDENT.]

BOSTON, Mass., October 11, 1920.—An event of interest to the New England paper trade was a dinner given by Carter, Rice & Co. to their sales organization and guests from the American Writing Paper Company of Holyoke, at the Harvard Club, Boston, on the evening of October 4.

During the past summer the Carter-Rice salesmen have been visiting the mills of the American Writing Paper Company in groups of six or eight, and in the two days spent there have had good opportunity to see paper manufacturing at close range. They also spent considerable time in the company's laboratory, where Fred H. Clarke, director of the department of technical control, explained the more complicated features of paper manufacture.

On these trips there were also luncheons with the officers of the American Writing Paper Company, at which times there were discussions as to the future plans and policies of that great organization.

The last group visiting the mills included the officers and department heads of Carter, Rice & Co., and they were very much impressed with the progress being made by the mills under their present management, and were greatly interested in their standardization methods and ideas.

Carter, Rice & Co. offered prizes to their salesmen for the best reports of these trips and at the dinner Monday night these prizes were awarded, James C. Murray winning first prize and Robert Baird second prize. There were five other winners of group prizes, as follows: H. S. Brown, George Burns, W. R. Blanchard, M. C. Flemings, A. L. Madden.

In presenting the cash prizes to these men, F. W. Power, who has charge of the Manila department of Carter, Rice & Co., complimented the boys on the exceptionally fine papers they had prepared, and with their gold pieces handed them sundry articles with appropriate comments, which caused a good deal of merriment and came near breaking up the meeting.

The dinner was ably presided over by W. J. McLellan, and while it was being served the company joined in singing some of the latest popular songs, the honors for leadership being divided between Mr. Foster of the American Writing Paper Company and Mr. Burns of the Carter-Rice sales force.

After a most excellent dinner had been served, the toastmaster called upon several of the guests for a few remarks. Among those from the American Writing Paper Company who spoke were B. E. Hutchinson, treasurer; Dr. R. E. Rindfus, assistant to the president; Carl E. Lincoln, general sales manager; Charles B. Foster, assistant general sales manager, and in charge of the branch offices throughout the country; Fred H. Clarke, director of the department of technical control, and Robert E. Ramsay, director of advertising, each of these men giving short talks along the line of their special endeavors.

There were also present from Holyoke George J. Cadwell, assistant general sales manager; R. D. W. Ewing, manager writings and ledgers sales sections; Henry Savage, acting manager of the Boston division, and Chester Robbins, assistant manager Shado-Craft section.

The speakers from the Carter-Rice organization were James R. Carter, C. A. Young and F. W. Power. Mr. Carter remarked that within a few short months he would have completed fifty years in the paper merchandising business.

Market Quotations

Paper Company Securities

New York Stock Exchange closing quotations, October 11, 1920.

Stocks.	BID	ASKED
American Writing Paper Company, pref.	51	52
International Paper Company, com.	73 1/2	74 1/2
International Paper Company, pref., stamped.	73 1/2	74
Union Bag & Paper Corporation	85	86
United Paper Board	30	30

Because of the unusual conditions prevailing in the various markets quotations are more or less nominal.

Paper

F. o. b. Mill.	
Bonds	19 @ 66
Ledgers	18 @ 48
Writing—	
Extra Superfine	28 @ 38
Superfine	28 @ 26
Tab Sized	17 @ 22
Engine Sized	15 @ 22
News—f. o. b. Mill—	
Rolls, contract	6.00 @ 7.00
Rolls, transit	10.00 @ 12.00
Sheets	6.50 @ 7.50
Side Runs	6.25 @ 7.00
Book, Case—f. o. b. N. Y.—	
S. & S. C.	14.00 @ 18.00
M. F.	14.00 @ 16.00
Coated and Enamel	18.00 @ 20.00
Lithograph	18.00 @ 20.00
Tissues—f. o. b. N. Y.—	
White, No. 1	2.00 @ 2.25
White, No. 2	1.95 @ 2.10
Manila, No. 1	1.95 @ 2.10
Kraft	2.00 @ 2.25
Colored	2.00 @ 3.50
Anti-Tarnish	2.25 @ 3.50
Kraft—f. o. b. Mill—	
No. 1 Domestic	12.00 @ 13.00
No. 2 Domestic	11.50 @ 12.00
Imported	14.00 @ 15.00
Screenings	7.00 @ 8.00
Manila—	
No. 1 Jute	16.00 @ 18.00
No. 2 Jute	11.00 @ 12.00
No. 1 Wood	10.00 @ 11.00
No. 2 Wood	9.00 @ 10.00
Butchers	8.00 @ 9.00
Fibre Papers—	
No. 1 Fibre	8.00 @ 9.00
No. 2 Fibre	7.00 @ 8.00
Common Bogus	6.00 @ 7.00
Card Middies	5.50 @ 6.00
Boards—per ton—	
News	120.00 @ 130.00
Straw	115.00 @ 120.00
Chip	110.00 @ 115.00
Binders' Board	130.00 @ 140.00
Sgl. Mld.Ld. Chip	165.00 @ 175.00
Wood Pulp	150.00 @ 160.00
Container	165.00 @ 175.00

Mechanical Pulp

(F. o. b. Pulp Mills.)

No. 1 f.o.b. Mill...@125.00

Chemical Pulp

(Ex-Dock, New York.)

Sulphite (Foreign)—	
Bleached	13.50 @ 15.50
Easy Bleaching	10.50 @ 11.50
No. 1, unbl'ch'd.	9.50 @ 10.50
No. 2, unbl'ch'd.	9.00 @ 10.00
Kraft (Foreign)	6.50 @ 7.00
Sulphate—	
Bleached nominal	
(F. o. b. Pulp Mill.)	
Sulphite (Domestic)—	
Bleached	12.50 @ 14.00
Strong Unbl'ch'd.	9.50 @ 10.00
Easy Bleaching	
Sulphite	9.00 @ 9.50
News Sulphite	8.00 @ 8.50
Mitscherlich	9.75 @ 10.25
Kraft (Domestic)	7.00 @ 7.50
Soda Bleached	nominal

Domestic Rags

New

Prices to Mill, F. o. b. N. Y.	
Shirt Cuttings—	
New White, No. 1	24.50 @ 25.50
New White, No. 2	12.75 @ 13.25
Silesias, No. 1	12.50 @ 13.00
New Unbleached	17.00 @ 17.50
Washables	12.00 @ 12.50
Fancy	13.50 @ 14.00
Cottons—according to grades—	
Blue Overall	12.00 @ 12.25
New Blue	10.00 @ 10.50

New Black Soft	7.50 @ 8.00
New Light Sec-onds	6.75 @ 7.00
Khaki Cuttings	7.50 @ 8.00
Corduroy	7.25 @ 7.75
New Canvas	14.00 @ 14.50
New Black Mixed	5.00 @ 5.25

White, No. 1—	
Repacked	13.00 @ 14.00
Miscellaneous	12.00 @ 12.50
White, No. 2—	
Repacked	7.25 @ 7.75
Miscellaneous	5.75 @ 6.20
St. Soiled White	3.90 @ 4.10
Thirds and Blues—	
Repacked	4.25 @ 4.75
Miscellaneous	3.00 @ 3.50
Black stockings	3.90 @ 4.10
Cloth Strippings	2.25 @ 2.50
No. 1	2.20 @ 2.30
No. 2	1.90 @ 2.00
No. 3	1.60 @ 1.70
No. 4	1.60 @ 1.70
No. 5A	2.20 @ 2.30
B	2.00 @ 2.20
C	1.10 @ 1.15

Foreign Rags

New Light Silesias	11.00 @ 12.50
Light Flannelettes	12.00 @ 13.00
Unbleached Cottons	14.00 @ 15.00
New White Cuttings	18.00 @ 20.00 nominal
New Light Oxfords	11.00 @ 12.00
New Light Prints	11.00 @ 12.00
New Mixed Cuttings	7.00 @ 8.00
New Dark Cuttings	4.50 @ 4.75
No. 1 White Linens	nominal
No. 2 White Linens	nominal
No. 3 White Linens	10.00 @ 12.00
No. 4 White Linens	8.00 @ 10.00
Old Extra Light Prints	4.75 @ 5.00
Ornament	4.75 @ 5.50
Med. Light Prints	3.00 @ 3.25
Dutch Blue Cottons	4.50 @ 4.75
Ger. Blue Cottons	nominal
Ger. Blue Linens	nominal
Checks and Blue	nominal
Dark Cottons	2.40 @ 2.60
Shoppery	2.12 @ 2.60
French Blues	nominal

Bagging

Prices to Mill F. o. b. N. Y.

