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PAPER TRADE JOURNAL

THE INTERNATIONAL WEEKLY OF THE PAPER AND PULP INDUSTRY.

ESTABLISHED IN 1872

Vol. LXIX. No. 16. NEW YORK AND CHICAGO, OCTOBER 16, 1919

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PAGE 19!



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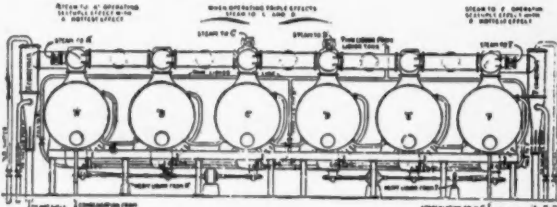


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Owners of the Lillie Evaporator patents.

41



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can be applied to any make of Disc Barker. No matter what Disc Barker you may be operating—the Lombard Barker attachment will add to its efficiency—saving in wood—easy operation.

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GUMMED BOX STAY**

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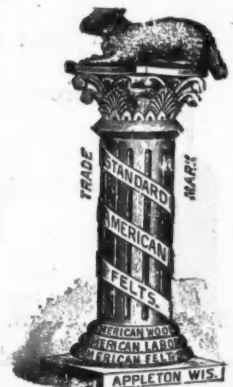
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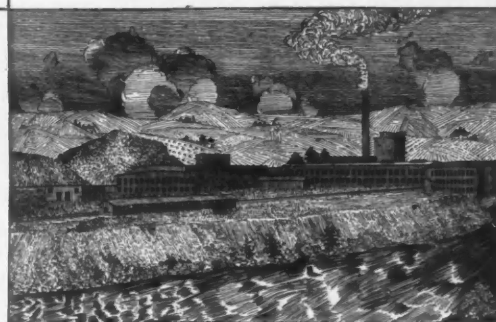
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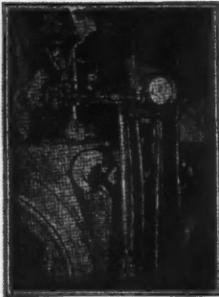
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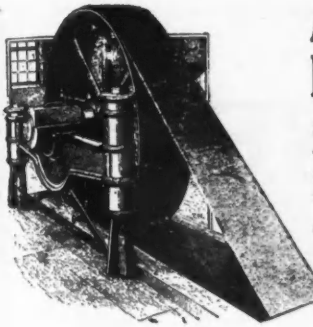
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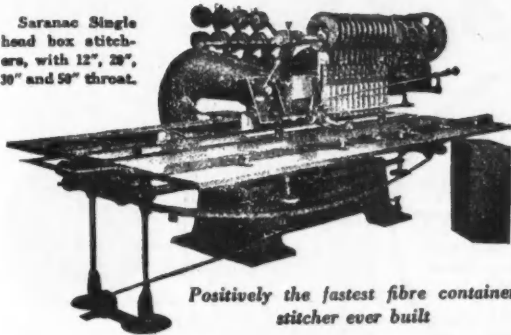
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Positively the fastest fibre container stitcher ever built

It is equipped with twelve stitching head so that any number from 1 to 12 staples can be driven at one time. Either a single or double row of staples, or single row with the tie stitch are automatically driven. It takes less than five minutes to change from the largest to smallest size containers.

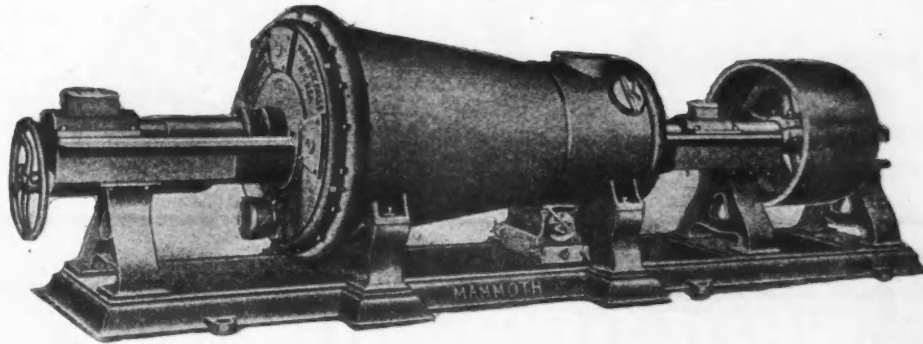
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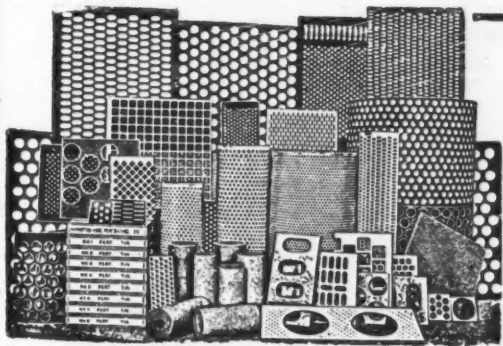
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- VEGETABLE TALLOW
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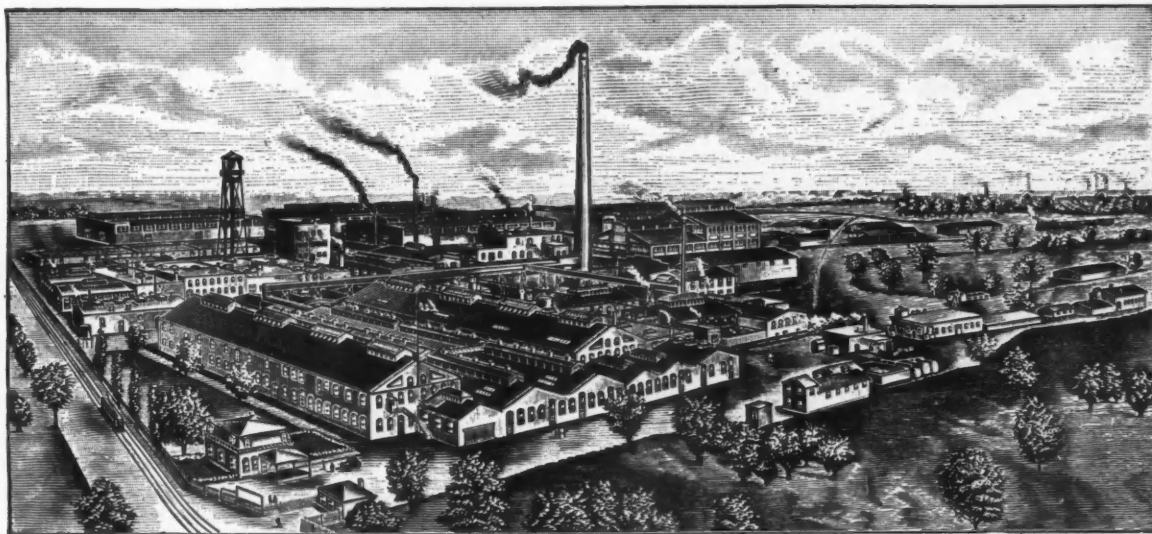
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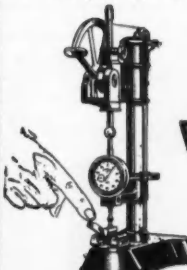
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Is it anything but a guess?

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Folding Strength; Hardness; Resilience; Elasticity; Stiffness; Smoothness of Surface; — in fact, every physical quality of paper can be measured with the

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To really appreciate this wonderful instrument you must apply it under your own conditions.
Let us show you how to standardize your specifications on any material you use or make.

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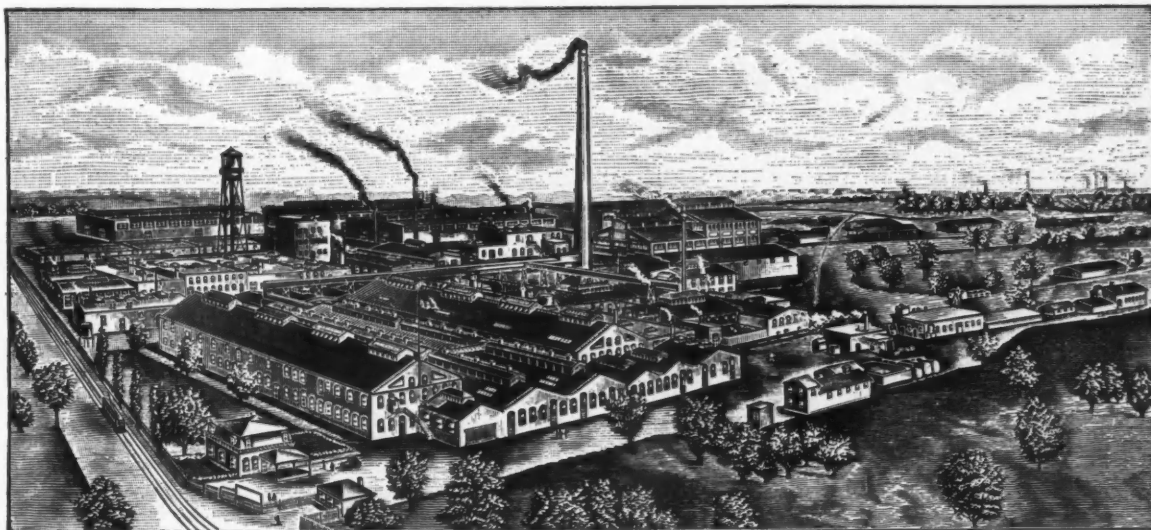
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PAPER TRADE JOURNAL

THE INTERNATIONAL WEEKLY OF THE PAPER AND PULP INDUSTRY

FORTY-EIGHTH YEAR

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STRIKE FINALLY BROKEN AT NEKOOSA-EDWARDS CO. MILLS

Reports from Nekoosa and Port Edwards State That the Two Mills Will Soon be Running at Full Capacity and That the Strikers Will Have Completely Lost Their Fight to Force the Paper Company to Meet Their Demands—Labor Conditions in Wisconsin Have Become More Settled Since the Failure of the Strike, and it is Believed That Little Difficulty Will be Experienced This Year.

[FROM OUR REGULAR CORRESPONDENT.]

APPLETON, Wis., October 14, 1919.—The Nekoosa-Edwards Company, which has been handicapped by a strike since late in June, is running two paper machines and most of its machinery is in operation. The barracks adjoining the hotel at Port Edwards has been completed and is used to house the crews.

According to reports from both Nekoosa and Port Edwards, the two mills will soon be running again at full capacity and the strikers will have completely lost their fight to force the paper company to meet their demands. Several hundred men have returned to work and places of others have been filled by men imported from other cities. A large number of the strikers, unable to remain idle longer, have gone to other places of employment.

Residents of Grand Rapids, Nekoosa and Port Edwards not interested personally in the strike, believe the walkout was ill advised inasmuch as many of the men's demands were called unreasonable. It was said that a majority of the workers were satisfied with conditions of labor and their wages until union organizers demanded that they walk out and demand that the closed-shop principle be applied. The paper company made several propositions to the men, offering to give them a share in the management, but the proposals were rejected after exciting meetings in which the organizers held the upper hand.