Gunny No. 1—	
Foreign	2.50 @ 2.70
Domestic	2.60 @ 2.75
Wool Tares, light	3.15 @ 3.30
Wool Tares, heavy	3.00 @ 3.50
Bright Bagging	3.00 @ 3.25
No. 1 Scrap	2.75 @ 2.90
Sound Bagging	2.75 @ 3.00
Manila Rope—	
Foreign	7.00 @ 7.25
Domestic	6.75 @ 7.00
New Bu. Cut.	5.25 @ 5.50
Hessian Jute Threads—	
Foreign	7.00 @ 7.50
Domestic	6.50 @ 7.00
Mixed Strings	3.00 @ 3.25

Twines

(F. o. b. Mill)

Cotton—	
No. 1	82 @ 83
No. 2	75 @ 76
No. 3	71 @ 72
India, No. 6 basis—	
Light	32 @ 33
Dark	30 @ 31
B. C. 18 Basis	55 @ 57
A. B. Italian, 18 Basis	\$1.00 @ —
Finished Jute—	
Light, 18 basis	42 @ 43
Dark, 18 basis	40 @ 41
Jute Wrapping, 2-6 Ply—	
Extra No. 1	40 @ 43

No. 1	36 @ 38
No. 2	34 @ 36
Tube Rope—	
5-ply and larger	28 @ 30
Fine Tube Yarn—	
5-ply and larger	35 @ 38
4-ply	36 @ 38
3-ply	37 @ 39
Unfinished India—	
No. 2 (3-ply and larger)	25 @ 26
Paper Makers Twine	
Balls	22 @ 24
Box Twine, 2-4 ply	23 @ 25
Jute Rope	20 @ 21
Amer. Hemp, 6	37 @ 39
Sisal Hay Rope—	
No. 1 Basis	20 @ 22
No. 2 Basis	18.50 @ 20
Sisal Lath Yarn—	
No. 1	19.25 @ 19.75
No. 2	17.50 @ 19.50
Manila Rope	27 @ 28

Old Waste Papers

(F. o. b. New York.)

Shavings—	
Hard White, No. 1	9.00 @ 9.50

Hard White, No. 2	7.25 @ 7.50
Soft White, No. 1	8.00 @ 8.25
Colored, No. 1	3.00 @ 3.25
Flat Stock—	
Stitchless	3.40 @ 3.60
Over Issue Mag.	3.40 @ 3.60
Solid Flat Book	3.00 @ 3.10
Crumpled, No. 1	2.65 @ 2.75
Solid Book Ledger	4.00 @ 4.25
Ledger Stock	4.25 @ 4.50
No. 1 White News	6.25 @ 6.75
New B. B. Chips	1.90 @ 2.00
Manilas—	
New Env. Cut	7.00 @ 7.25
New Cut No. 1	6.00 @ 6.25
Extra No. 1 Old	3.50 @ 3.75
Print	2.75 @ 2.85
Container Board	2.50 @ 2.60
Bogus Wrappers	2.25 @ 2.50
Old Krafts, machine compressed	
Bales	6.25 @ 6.50
News—	
Strictly Overissue	2.80 @ 2.90
Strictly Folded	2.40 @ 2.50
No. 1 Mixed Paper	1.90 @ 2.00
Common Paper	1.50 @ 1.60

CHICAGO

[FROM OUR REGULAR CORRESPONDENT.]

Paper		F. o. b. Mill.	
All Rag Bond	45 @ 40	100 Test	175.00 @ 185.00
No. 1 Rag Bond	30 @ 40	Solid Wood Pulp	180.00 @ 190.00
No. 2 Rag Bond	26 @ 38	Straw Board	95.00 @ 120.00
Water Marked Sulphite	21 @ 23	Filled Pulp Board	135.00 @ 150.00
Sulphite Bond	19 @ 21	Old Papers	
Sulphite Ledger	22 @ 25	Shavings—	
Superfine Writing	28 @ 35	No. 1 Hard White	7.50 @ 8.50
No. 1 Fine Writing	26 @ 33	No. 1 Soft Shaw	6.75 @ 7.50
No. 2 Fine Writing	24 @ 31	No. 1 Mixed	3.00 @ 3.50
No. 3 Fine Writing	20 @ 22	No. 2 Mixed	2.00 @ 2.50
No. 1 M. F. Book	15 @ 16	White Envel. Cutting	7.50 @ 8.00
No. 1 S. & S. C.	17 @ 18	Ledgers and Writings	
Coated Book	20 @ 24	Solid Books	3.75 @ 4.00
Coated Label	19 @ 24	No. 1 Books, light	3.00 @ 3.25
News—Rolls mill	12 @ 12 1/2	Blanks	5.00 @ 5.50
News—Sheets mill	12 1/2 @ 13	Ex. No. 1 Manila	5.50 @ 6.00
No. 1 Manila	11 @ 11 1/2	Manila Envelope	
No. 1 Fibre	9 1/2 @ 10	Cuttings	6.00 @ —
No. 2 Manila	— @ —	No. 1 Manilas	2.75 @ 3.00
Butchers' Manila	— @ —	Folded News (over issue)	2.40 @ 2.50
No. 1 Kraft	13 @ 13 1/2	Old Newspapers	2.15 @ 2.25
No. 2 Kraft	11 1/2 @ 12	Mixed Papers	1.80 @ 2.05
Wood Tag Board	12 @ 12 1/2	Straw Clippings	2.35 @ 2.50
Screenings	8 1/2 @ 9	Binders' Clippings	1.80 @ 1.90
Board being sold at price prevailing at time of shipment.		Kraft	6.00 @ 6.25
Boards, per ton—		New Craft Cuts	6.50 @ —
Plain Chip	105.00 @ 115.00	Roofing Stock, f.o.b Chicago, Net Cash—	
Solid News	120.00 @ 130.00	No. 1	45.00 @ —
Manila Lined		No. 2	43.00 @ —
Chips	135.00 @ 150.00	No. 3	41.00 @ —
Container liner 85		No. 4	41.00 @ —
85 Test	165.00 @ 175.00		

PHILADELPHIA

[FROM OUR REGULAR CORRESPONDENT.]