Labor Conditions at Other Mills

Labor conditions in other paper mills in Wisconsin have become more settled since the failure of that strike and it is believed that little difficulty will be experienced this year. The approach of winter, bring with it additional living costs, has made the men feel they should hold their present jobs and not endanger them by walk-outs.

The Interlake Pulp and Paper Company, which recently granted an increase to its 300 workmen, has fixed a minimum wage of fifty cents an hour in its plant and other mills are following the lead. Several mills have purchased large supplies of food which are being sold to the men at cost in an effort to bring down their cost of living by eliminating the middleman's profit. Mills in the Fox River valley are doing all in their power to improve working and living conditions of their workers. The labor situation in the valley in all industries is now more settled than for a long time, but there is still a great demand for men and there is no excuse for idleness. Many industries are finding it almost impossible to find men and are running short-handed.

Superintendent Rosebush Acquitted

One of the incidents of last week in the strike at Port Edwards was the acquittal of Franz Rosebush, superintendent of employment for the Nekoosa-Edwards Company, of a charge of assault preferred by a striker. Mr. Rosebush is a brother of Judson G. Rosebush, president of the Patten Paper Company, and he is also interested in the Nekoosa-Edwards Company. It was alleged that Mr. Rosebush struck a striker when the latter attempted to bar him from dispersing a number of men. Mr.

Rosebush was a village deputy constable and the strikers alleged he seized one man by the throat and drove the rest of the men into the union hall at the point of a revolver. The defense denied this, alleging that Mr. Rosebush merely bumped into the man. The jury failed to find him guilty, however. Two striking employees have been bound over for trial for an alleged assault on a workman in the mill.

Searching for Raft of Pulpwood

Two tugs are searching for a raft of pulpwood consigned to Pulpwood Company of Appleton, which was cut adrift in a sixty-mile gale on Lake Superior last week. The raft was being towed to Ashland from Canada and was the tenth which had left the Canadian side this season. It was the fifty-fifth pulpwood raft towed across Lake Superior to Ashland during the past ten years. Of these, having an average value of \$2,500,000, only two came to grief, the first having been abandoned five years ago, but a considerable portion of the wood was salvaged.

The present raft carried 6,000 cords of wood, invoiced in Canada at \$55,000. It was mostly eight-foot stuff.

A cargo of pulpwood, valued at \$54,000, was recently towed from Escanaba, Mich., to Green Bay, Wis. The wood was sent out by the Land and Lumber Company and was consigned to a Green Bay mill. Six thousand cords were loaded on the raft.

Paper Mill Town Has Much Money

Very few municipalities are finding the money rolling into their treasuries so fast that they cannot spend it all, but that is the situation at Biron, Wis., which is supported by the Consolidated Water Power and Paper Company. The high tax the past two years have swelled the village coffers to such an extent that the village fathers could not spend it all in ordinary municipal improvements, so they have decided to erect a community hall under a law recently passed by the Wisconsin State Legislature, authorizing municipalities to enter into ventures of that kind. The hall will be one of the finest in Wisconsin and the village authorities hope to be able to spend part of their surplus municipal money.

Construction Work Progressing on Peshtigo Mill

Construction work on the new plant of the Peshtigo Pulp and Paper Company at Peshtigo, Wis., is progressing rapidly and it is believed the buildings will be ready for occupancy by the first of next year. Brick work on the main building is about two-thirds completed. Preparations are being made to connect the new structure with the heating plant, completed some time ago, so that the first floor can be heated while the interior is being finished.

The last load of steel for the plant has arrived, eliminating the danger of shortage due to the strike of steel workers. Much of the machinery has been ordered and will be shipped as soon as the buildings are ready to receive it.

McGillan-Asmuth Mill to Start Soon

The new paper mill of the McGillan-Asmuth Paper Mills, Inc., at Menasha, Wis., will be ready for occupancy about November 5. Machinery for the plant was ordered only a few weeks ago and immediate delivery was promised. The company expects to begin the manufacture of paper by the middle of next month.

Victory Bag Co. Makes Improvements

The Victory Bag and Paper company of Marinette has begun improvements in its plant, which, when completed, will amount to nearly \$100,000. The company now has under construction a warehouse which will cost about \$15,000. Two more stories are to be added to the main building, construction of which will be started almost immediately. The building will be thoroughly remodeled and the latest machinery and equipment will be installed. Several new machines for bag making have been ordered and the working force will be doubled when the im-

provements are completed. Contracts awarded thus far specify that the work shall be completed before the end of the present year. The Victory Bag and Paper Company is a growing concern and is finding it necessary to expand because of the increasing demands on the present plant.

Salesmen Visit Whiting-Plover Plant

Twenty-five salesmen employed by the John Leslie Paper Company of Minneapolis made a tour of inspection of the Whiting-Plover Paper Company's plant at Stevens Point on Saturday. The men were also taken to Mosinee, where they visited the kraft mill of the Wausau Sulphite Fibre Company. The John Leslie Company buys a large portion of the output of the Whiting-Plover Company mill.

Want Water Level Lowered

Several conferences of paper mill owners, representatives of the United States government engineering department and owners of land along the Wolf and Fox rivers have been held recently for the purpose of discussing means of lowering the water level in the Fox and Wolf rivers in the spring when thousands of acres of land are inundated. Riparian owners assert that paper mill owners keep the water level at so great a height that a large volume of water backs up over their land, damaging crops.

Paper Mill Superintendents Meet

Nearly every paper mill in Wisconsin, Minnesota and northern Michigan was represented at a meeting of the northwestern division of the American Pulp and Paper Mill Superintendents Association in Wausau last week. A feature of the meeting was an address by D. F. O'Connell, chairman of the sulphate committee. He called attention to the shortage of sulphite pulping of hemlock and said an adequate supply of this would eliminate half of the difficulties of the paper manufacturer. The question of conserving hemlock forests should meet with careful consideration, the speaker said. He said that there is standing in Michigan only fourteen billion feet of pulpwood and that in Wisconsin only eleven billion feet remain. There is now growing about thirteen billion feet in the two states, making a total of thirty-eight billion feet available for the pulp mills.

The superintendents were taken on tours of inspection of several mills in and near Wausau.

General News of the Trade

Major Frank J. Schneller of Neenah, connected with the Gilbert Paper Company, has been promoted to the rank of lieutenant colonel in the Wisconsin National Guard. The promotion was recommended by General Hines, commander of the Third Army, while Colonel Schneller was in France.

The engagement of Miss Hazel Marie Sensenbrenner, daughter of Mr. and Mrs. John Sensenbrenner, Neenah, to Herman J. Grade, also of Neenah, has been announced. The date for the wedding has not been fixed.

Arrangements for Paper Trade Conference

A general announcement and schedule of committee meetings at the fall conference of the National Paper Trade Association of the United States was sent out last week by William C. Ridgway, secretary.

The meetings will be held at the Waldorf-Astoria on the following dates: Board of Directors, Monday, November 10; Executive Committees of the Fine and Coarse Paper Divisions, Tuesday, November 11; special meetings of the Fine and Coarse Paper Divisions of the Association, Wednesday, November 12, and a general conference of the entire Association, Thursday, November 13.

The program will not include a banquet this fall.

Miami Paper Co.'s Mills Reopen

[FROM OUR REGULAR CORRESPONDENT.]

DAYTON, OHIO, October 13, 1919.—Again are the wheels turning and the mills humming in West Carrollton, which for a half century has been one of the busiest industrial centers in the Miami Valley, for the four hundred men and women employed by the Miami Paper Company have returned to their work.

"The misunderstanding existing between the employees and the officials of the Miami Paper Company has been adjusted," was the simple announcement made to your correspondent by Arthur H. Nevius, vice-president and general manager, when interrogated as to the return of the working force last week; "the mills have resumed operations and our happy family has been reunited."

That Mr. Nevius should refer to the men and women employed in the West Carrollton mills as "our family" is striking evidence of the affection felt for the employees. Never had there been any trouble in the long and honorable career of this company until this year, and Federal investigators who were sent to this valley decided, after investigating, that the hand of the Bolsheviks had been active in attempting to create unrest.

Though the officials of the paper concern are not making any statement as to the manner in which the strike, which continued for five weeks, or since September 1, had been adjusted, it was reported that while the strikers had failed in gaining recognition of their union, they succeeded in bringing about an adjustment of the bonus system within the plant whereby they will share in the earnings of the company under the bonus plan. It is understood this has not yet been determined, but will be fixed by production.

The settlement also provides, it is understood, that all unnecessary Sunday work be eliminated. However, the employees recognize that certain work in the mill is required on Sunday to maintain continuity of production.

The mill of the Miamisburg Paper Company, which is controlled by the American Envelope Company of West Carrollton, still is closed as the result of a strike, and it is not known when operations will be resumed, though it is reported this week that negotiations looking to an adjustment of the difficulty are well under way. Federal mediators have been in the valley investigating conditions and interviews have been held with company officials and employees.

News Print Inquiry in Canada Again Adjourned

[FROM OUR REGULAR CORRESPONDENT.]

OTTAWA, ONT., October 14, 1919.—"I haven't any idea what the policy of the government is in that regard," said R. A. Pringle, the paper comptroller, when asked if he could give an idea when government control of the news print industry in Canada would cease. He said he had not discussed the matter with any member of the government and was therefore as much in the dark as your correspondent.

The news print inquiry resumed on Thursday morning at the court house, but only for a space of thirty minutes, when Mr. Pringle again adjourned the hearing for a month or five weeks. Nothing could be done, it was explained, until Geoffrey T. Clarkson, the government auditor, has completed his work of gathering cost statistics in the various mills for the months subsequent to December 1, 1918, right up to date. It was in this connection that Mr. Pringle was asked about the control, the interrogation being, "What value would these investigations be if the government lifts control in the near future?" Market prices will, of course, govern the industry then.

Mr. Pringle is rather busy these days trying to keep up a fair supply of news print to the various publishers. "It's a hard job," he confessed, "but we're keeping at it. The supply is quickly being consumed by the demand."

WATER POWER AT NEW MILL OF THE INTERNATIONAL PAPER CO.

Concern Has Signed Long Time Contract With Shawinigan Water and Power Co. to Supply Its New Pulp and Paper Mill at Three Rivers With Power Practically in Perpetuity—Large Party of Senators From All Provinces of the Dominion Visit Prominent Pulp and Paper Mills—Details of the Extensions That Are Being Made to the Plant of the Laurentide Co.—Sensation in Paper Stocks.

[FROM OUR REGULAR CORRESPONDENT.]

MONTREAL, QUE., October 14, 1919.—The International Paper Company has just signed a long term contract with the Shawinigan Water and Power Company of Shawinigan Falls, Que., to supply its new pulp and paper plants at Three Rivers with power practically in perpetuity. At the start 20,000 horse power will be supplied at the plant, which will have an initial output of 200 tons daily and will employ 1,500 hands.

In view of the need for extensions, the shareholders of the Shawinigan Company, at a meeting in Montreal this week, approved of the by-law passed by the directors in July last providing for the creation and issue from time to time of first and refunding, sinking fund mortgage bonds to a maximum of \$50,000,000. The scheme, as outlined in a circular sent to shareholders some weeks ago, and further explained by the president, J. E. Aldred, at the meeting, provides that an amount of not greater than \$20,000,000 of the issue authorized is to be put out in the near future.