Paper		Best Tarred, 1-ply (per roll)	
Bonds	14 @ 55	Best Tarred, 2-ply (per roll)	65 @ 70
Ledgers	17 1/2 @ 41	Best Tarred, 3-ply	1.65 @ 2.20
Writings—			
Superfine	15 @ 35	Bagging	
Extra fine	35 1/2 @ 25	F. o. b. Phila.	
Fine	17 @ 25	Gunny No. 1—	
Fine, No. 2	27 @ —	Foreign	3.50 @ 3.75
Fine, No. 3	14 @ —	Domestic	3.50 @ 3.75
Book, M. F.	11 @ 12 1/2	Manila Rope	8.00 @ 8.25
Book, S. S. & C.	11 @ 12 1/2	Sisal Rope	2.50 @ 2.75
Book, Coated	12 @ 17	Mixed Rope	3.00 @ 3.25
Coated Lithograph	15 @ 17	Scrap Burlaps	3.00 @ 3.25
Label	15 @ 17	Wool Tares, heavy	5.20 @ 5.50
News	8 @ 15	Mixed Strings	3.00 @ 3.25
No. 1 Jute Manila	16 @ —	No. 1, New Lt.	10.50 @ 12.00
Manila Sul., No. 1	8 @ —	Burlap	10.50 @ 12.00
Manila No. 2	7 @ 9	New Burlap Cuttings	4.00 @ 4.25
Common Bogus	— @ —	Old Papers	
Straw Board	Nominal	F. o. b. Phila.	
News Board	115.00 @ 125.00	Shavings—	
Chip Board	100.00 @ 115.00	No. 1, Hard	8.50 @ 8.75
Wood Pulp Board	Nominal	No. 2, Hard	7.50 @ 7.75
		White	— @ —
(Carload Lots.)			
Binders Boards—			
Per ton	85.00 @ 95.00		
Carload lots	80.00 @ —		
Tarred Felts—			
Regular	95.00 @ 100.00		
Slaters'	100.00 @ 104.00		

(Continued on page 74)

Imports and Exports of Paper and Paper Stock

NEW YORK, BOSTON, PHILADELPHIA AND OTHER PORTS

NEW YORK IMPORTS

WEEK ENDING OCTOBER 9, 1920.

SUMMARY.

Cigarette paper	122 cs.
Writing paper	14 cs.
Drawing paper	1 cs.
Carbon paper	7 cs.
Wall paper	11 bls.
Wood pulp paper	61 pkgs.
News print	1,156 rolls
Papier mache	35 cs.
Miscellaneous paper	61,185 cs.

CIGARETTE PAPER.

P. J. Schmeitzer, Easterly, Marseilles, 88 cs.
The Surbrug Co., Asia, Marseilles, 54 cs.

WRITING PAPER.

Steiner Paper Corporation, Noordam, Rotterdam, 14 cs.

DRAWING PAPER.

G. Reis & Bro., Noordam, Rotterdam, 1 cs.

CARBON PAPER.

Gerhard & Hey, Ansaldo I, Genoa, 1 cs.

COPY PAPER.

Smith & Kirkpatrick Company, Inc., Munoran Maru, Yokohama, 6 cs.

WALL PAPER.

Bech, Van Sienen & Co., Munoran Maru, Kobe, 7 cs.

R. F. Lang, Port Lyttleton, London, 11 bls.

WOOD PULP PAPER.

National City Bank, Beurslein, Hamburg, 61 pkgs.

NEWS PRINT PAPER.

Agar Bernson Corporation, Noordam, Rotterdam, 1,156 rolls.

PAPIER MACHE.

G. M. Thurnauer Company, Inc., Noordam, Rotterdam, 35 cs.

PAPER.

Hudson Trading Company, Lordship Manor, Stockholm, 61 rolls.

American Trading Company, Munoran Maru, Yokohama, 121 cs.

C. D. Stone Company, Tarantia, Genoa, 64 cs.

TO PHILADELPHIA

J. N. L. Smythe Company, Beurslein, Hamburg, 271 cs. paper.

RAOS, BAGGINGS, ETC.

E. J. Keller Company, Argentina, Trieste, 256 bls. rags.

American Express Company, Sheridan, Buenos Aires, 56 bls. rags.

Equitable Trust Company, Oskis, Oran, 250 bls. rags.

Salomon Bros. & Co., Noordam, Rotterdam, 135 bls. rags.

Jaffe & Co., by same, 95 bls. new cuttings.

Bay State Waste Company, Munoran Maru, Kobe, 50 bls. cotton waste.

Arrowhead Mills, Port Lyttleton, London, 25 bls. paper stock.

Equitable Trust Company, by same, 320 bls. rags.

OLD ROPE.

International Purchasing Company, Noordam, Rotterdam, 79 coils.

WOOD PULP.

Scandinavian-American Trading Company, Maddequet, Hangesund, 4,200 bls. dry sulphite, 700 tons.

J. Anderson & Co., Braheholm, Gothenburg, 250 bls. wood pulp.

E. M. Sergeant Company, Braheholm, Ntansjo, 600 bls. dry sulphite, 100 tons.

F. Enders & Co., Inc., Lordship Manor, Stockholm, 3,000 bls. dry sulphite, 500 tons.

J. Snedberg, by same, 1,250 bls. dry chemical pulp, 250 tons.

Globe S. S. Line, Lordship Manor, Sundsvall, 2,442 bls. dry sulphite, 402 tons.

N. Y. Overseas Company, Inc., Munoran Maru, Osaka, 596 bls. sulphite pulp.

TO PHILADELPHIA

H. Lagerloef, Lordship Manor, Helsingfors, 2,486 bls. dry pine pulp, 489 tons.

American Wood Pulp Corporation, Lordship Manor, Sundsvall, 6,000 bls. dry sulphite, 1,260 tons.

TO BOSTON

E. F. Russ Company, Virgilia, Liverpool, 885 bls. hide cuttings.

International Purchasing Company, Francisco, Hull, 198 coils old rope.

News of Chicago Trade

CHICAGO, October 11, 1920—Members of the Western Paper Trade Association gathered at a meeting held at the Morrison Hotel here Tuesday, September 28. What transpired at this meeting has been kept secret, and men who attended state that matters pertaining to the affairs of the association were brought up. Quite a number of the Chicago jobbers were in attendance. W. N. Gillett, vice-president of the Chicago Paper Co., is president of this association.

Members from out of town who attended were: J. B. Jones, George S. Johnston, and J. Fish, Jr., all identified with the Western Paper Company, of Omaha, Neb.; F. G. Gilchrist, of the Marshfield Paper Company, Omaha, Neb.; J. D. Carpenter, of the Kansas City Paper House, Kansas City, Mo.; J. W. Carpenter, Carpenter Paper Co., Omaha, Neb.; L. R. Boswell, Minneapolis Paper Co., Minneapolis, Minn.; Fred McClellan and E. W. McClellan, both of the McClellan Paper Co., Minneapolis, Minn.; W. Beacher, of the Zenith City Paper Co., Duluth, Minn., and Geo. G. Custer, identified with W. F. Mackie Paper Co., Milwaukee, Wis.

W. N. Gillett, vice-president of the Chicago Paper Company, left Chicago October 3 for the east. He will visit New York and other large cities of that vicinity. Mr. Gillett is not expected at the Chicago office for three weeks.

Alex Thompson and Walter B. Rondell have returned to the city after an extended trip to northern Canada lakes, where they say they caught a lot of speckled trout which weighed seven pounds and upwards.

News of the Kalamazoo Trade

[FROM OUR REGULAR CORRESPONDENT.]

KALAMAZOO, Mich., October 11, 1920.—The Michigan division of the American Pulp and Paper Mill Superintendents' Association, opened the season's activities Thursday evening with a ladies' social session at the Park-American Hotel. A sumptuous dinner was served, followed by a program of vocal and instrumental music and other entertainment features for the special enjoyment of the wives, daughters, sisters and sweethearts of the superintendents.

"The Oaks," one time palatial residence of the late James D. Botsford, founder of the Botsford Paper Company and later associated with the Michigan Paper Company, has been sold. The Adventist Association of the State of Michigan, purchasers, will transform the property into a home for aged dependents. It will be known as the James White Memorial. The house has 15 rooms and is to be enlarged to accommodate a large number of patients. The grounds surrounding this institution are particularly attractive and sightly. Mr. Botsford took much pride in beautifying them during his lifetime and they have since been kept in good condition.