The International Paper Company plant, as stated exclusively in the PAPER TRADE JOURNAL some months ago, is being located at Three Rivers, Que., and will cost in all about \$6,000,000. There will be a chain of 18 individual units of buildings, a number of which are already under way. More than 200 men are working on the building of the plant at the present time.

One of the Montreal papers, commenting on The International Paper Company's new enterprise, says: "The decision of the International Paper Company to extend its manufacturing activity to the Canadian field to such an important degree forms a further interesting chapter to the history of the pulp and paper industry of the Dominion, already replete with romantic developments of recent years. The company is one of the largest producers of news print paper in the United States, its daily output being in the neighborhood of 1,250 tons. That the exigencies of the situation in the paper world have necessitated its advent into Canada, and into the St. Maurice district in particular, where the company has possessed itself of immense tracts of valuable pulp lands, is eloquent testimony to the importance of the pulp and paper possibilities of the Provinces of Quebec in particular, and of the Dominion in general."

Senators Visit Paper Plants

As the guests of Senator Smeaton White, president of the Gazette Publishing Company, a large party of senators representing all the provinces in the Dominion, visited the pulp and paper mills at Shawinigan Falls and Grand Mere a few days ago. The plants visited included the Belgo-Canadian Pulp and Paper Company's plant at Shawinigan Falls, and the Laurentide at Grand Mere. H. Biermans, General Manager of the Belgo-Canadian Pulp and Paper Company, told the party that until only one year before the war the mill, which was advanced by Belgian capital, had never earned enough money to pay dividends.

Geo. Chahoon, Jr., president of the Laurentine Company, received the visitors at Grand Mere, and in a speech at the Laurentide Inn dwelt at considerable length on the importance of reforestation policy for the whole Dominion. He argued that the Government should compel timber cutters to plant one tree for every one cut down.

Other recent visitors to the mills at Grand Mere and Shawinigan Falls was a party of visitors of the New York Paper and Type Company, including the South American representative of the Company, who recently attended the convention in New York.

Laurentide Company Extensions

Details of the two paper-making machines which it was stated in last week's correspondence had been ordered from the Dominion Bridge Company of Montreal, by the Laurentide Company, are now available. Each will be a 166 inch news print machine and both are designed to run up to 1,000 feet of paper per minute. The length of the wire will be about 112 feet, and it will be pitched about four feet. There will be four presses and forty dryers, each six feet in diameter. Over each of the machines will be an electric travelling crane of about twenty-five tons' capacity. The new machines will bring the total production of the Laurentide plant up to 360 tons of news print per day. Other new equipment to meet the needs of the increased production is to be added.

Other Extensions

Other extensions that are being made by paper companies in addition to the ones announced above include the following:

Two big machines for the Abitibi Power and Paper Company, which will add 150 tons daily to the output of news print.

Price Bros. & Co., one 50-ton machine at Kenogami mill, ready by December 1.

Spanish River Pulp and Paper Mills, Ltd., two 50-ton machines at Sault Ste Marie, which will be in operation this fall.

Brompton Pulp and Paper Company, East Angus, Que., one new 50-ton machine, installed this year and now operating.

These, with the ones mentioned above, mean a total increase in the manufacture of news print during the coming year of 650 tons per day, which will bring the total annual production of news print in Canada to something like 900,000 tons a year.

Condition of Paper Trade in Belgium

Godfrey Langlois, Agent General of the Province of Quebec in Brussels, writes regarding the present condition of the paper industry in Belgium as follows:

"About 40 per cent of the machines are in operation, and the Belgian authorities are at work to locate in Germany the machinery stolen during the occupation. The actual production averages 20 per cent of the producing force of the working machines. Belgian paper manufacturers do not expect to reach the whole pre-war production before three years. Raw material—that is to say, pulp and pulpwood—are bought easily enough on the Scandinavian market, but they cost three times more than in 1914. These high prices and the change hit the Belgian paper manufacturers very hard.

"Mr. Picard, the president of the Paper Syndicate, says that they are asking the Government to establish the license system for importation of foreign paper, because the Belgian market will be loaded with Dutch, English and American paper, and that these importations will hurt the Belgian industry. They ask also for heavier duties."

Sensation in Paper Stocks

Sensational trading in the securities of Canadian pulp and paper companies took place last week on the Montreal Stock

(Continued on page 20)

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NEW YORK

WATER POWER AT NEW MILL OF INTERNATIONAL PAPER CO.

(Continued from page 18)

Exchange. The feature of the market from the view point of price gains was Abitibi, which after holding around 114 to 115 for some time, indulged in an advance, which carried it up to 143, a new record, from which it fell off a few points.

Another of the pulp and paper issues to make a very substantial advance during the week was the common stock of the Howard Smith Paper Mills, Ltd., which, crossing par early in the week, made a very substantial gain.

Riordon Pulp and Paper touched its highest point on record when it advanced to 151, from which it eased off slightly.

Laurentide held strong at the recent high level attained, and Brompton made its best price in some time, crossing 70. Price Bros. was inactive, but as usual there was a smart demand for Spanish River issues, especially the common, which entered into new high ground. Wayagamack on spirited buying, especially towards the end of the week, moved up to its recent high price at 70.

Quebec's Forest Wealth

A conservative estimate of the forest wealth of the Province of Quebec places it at \$600,000,000. The forests of Quebec contain approximately the following:

50 billion feet, board measure, of white and red pine, worth	\$200,000,000
125 billion feet, board measure, of spruce and balsam fir, worth.....	250,000,000
100 billion feet, board measure, of pulp wood, worth	100,000,000
35 billion feet, board measure, of hardwood, birch, maple, etc., worth.....	25,000,000
20 billion feet, board measure, of cedar, worth.....	25,000,000
	<hr/>
	\$600,000,000

New Brunswick's Forest Service

C. D. Howe visited the provincial forest survey parties on the head waters of the Miramichi, about 40 miles north of Boiestown, New Brunswick. The limits in this vicinity are mainly held by the Miramichi Lumber Company. Arrangements were made whereby a special party of four men will carry on the regeneration work and annual growth study the entire season directly under Dr. Howe's supervision. Dr. Howe spent about ten days with this field party. The balance of the time was spent in visiting the limits of the Bathurst Lumber Company and the Pejepscot Lumber Company, in order to study the condition of their lands which have been cut three times. Also slow-growing lands were examined, and it is possible that through the co-operation of the Bathurst Lumber Company and the New Brunswick Government an experimental plot of 600 acres may be established and receive special treatment in the method of cutting. This will come directly under Dr. Howe's supervision, through the New Brunswick Forest Service. If this plot is established it will be one of the largest in Eastern Canada.

Imperial Forestry Conference

As a direct result of a suggestion by Robert Black, secretary of the Canadian Forestry Association, to leading forest authorities, the British Government is calling a round table conference in London, Eng., next December or January to discuss urgent forest problems.

These include the present position of the timber supply in all parts of the Empire, the policies of forest conservation now in force or in prospect, and the possibilities of arranging closer trade intercourse in wood materials. Leading societies, trade associations, Government Forest Departments, and others will be invited. Arrangements are being completed by

the "Interim Forest Authority" at London, and dates are being arranged so as to coincide with the Empire Timber Exhibit, an event of wide importance and interest.

Growing Seed Trees in Canada

Gustave C. Piche, chief of the Forestry Service for the Province of Quebec, says that the service is now meeting to obtain each year from various parts of the Province a sufficient supply of the seeds of white and red pine, spruce, hemlock, cedar, and white and yellow birch. This will obviate the importation of seeds from Europe. "We will obtain not only better seeds but cheaper seeds," he said. "It is our ambition to produce at this nursery all the seeds needed not only for our work but also for the other nurseries in the Province, and to meet this purpose we intend to build in the near future a large seed house where we will extract the seeds collected after the most modern methods. Having attained this object, we could then realize our second aim, which is to produce not only two or three million plants per year but ten to twenty million plants, if needed, in the Province, and I think that before long we may be planting more than that. This intensive production of plants would greatly diminish their cost and I calculate that, if we could produce here ten million plants per year, we would be in a position to sell them after caring for them for two years, for \$1.50 per thousand, whereas we are now asking from three to five dollars per thousand for the same material. These young plants could be transplanted in the various nurseries that would be established in the neighborhood of the lands to be reforested so that they would be acclimated before the final setting."

Protecting the Forests

The Legislature of Quebec has appropriated \$100,000 for the provincial forest service and the inspection of lands for the fiscal year ending June 30, 1920; also \$7,000 for the maintenance of the provincial forest nursery at Berthierville. The amounts are very materially supplemented by the expenditures on forest fire protection incurred by the Ottawa River, St. Maurice, Laurentian and Southern St. Lawrence Forest Protective Associations, which patrol the great bulk of the licensed and privately owned timber lands in the Province. The expenditures of these four associations on fire protection during the past year total \$177,729.

German Paper Mills Profit in War

A report just issued by the Kottorn Cotton Spinning & Manufacturing Company, of Germany, shows a net profit of £60,000—about the same as last year—and a dividend of 8½ per cent is again being paid. Progress in the production of the company's pre-war class of goods is said to be slow.

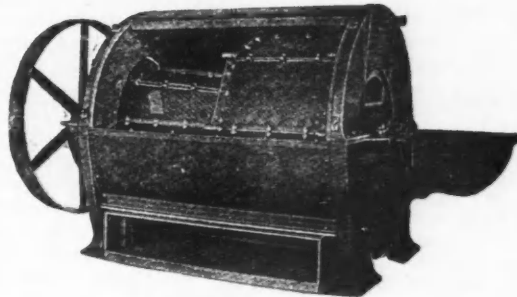
The Zittau Power Manufacturing Company, in a special report just published, states that during the war a very profitable trade was done by the company in the manufacture of paper fabrics, but since the armistice was signed buyers, without exception, have attempted to cancel the contracts then on the books, and in many cases it has been considered to be the best course either to cancel or to make substantial concessions.

Spinners of paper yarns have not been so conciliatory; in the majority of cases they have insisted on buyers taking up delivery. There are considered to be no prospects whatever of a revival in the trade in paper fabrics.

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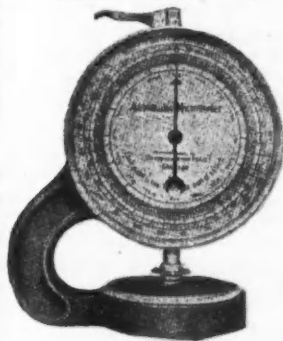
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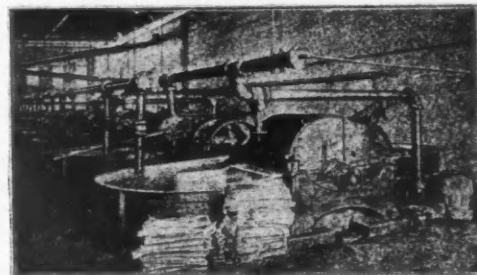
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AMERICAN WRITING PAPER CO. CONTROL IS NOT TO BE SOLD

Official of the Company States That Rumors Which Have Been Circulated For Some Time Past Are Perfectly Ridiculous—National Blank Book Co. Lets Contract for New Factory Building—Writing Paper Manufacturers Report Heavies Foreign Business in the History of the Industry—Martin Brooks Retires as Superintendent of George C. Gill Division of the American Writing Paper Co.