George E. Bardeen, president of the Bardeen Paper Company, Otsego, accompanied by Mrs. Bardeen, leaves this month for St. Petersburg, Fla., where they will spend the Winter. The climate agrees perfectly with Mr. Bardeen and he is able to spend practically all his time in the open. He is an enthusiastic motorist, and just a few days ago purchased a new Packard touring car for use over Florida's highways.

MacSimBar Co. Makes New Stock Issue

[FROM OUR REGULAR CORRESPONDENT.]

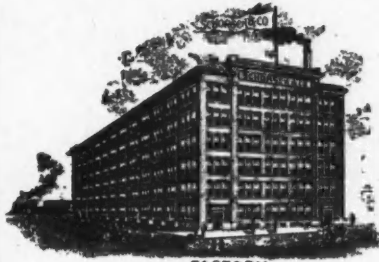
KALAMAZOO, Mich., October 11, 1920.—The officers and directors of the MacSimBar Paper Company, Otsego, were in session recently, making an entire new issue of certificates to the company's stockholders. This action was made necessary by the declaration of a 100 per cent stock dividend last spring, when the capital was raised from \$600,000 to \$1,200,000.

The capital of the company when organized was \$400,000. It was later increased to \$600,000 and again to \$1,200,000 as above noted. All the old stock certificates have been called and surrendered and will be superseded by the new issue prepared today.

F. C. Huyck & Sons Reorganize

ALBANY, N. Y., October 11, 1920.—F. C. Huyck & Sons, Rensselaer, have filed notice with the Secretary of State of a reorganization to carry on business with \$500,010 and 33,334 shares common stock, no par value.

The Home of Quality



FACTORY
13299 TO 13399 ST. & BROOK AVE.

PAPER BAGS

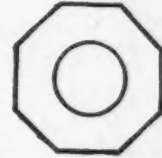
Sacks and Specialties

ESTABLISHED 1861

SCHORSCH & CO.

Manufacturers

500 East 133d Street : New York



on a Paper
Bag makes for
its Good Quality

BLEACHED SULPHITE

FOR

Writing, Book and Tissue Papers

PARSONS Pulp & Lumber Co.

EDWIN J. DEWEY, Manager Pulp Sales

Office, 1807-1810 Finance Bldg.,
PHILADELPHIA, PA.

Mills at
PARSONS, WEST VA.

SLITTERS AND REWINDERS

FOR EVERY PURPOSE

MEISEL PRESS MFG. CO.

944 DORCHESTER AVE., BOSTON

40 YEARS' EXPERIENCE

TAGGARTS PAPER COMPANY

MANUFACTURERS OF

ROLL NEWSPRINT

H. W. & W. PROCESS

ENTIRE PRODUCT FOR 1920 CONTRACTED

Mills at Felts Mills, Great Bend and Leibyrs, N. Y.

Main Office,

Sherman Building, WATERTOWN, N. Y.



We announce the completion at Cincinnati, Ohio, of the most modern plant, built and operated by practical experts of the highest standing in the manufacture of Silicate of Soda.

It is our purpose to merit your business on the basis of standard quality and dependable service.

Inquiries are solicited for spot and contract deliveries.

THE STANDARD SILICATE COMPANY

MANUFACTURERS OF

SILICATE OF SODA

CINCINNATI, OHIO.

Miscellaneous Markets

Office of the PAPER TRADE JOURNAL,
WEDNESDAY, October 13, 1920.

ALUM.—The chemical market has been holding very firm throughout the past week, and although slight drops were reported from several quarters, there have been no further declines within the past few days. It is the opinion of most of the dealers that prices in chemicals are not, generally speaking, going to decline appreciably for some months; in fact, some report that there will be another rise. Alum seems to be about the same as it has been for several weeks now. The prices are quoted at about 5 cents for the lump, 5.25 for the ground grade and 6 cents per pound for the powdered.

BLANC FIXE.—The condition in the blanc fixe market is very much the same as it was last week. It is difficult for old customers even to procure a reasonable amount, but the little fellows and the new buyers are about ready to retire from the field in disgust. The price has been fluctuating a good bit from time to time within a very limited space, but it is reported that \$110 per ton is a fairly accurate price, although some is said to be selling for less in rare instances.

BLEACHING POWDER.—Bleaching powder is a good example of the condition most of the chemical market is in. It is very scarce and the supply is utterly incapable of meeting the demand. There is some talk of importations of British stock, but in spite of everything the price remains up at 7@8 cents a pound.

BRIMSTONE.—There is little to be said about brimstone. It has remained about the same in spite of a slight falling off in the Southern market. The supply is meeting the demand and there is considerable spot material knocking about. The price is quoted at about \$17 per tone f. o. b. mines.

CASEIN.—Casein has also been steady during the past week. Buyers are holding back just a little now as they are in all portions of the industrial world, but this is easily explained by a combination of unsettled prices and politics. The supply, however, is by no means capable of meeting the demand, and so the price still remains at 15@16 cents.

CAUSTIC SODA.—At the present time caustic soda is quiet, but considerable activity is looked for in the next few months, with the usual fall and winter expansion all along the line. The price declined a little a week or two ago, but no further drops have been reported. It is now at about 3.85 cents to 4.15.

CHINA CLAY.—There have been some labor difficulties in the South and in addition to these the whole Southern business field is in a most unsettled condition owing to the fall in cotton. The works are having considerable trouble in keeping up with the demand, and most of them are still behind on their orders, so that no tumble in prices can be expected until they catch up. The prices are all about the same as heretofore; domestic unwashed is \$9@12, 13@15 on the washed and 19@20 on the imported.

ROSIN.—The demand for rosin has been steadily declining in the South, and this has caused a drop in price in the Northern market. Things have now hit bottom, it is believed, and although there is little hope of any immediate recovery, it will not go any lower. Grades E, F and G are at \$12.75 on the basis of large shipments.

SATIN WHITE.—Satin white is holding firm with a good demand, but a supply which is having trouble in catching up. The price is still 2.5@3 cents on the basis of large orders.

STARCH.—The demand for starch is as active as ever, but this market appears to be a trifle over supplied. At any rate, the prices have dropped twice in the past two months and are likely to remain low during the winter.

SULPHATE OF ALUMINA.—There has been a falling off in demand for sulphate of alumina, but all dealers are expecting a good business after the election.

Central Mfg. Co. in New Plant

[FROM OUR REGULAR CORRESPONDENT.]

KALAMAZOO, Mich., October 11, 1920.—The Central Manufacturing Company is now located in its new plant on the line of the Grand Rapids & Indiana railroad just south of Grace street. The factory is well built, light and airy. The main building is 100 by 55 feet in dimensions, while the foundry has a width of 30 feet and a length of 50. The company has real estate enough to quadruple the size of its factory.

Albert McDonald, president of the company, stated that the plant is now running about half capacity, but as soon as the necessary cables are run in to furnish electric power that all the departments will be in operation.

The concern specializes in paper mill equipment.

Market Quotations

(Continued from page 71)

No. 1 Soft White	7.50	@	7.75	Cottons—according to grades—	
No. 2 Soft White	6.00	@	6.50	Blue Overall	11.00 @ 11.75
No. 1 Mixed	3.50	@	4.00	New Blue	8.00 @ 8.50
No. 2 Mixed	2.75	@	3.00	New Black Soft	6.75 @ 7.00
Solid Ledger Stock	4.50	@	4.60	New Light Sec-	
Writing Paper	4.00	@	4.25	onds	6.00 @ 6.50
No. 1 Books, heavy	3.60	@	3.75	Khaki Cuttings	7.00 @ 7.25
No. 2 Books, light	2.50	@	2.75	Corduroy	6.50 @ 6.75
No. 1 New Manila	6.50	@	6.75	New Canvas	13.00 @ 13.50
No. 1 Old Manila	4.00	@	4.25	New Black Mixed	5.75 @ 6.25
Container Manila	3.25	@	3.50	Old	
Old Kraft	6.25	@	6.50	White, No. 1—	
Overissue News	2.50	@	2.75	Repacked	14.50 @ 15.50
Old Newspaper	2.25	@	2.30	Miscellaneous	11.50 @ 12.50
No. 1 Mixed Paper	2.10	@	2.15	White, No. 2—	
Common Paper	1.75	@	2.00	Repacked	7.00 @ 7.50
Straw Board, Chip	2.10	@	2.15	Miscellaneous	6.00 @ 6.50
Binders' Bd. Chip	2.10	@	2.15	Thirds and Blues—	
Domestic Rags—New				Repacked	4.75 @ 5.25
Price to Mill, f. o. b. Phila.				Miscellaneous	4.25 @ 4.50
Shirt Cuttings—				Black stockings	4.50 @ 4.75
New White, No. 1	.19	@	.21	Roofing Stock—	
New White, No. 2	.12	@	.12 1/2	No. 1	2.90 @ 3.20
Silecias, No. 1	12.50	@	13.00	No. 2	2.50 @ 2.60
New unbleached	15.75	@	16.50	No. 3	1.70 @ 2.00
Washables	10.75	@	11.00	No. 4	2.40 @ 2.50
Fancy	12.75	@	13.50	No. 5A	2.25 @ 2.50
				B.	2.00 @ 2.25
				C.	1.25 @ 1.50

TORONTO

[FROM OUR REGULAR CORRESPONDENT.]

Paper		Sulphite, bleached	200.00 @ 210.00
(Mill Prices to Jobbers)		Sulphate	140.00 @ 150.00
Bond—		Old Waste Papers	
Sulphite	19 1/2 @	(In carload lots, f. o. b. Toronto)	
Light tinted	20 1/2 @	Shavings—	
Dark tinted	21 1/2 @	White Env. Cut	7.50 @
Ledgers	20 @	Soft White Book	
Writing	15 @	Shavings	7.25 @
News, f. o. b. Mills—		White Bk News	6.00 @
Rolls (carloads)	5.50 @	Book and Ledger—	
Sheets (2 tons or over)	6.00 @	Flat Magazine and	
Sheets (less than 2 tons)	6.15 @	Book Stock	
Book—		(old)	3.85 @
No. 1 M. F. (carloads)	15.50 @	Light and Crumpled Book Stock	3.00 @
No. 2 M. F. (carloads)	15.00 @	Ledgers and Writings	3.80 @
No. 3 M. F. (carloads)	14.75 @	Solid Ledgers	4.00 @
No. 1 S. C. (carloads)	16.00 @	Manilas—	
No. 2 S. C. (carloads)	13.50 @	New Manila Cut	6.00 @
No. 1 Coated and litho.	19.50 @	Printed Manilas	3.00 @
No. 2 Coated and litho.	18.50 @	Kraft	6.25 @
No. 3 Coated and litho.	17.75 @	News and Scrap—	
Coated and litho., colored	19.75 @	Strictly Overissue	2.75 @
Wrapping—		Folded News	2.50 @ 2.65
Grey	10.75 @	No. 1 Mixed Papers	2.20 @
"B" Manila	11.00 @	Domestic Rags—	
No. 1 Manila	12.50 @	Price to mills, f. o. b. Toronto.	
Fibre	12.00 @	Per lb.	
Kraft, M. F. or M. G.	13.00 @	No. 1 White shirt cuttings	.24 @
Pulp		No. 2 White shirt cuttings	.14 @
(F. o. b. Mill)		Fancy shirt cuttings	.13 1/2 @ .14
Ground Wood	130.00 @ 145.00	No. 1 Old whites	10 1/2 @ .11
Sulphite, easy bleaching	175.00 @ 190.00	Thirds and blues	.05 @ .05 1/4
Sulphite, news grade	160.00 @ 170.00	Black stockings	5.00 @
		Roofing stock	
		No. 1	2.50 @
		No. 2	2.40 @
		Roofing stock	
		Manila rope	6.50 @
		Gunny bagging	3.50 @ 3.75
		No. 2	3.50 @

The Mathieson Alkali Works (Inc.)

General Offices

25 West 43rd Street

New York City

Works
Niagara Falls, N. Y.

Works
Saltville, Va.

"EAGLE THISTLE" BRAND OF PRODUCTS

High Test Bleaching Powder

Packed in Steel Drums, air tight, insuring full strength at point of consumption.

Special wooden lined drums for export.

Liquid Chlorine

100% pure, anhydrous, in improved 100 lb.—150 lb.—2,000 lb. containers.

Soda Ash

58 per cent, both light and dense shipped in bulk—Bags and Barrels
Special packages for export.

Caustic Soda

Solid—Ground—Flaked

60%—70%—72%—74%—76%—78% Grades.

The electrolytic 78% Grade, analyzing 99.70% Hydrate of Soda, purest caustic made.

Bicarbonate of Soda

Packed in Cases—Bags—Barrels—Kegs

If you have a problem to solve write us and get the advantage of our
Technical Department.

WANT AND FOR SALE ADVERTISEMENTS

HELP WANTED

CLASSIFIED RATES

Minimum rate for advertisements of 25 words or less, first insertion, \$1.00. SITUATION WANTED, 4 cents a word for first insertion and 2 cents a word for each subsequent insertion of same ad. No ad of less than 25 words accepted.

HELP AND MISCELLANEOUS WANTS, and small For Sale Ads, 4 cents a word for each and every insertion. No ads of less than 25 words accepted.

When answering advertisements, please address the Box Number given in ad.

Answers can be forwarded care Paper Trade Journal, and will be promptly forwarded without extra charge. All should be sent to the New York office, 10 East 39th street. And all should be addressed as the advertisement directs in every case and not simply to the paper.

All classified ads for the current issue must be in hand not later than Monday preceding date of publication.

WANTED—Night boss for Container Board Mill in Middle West. Salary \$250.00 per month. Must be a practical paper maker. State age and experience and give reference in first letter. Address, Box 2629, care Paper Trade Journal. tf

WANTED—Superintendent for two-machine mill, running tissues and light weight papers on cylinder machines. Wanted high grade man, and to such would be paid satisfactory salary. Address, Box 2650, care Paper Trade Journal. tf

SALESMAN—Best available for Glassine and other coarse papers. State territory desired. Address, Box 2561, care Paper Trade Journal. O-14

WANTED—In a small mill in Middle West, a good steady beaterman on tissue stock. Must be sober and steady, and well recommended. Address, Box 2660, care Paper Trade Journal. O-14

WANTED—Two machine tenders in mill running blotting, absorptive papers, book and specialties. Good wages, mill located in city where there are good living conditions and good climate. Reply giving references and experience. The Albemarle Paper Mfg. Co., Richmond, Va. O-14

GENERAL MANAGER—Middle age, experienced and capable of taking charge of paper mill. Application confidential; give age, experience and quote particulars. Good opportunity with future to right man. Address, Box 2684, care Paper Trade Journal. O-14

WANTED—Machine tender for 90-inch cylinder tissue machine making light-weights from mitscherlich stock. Large mill. Good chance for promotion. Only first class men need apply. Address, Box 2689, care Paper Trade Journal. O-14

WANTED—Superintendent for box board mill, 2 machines 115 and 130-inch trim. We want a man who can handle help, organize his men, knows board making and who will work with progressive management. Unless you can make good don't waste time answering. Advise in first letter full details of your experience, mills you have handled, and age. MacSimBar Paper Company, Otsego, Michigan. O-14