[FROM OUR REGULAR CORRESPONDENT.]

HOLYOKE, MASS., October 14, 1919.—The rumors that the control of the American Writing Paper Company was about to be sold to some large corporations, which have been traveling the rounds for some weeks, were laid at rest last week when an official of the company said that it was ridiculous to imagine for one moment that the company planned any such step. The official in question branded these stories as entirely without foundation, appearing on the surface as strongly contradictory in view of the fact that the company has been spending most of the money it earned in building up the organization, improving its buildings and in other ways making the company stronger, all of which money would be entirely wasted if it was planned merely to sell out to another concern.

In one year's time President Galliver of the American Writing Paper Company has increased the sales force from seven to twenty-one and prospects are that many more will be added. Surely such a tremendous concern doing business at the rate of \$21,000,000, which was the case last year, can ill afford to maintain a sales department that is inadequate to cover the field, and to this end Mr. Galliver has been devoting much of his time and energy.

National Blank Book Co. to Build

The National Blank Book Company has awarded a contract to the Casper Ranger Construction Company for the construction of a new mill building, to be located between the Norman Paper Company division of the American Writing Paper Company and the Hampden Glazed Paper and Card Company.

The building will house the National Blank Book Company's metal department and will be a two story structure, with concrete basement, 88 feet by 180 feet in size and will cost between \$50,000 and \$75,000.

Martin Brooks to Retire

Martin Brooks, for the past six years superintendent of the George C. Gill Division of the American Writing Paper Company, will retire at the end of the present month. His successor has not as yet been named. Mr. Brooks came to Holyoke from the Hammermill Paper Company, at Erie, Pa., where he was located for 11 years. George Morgenstein of Springfield, who holds a responsible position in the general office of the company, is another who will sever his connection with the company.

Writing Paper Exports Expand

Strength in American Writing Paper Company shares reflects in part the heavy exporting business which paper manufacturers are doing. The Boston News Bureau, recognized as the official financial organ of this section, says:

"Exports this year are more than 300 per cent in excess of last year. Writing paper manufacturers report heaviest foreign business in history of the industry.

"American manufacturers during the first seven months this year exported writing paper and envelopes valued at \$10,355,252 compared with exports for the corresponding period 1918 of \$3,058,550 and \$1,772,467 for 1917.

"South American countries are heavy buyers of the better grades of paper. Europe is also buying writing paper in considerable quantities and the American product is popular due to its superiority. This country has displaced Germany in South American countries.

"President Galliver of American Writing Paper Company sailed last week for Europe for a vacation. He will make a study of the export business. The company has been exporting paper successfully for years and has benefited to a large extent from the heavy foreign demand this year.

"Earnings for the third quarter this year were at annual rate of between \$10 and \$15 a share on preferred. This does not mean the annual report for the fiscal year to December 31 will show that amount earned on preferred, though the company should show a substantial surplus for the full twelve-month period. Slump in the paper industry which followed the signing of the armistice and lasted until well into May placed a heavy handicap on the earning power of the company this year. By the end of May a flood of orders for all grades of paper came in which has kept the mills of the company busy ever since.

"The company is specializing on the cheaper grades of paper, for which there is a large demand in this country.

General Notes of the Trade

J. Lewis Wyckoff, president of the White & Wyckoff Manufacturing Company, has been made chairman of the expansion and reorganization campaign of the Holyoke Chamber of Commerce. Others on the executive committee include E. N. White of the White & Wyckoff Manufacturing Company, Frank E. Taylor of the Taylor-Logan Company, Paper-makers, and Sidney S. Rogers of the Chemical Paper Manufacturing Company. The committee on meetings includes George R. Burkhardt of the White & Wyckoff Manufacturing Company, Charles A. Chase of The American Pad and Paper Company, and Philip W. Gridley of the Crocker-McElwain Company.

George A. Galliver, president of the American Writing Paper Company, left last week for a six weeks European business tour. He sailed on the *Mauretania* and was accompanied by Mrs. Galliver. While in Europe he will make a personal survey of the European paper markets.

A satisfactory settlement has been negotiated between Eagle Lodge of Paper Makers and the various paper manufacturers, and a long period of steady operation and contentment on the part of the employees is looked forward to.

Ex-President Taft last week gave a talk at the home of Clifton A. Crocker, in Springfield, endorsing the League of Nations as it now stands and urging its passage without amendment of the covenant of the League of Nations and without injurious reservations. Mr. Crocker is president of both the Crocker-McElwain Company and Chemical Paper Manufacturing Company. Another wealthy paper manufacturer from these parts who is heartily in favor of the league is ex-Senator W. Murray Crane of Dalton.

The new addition to the Strathmore Paper Company plant at Mitineague will be equipped with one of the best first aid hospitals in manufacturing plants in this section.

A committee which includes Joseph B. Weis, president of the Perfect Safety Paper Company and Edward N. White of the White & Wyckoff Manufacturing Company, has been appointed to assist in the fight of the business interests of the city against the present apportionment basis of the cost of the Springfield bridge. A large part of this expense some are trying to saddle onto Holyoke, and Holyoke's business men say "nothing doing."

William B. Clements, business agent for the local union of paper makers, is an aspirant for second vice-president of the International Brotherhood of Paper Makers. It's safe betting that this brotherhood has few harder workers than is Mr. Clements, who has every qualification for filling this office.