WANTED—First class millwright with paper mill experience. Two machine-mill making tissue and book papers. Electric and water power. State experience and wages expected. Advancement for right party. Address, Box 2686, care Paper Trade Journal. O-14

WANTED—Paper salesman preferably with fine and coarse paper experience to cover Connecticut Valley territory, Massachusetts, Vermont and Connecticut for progressive New England paper house. Address, Box 2687, care Paper Trade Journal. tf

HELP WANTED

WANTED—Beaterman with some knowledge of colors for progressive tissue mill. no labor trouble. Two tours. Good position open. Address, Box 2678, care Paper Trade Journal. O-14

WANTED—A supercalendar man for paper factory in New York city, would give a good helper chance to run calendar. Address, Box 2707, care Paper Trade Journal. O-14

WANTED—One finishing room foreman to take charge of one cutter and to do shipping for small machine mill. Good town. Married man preferred. State wages wanted. Address, Box 2708, care Paper Trade Journal. O-14

WANTED—Two machine tenders, 2 back-tenders or 2nd hands, 1 night boss. Mill running 8 hour shifts, good wages. Must be experienced in running test board, Manila lined, news board and chipboard. Address, Box 2709, care Paper Trade Journal. O-14

WANTED—At once, one or two first-class mechanical draftsmen. Address, Box 2710, care Paper Trade Journal. O-14

WANTED—Superintendent for three-machine mill, manufacturing white and colored tissues, ten pound and up, also white and colored waxing tissues, nine pounds and up on cylinder machines. Only high grade men need apply. Satisfactory salary will be paid. Address, Box 2711, care Paper Trade Journal. Nov. 4

SUPERINTENDENT wanted for small machine making saturating felts. Address, Kingston Paper Co., Inc., Little Falls, N. Y.

WANTED—Salesman, experienced selling bond papers to foreign buyers direct or through exporters. Address, Box 2712, care Paper Trade Journal. O-28

A FIRST CLASS millwright for a paper mill in New York city, producing about 45 tons per day, making chip, news and vat-lined boards. Steady married men preferred. Address, Box 2725, care Paper Trade Journal. O-21

WANTED at once—experienced man to take charge of waxing department. Must know how to wax all grades of paper and secure maximum production from up to date machinery. Good opportunity for right man. Address, Box 2726, care Paper Trade Journal. O-14

WANTED—Machine tender on multiple cylinder machine in Eastern mill, sober steady man, state experience. Wages \$7 per day, 8 hours a day, non-union, no labor trouble. Address, Box 2728, care Paper Trade Journal. tf

WANTED—In Eastern mill, good paper millwright. Wages \$50 per week, 8 hours. State experience. Address Box 2729, care Paper Trade Journal. tf

BACK TENDER—Experienced reliable man; 8 hours shift, six days. Good opportunity, steady work. Dill & Collins Co., Richmond and Tioga streets, Phila., Pa.

WANTED—Foreman coater who has had experience in making waterproof papers. Good wages. Address, Box 2730, care Paper Trade Journal. O-21

WANTED—Two first class machine tenders and two first class beater engineers. Highest wages paid. Address, Standard Paper Co., Kalamazoo, Mich.

WANTED—Night Superintendent for a two machine Mill. Good pay and housing accommodations available. Answer giving age, experience and salary expected. Address Box 2731, care Paper Trade Journal. O-14

HELP WANTED

WANTED—Experienced Superintendent for prepared roofing factory, capable of handling men and getting production. State salary and experience. Address, Box 2732, care Paper Trade Journal. O-28

WANTED—Machinetender and Backtender on straw corrugating; 8 hour tours; good wages and bonus. Apply to The Thompson & Norris Co., Brookville, Ind. O-28

WANTED

MACHINE TENDERS, BACK TENDERS, THIRD-HANDS BEATER-MEN, FINISHERS FOR NEW BOOK MILL RUNNING THREE TOURS. MILL SITUATED IN GOOD LOCATION. Address Box 2701, care Paper Trade Journal. O-21

SITUATIONS WANTED

A CONSTRUCTION millwright now employed as operating millwright would like to make connection with architect or engineer as foreman of construction, familiar with prints. A good organizer and producer. Address, Box 2696, care Paper Trade Journal. O-21

WANTED—Position as superintendent or manager by middle aged man of 18 years' experience in the manufacture of tissue, crepe, semi-crepe, toilet, towels and napkins, high grade man on kraft, twisting papers and specialties. A No. 1 on colors understands construction and repair work thoroughly, and can get results. Fourdrinier or cylinder machines. Best of references. Address, Box 2697, care Paper Trade Journal. O-14

WANTED by an experienced man a position as superintendent of the installation of a conversion department, where there is a need of installing an old paper stock department for the shrinking, cooking, washing and bleaching of magazine and ledger. Address, Box 2698, care Paper Trade Journal. N-4

YOUNG MAN with 14 years' experience in wholesale paper business wishes to make change about first of year. Best references. Can handle anything in the wholesale paper business. Address, Box 2547, care Paper Trade Journal. O-14

WANTED BY MECHANICAL ENGINEER AND PAPER MAKER OF PROMINENT ABILITY, position as superintendent or assistant to manager of Kraft pulp and paper, ground wood conversion of old papers, container board, grease proof and glassine, news and book. Address, Box 2716, care Paper Trade Journal. O-28

PRACTICAL papermaker and first class mechanic, age 35, at present employed as assistant superintendent, wishes position as superintendent or assistant superintendent. Will consider position as machine tender, or boss machine tender with chance for advancement. 12 years of experience running fourdrinier and cylinder machines on all grades. Can take charge of production, upkeep, repairs and improvements. Address, Box 2715, care Paper Trade Journal. O-21

SITUATIONS WANTED

YOUNG man 31, thoroughly acquainted with mills wishes connection with reputable bobbing house, 11 years' experience buying, selling, correspondence and general office management. Address, Box 2706, care Paper Trade Journal. O-14

CONNECTION WANTED—A man with 16 years' experience in the paper and allied trade, wholesale and retail, desires connection. Willing to invest capital in reliable business. Address, Box 2683, care Paper Trade Journal. O-14

YOUNG MAN, 24, ambitious, having knowledge of practically all grades of paper, wishes to connect with reliable firm where good future awaits. Address, Box 2643, care Paper Trade Journal. tf

SUPERINTENDENT now employed, but desires to make a change. 20 years' experience in paper making, tissues, crepe, news, bag and wrappings, also experienced in manufacture of ground wood. Prefer a ton or two machine mill. Best of references. Address, Box 2639, care Paper Trade Journal. tf

WANTED—Position as Superintendent in Paper Mill, fully qualified to build or run a Plant, understand all grades of Fibre, Book, Board, News and Bond. Address, Box 2623, care Paper Trade Journal. O-21

ASSISTANT—Superintendent desires to make change, thoroughly understands all kinds of board, ice cream and milk caps. Can get production. Best of references. Address, Box 2690, care Paper Trade Journal. O-14

AM managing and selling for small mill whose capacity does not occupy my full time. Am looking for a proposition with a paper specialty or box board mill that requires the service of a man with ability. Address, Box 2691, care Paper Trade Journal. O-14

DO you need a technical engineer with years of experience and who thoroughly understands mechanical, electrical and steam departments of large paper mills. Address, Box 2693, Paper Trade Journal. O-14

PAPER AND PULP MILLS—Member of Technical Society, married, American, former mill manager, with broad experience in industrial engineering and construction, practical knowledge of paper and pulp manufacture, office detail and cost accounting, desires an opportunity as assistant to executive in administration, manufacturing or in charge of department, where experience, ability and loyalty will meet with just recognition. Excellent references. Recently returned from abroad and available immediately. Address, Box 2699, care Paper Trade Journal. O-14

ASSISTANT SUPERINTENDENT, 2y. B.S. in chemistry, two years experience in a rag paper mill. Will take anything as long as there is a chance for advancement. Address Box 2731, care Paper Trade Journal. N-4

Position Wanted

By young and energetic man as Mill Superintendent, in mill manufacturing news, Manilas or bag. Specialist in high production and low cost. Can guarantee results. At present employed in similar capacity. Legitimate reason for changing. Address, Box 2635, care Paper Trade Journal. tf

WET machine tender, first class on press board, insulation, counter and leather board, desires position. Address, Box 2732, care Paper Trade Journal. O-14

SITUATIONS WANTED

EXECUTIVE or sales position wanted by man with fifteen years' experience on book, writing and board. Have managed mill and sold production. Would consider management of large office or act as sales representative. At present employed on mill efficiency work but wants to make a more desirable connection. Address Box 2723, care Paper Trade Journal. N-11

WANTED—Position by practical Ragman, 20 years' experience in cooking and grading new and old stock and handling help. Married, age 44, and sober. Address, Box 2724, care Paper Trade Journal. O-21

PAPER SALESMAN, NEW YORK CITY, can produce large volume of business. Wishes connection with Mill Agency Company or Mill. Substantial drawing account on commission basis. Address, Box 2734, care Paper Trade Journal. tf

MISCELLANEOUS

WANTED—One single cylinder, second hand Wandell Rotary Screen in good condition. Address Holden Paper Co., Newburgh, N. Y. tf

INCREASE Your Knowledge of Paper and its Use. Send \$2.00 to Geo. Banta Publishing Co., Book Dept., Menasha, Wis., and receive postpaid a copy of "From Paper Mill to Press Room," by William Bond Wheelwright. Nov. 25

PAPER SHEETER wanted, 64 or 72-inch with roll stand. Moore and White or Hamblet, Dragon Paper Mfg. Co., 102 Prince street, New York. O-14

WANTED—New or second hand Bran-nan folder suitable for 80" to 90" jumbo rolls. Address, Box 2733, care Paper Trade Journal. O-21

CASH PAID for old United States, Confederate and foreign postage stamps, used on letters prior to 1870. Send samples. James Hardy, 4522 Forrestville Ave., Chicago, Ill. cam-1 yr.

WANTED—A Kidder or Cameron Slitter and Winder. 46"—immediate delivery and must be in A-1 condition. Box 2735, care Paper Trade Journal.

FOR SALE

FOR SALE—One large size Thresher Duster. Two Whipper Dusters; two Holyoke Wing Dusters; four Daniels Rag Cutters; iron frames. Marinette and Menominee Paper Co., Marinette, Wis. O-28

FOR SALE—Two Duplex Moore & White paper cutters, knives 120" long, in first class condition. Address, Box 2694, care Paper Trade Journal. tf

FOR SALE—One Miller Duplex Beating Engine, manufactured by Downingtown Mfg. Company; for information address, Box 2668, care Paper Trade Journal. tf

FOR SALE—200 cases good bond paper, all or in any part. Packed for export. No. 16 and 20, size 22x34. Must be cash transaction. October 15 delivery. Address, Box 2718, care Paper Trade Journal. O-14

FOR SALE—One 63" Langston surface or drum rewinder and slitter, with 21 sets of cutters, for immediate delivery. For price, address St. Louis Paper Can & Tube Co., St. Louis, Mo.

FOR SALE**FOR SALE**

One portable, automatic coal and ash conveyor with 1½ H.P., D.C. motor, new.
One open baler to take paper 56x36, new.
One hand elevator, capacity 1,000 lbs., almost new.
One, Griscoom Russell 4" feed water filter and grease extractor.
One filter press, center feed, open delivery, with pump.
One Rogers 90° knife grinder.
One each, 1½", 2" and 3" Worthington hot water meters.
Two open end feed water tanks, 600 gallons, new.
One cypress tank, 10x14 ft, new.
One cypress tank 14'6"x7'1", new.
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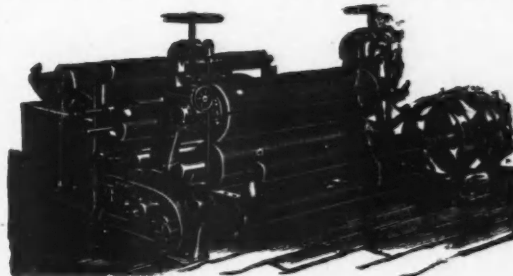
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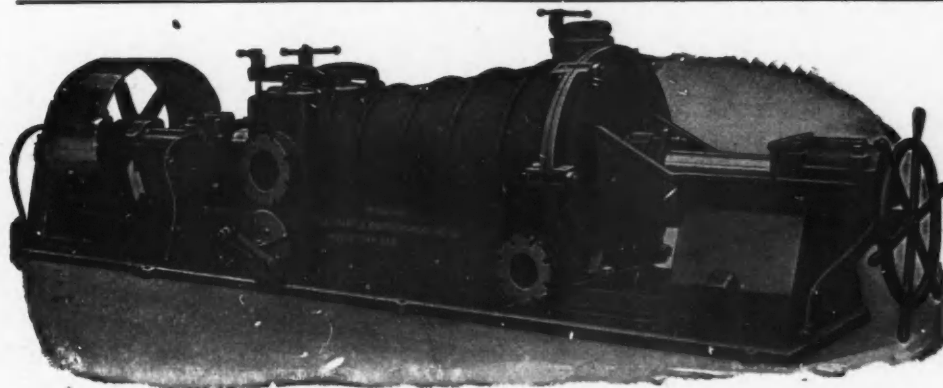
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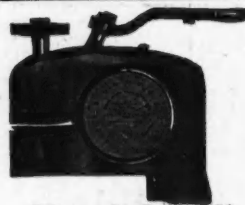
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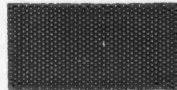
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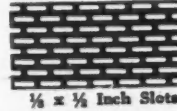
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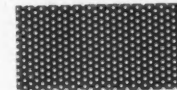
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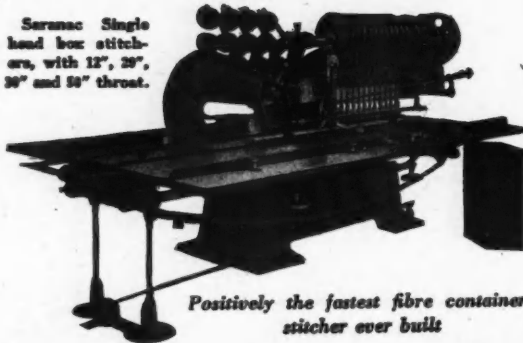
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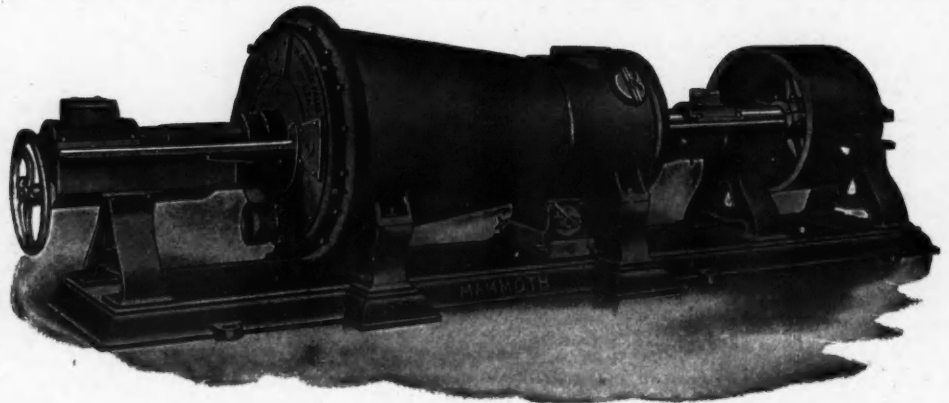
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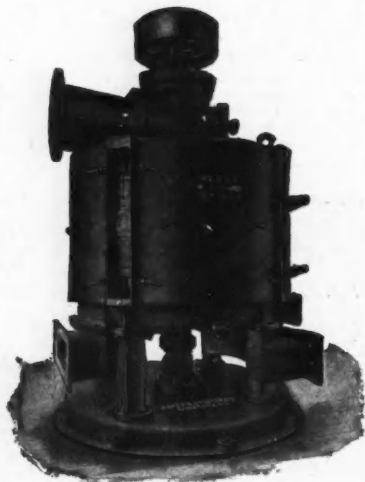
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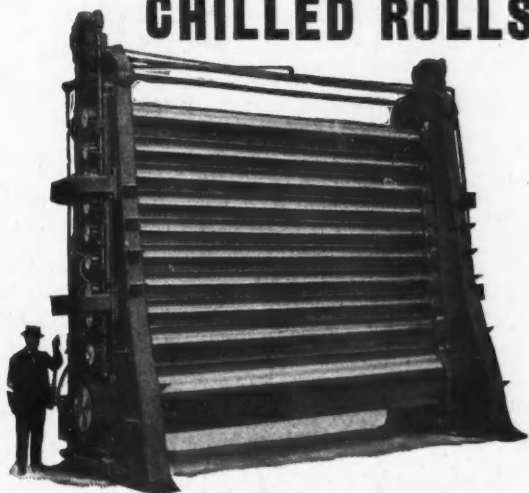
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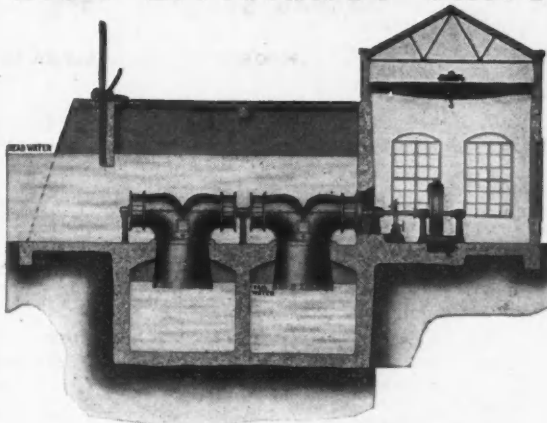
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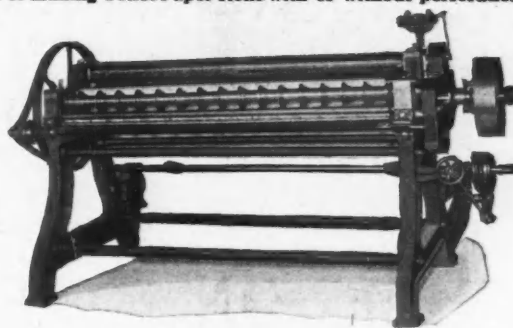
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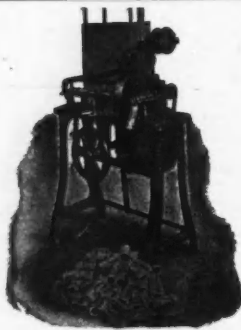
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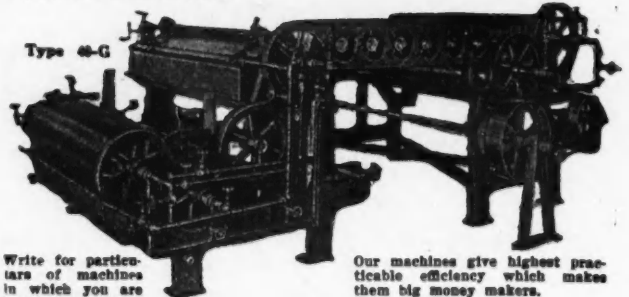
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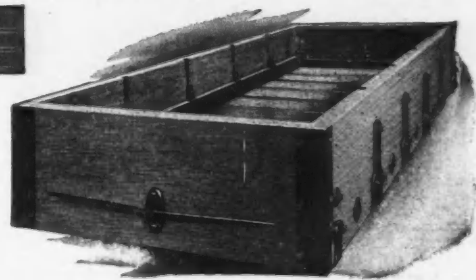
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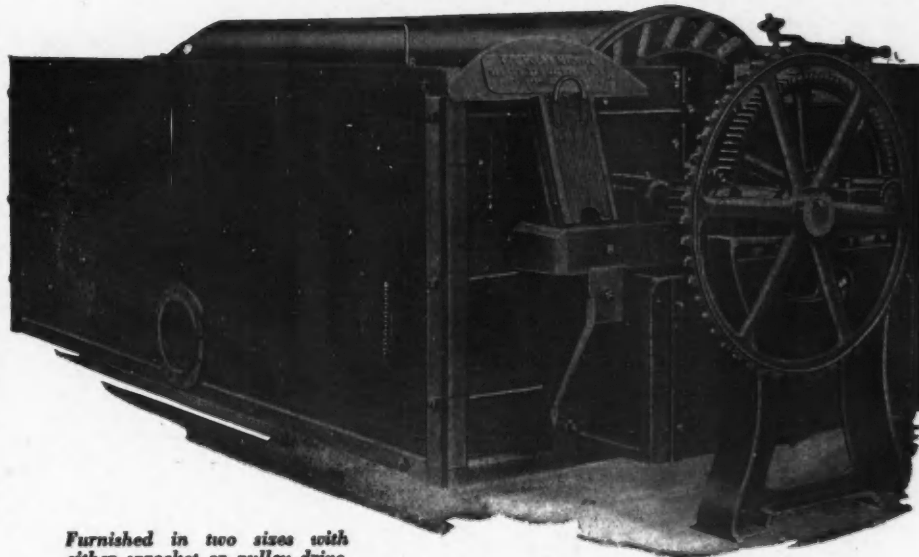
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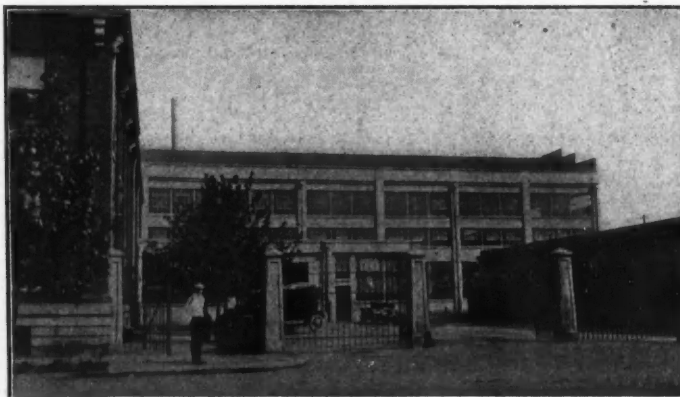
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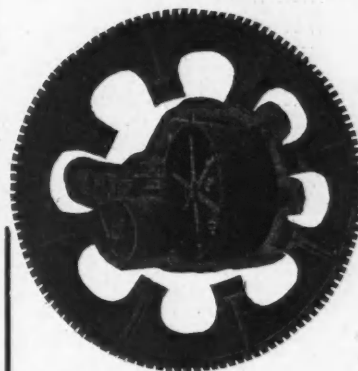
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