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Hellefors Bruks Aktiebolag.....	Hellefors
Strong Kraft and Easy Bleaching Sulphite	
Frederiksberg Sulphate Mills.....	Frederiksberg
Strong Sulphate (Kraft)	
Laxa Sulphite Mill.....	Laxa
High Grade Easy Bleaching Sulphite	
Gustafsfors Fabriks Aktiebolag.....	Gustafsfors
Easy Bleaching and Strong Sulphate (Kraft)	
Hjerpens Sulphite Mills.....	Jarpen
Mitscherlich Strong Unbleached Sulphite	
Holmens Bruks Och Fabriks Aktiebolag.....	Norrkoping
Strong Unbleached Sulphite	
Wermbohls Fabriks Aktiebolag.....	Katrineholm
Strong and Easy Bleaching Sulphate (Kraft)	
Konga Aktiebolag	Konga
Prime Bleached Sulphite	
Nyhamns Cellulosa Aktiebolag.....	Sundsvall
Easy Bleaching and Strong Unbleached Sulphite	
Ohrvikens Aktiebolag	Skelleftea
Strong Unbleached Sulphite	
Stromsnas Bruks Aktiebolag.....	Stromsnasbruk
Easy Bleaching and Strong Sulphate (Kraft)	

THE ABOVE MILLS HAVE A TOTAL PRODUCTION
IN EXCESS OF 200,000 TONS ANNUALLY.

BIDS AND SPECIFICATIONS FOR GOVERNMENT PAPER

Purchasing Officer of the Government Printing Office Receives Bids on Various Lots of Paper at Interesting Prices—Purchasing Officer of the Government Printing Office to Open Bids and Make Awards on Several Lots of Paper Which Were Advertised for and Opened Recently—Purchasing Officer for the Panama Canal Receives Bids on Paper and Paper Products.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., October 14, 1919.—The Purchasing Officer of the Government Printing Office has received the following paper bids:

2,000 pounds of plate wiping paper in 4-inch rolls, basis of 24x36—60; Whitaker Paper Company, at \$.09 per pound; George W. Millar & Co., at \$.10½; Dobler & Mudge, at \$.08¼ and \$.09¼; Paper Manufacturers Company, at \$.08½; Mathers-Lamm Paper Company, at \$.08½ and \$.09½; and R. P. Andrews Paper Company, at \$.09 and \$.10.

5,500 sheets of 24x38 inches, white cloth lined paper; R. P. Andrews Paper Company, at \$315.00 per 1,000 sheets; Dobler & Mudge, at \$210.00; D. L. Ward Company, at \$272.00; Nashua Gummed Paper Company, at \$210.00; Grossmann Paper Company, at \$274.00; Domestic Mills Paper Company, \$287.87 and \$233.76; John H. O'Donnell Company, at \$280.00 and \$162.00; and George W. Millar & Co., at \$290.00, \$327.00 and \$330.00.

5,000 pounds of U. S. M. O. blue wove writing paper in 8½-inch rolls; R. P. Andrews Paper Company, at \$.18 per pound.

53,000 pounds (1,000 reams) of 23x36—No. 24 white wove writing paper; Graham Paper Company, at \$.1835 per pound; R. P. Andrews Paper Company, at \$.17875; D. L. Ward Company, at \$.24; Merriam Paper Company, at \$.18½; Dobler & Mudge, at \$.225; American Writing Paper Company, at \$.1635; Strathmore Paper Company, at \$.22; Whitaker Paper Company, at \$.16 and \$.18; Hawthorne Paper Company, at \$.18; Aetna Paper Company, at \$.1694; Old Dominion Paper Company, at \$.1979; and George W. Millar & Co., at \$.235 and \$.2425.

The Purchasing Officer of the Government Printing Office has received the following bids for 5,000 pounds (5,000 sheets) of 26x38, No. 50 lined strawboard: Philip Rudolph & Sons, at \$.047284 per pound; D. L. Ward Company, at \$.0509; R. P. Andrews Paper Company, at \$.04875; C. L. La Boiteaux Company, at \$.043; Altou Boxboard Company, at \$.04; George W. Millar & Co., at \$.046; and Dobler & Mudge, at \$.0325.

190,000 pounds (5,000 reams) of No. 1 white 24x38—38, machine finish printing paper: American Writing Paper Company, at \$.1065; Dobler & Mudge, at \$.09; and R. P. Andrews Paper Company, at \$.0835, \$.086 and \$.0885.

No bids at all were received for 1,500,000 pounds of white news print paper in 48" rolls, basis of 24x36—32.

16,000 pounds (500 reams) of 22x34 No. 16 yellow wove writing paper and 1,850 pounds (25 reams) of 24x32 No. 36 white wove ledger and 2,500 pounds (50 reams) of 20x25—50, smooth yellow wove cover paper: Carter, Rice & Co., at \$.2775 for the wove writing; Graham Paper Company, at \$.194; American Writing Paper Company, at \$.183, \$.35 and \$.1145; Knowlton Brothers Company, at \$.135; Whitaker Paper Company, at \$.145 and \$.12; D. L. Ward Company, at \$.26, \$.37, \$.135 and \$.16; R. P. Andrews Paper Company, at \$.189, \$.3525 and \$.112; Old Dominion Paper Company, at \$.2149, \$.395 and \$.1309; George W. Millar & Co., at \$.37 and \$.155; Dobler & Mudge, at \$.19 and \$.12 for cover paper; H. P. Andrews, at \$.195 for writing; Aetna

Paper Company, at \$.1671 for writing; and R. Grossman, at \$.145.

Government Printing Office to Open Bids

The Purchasing Officer of the Government Printing Office will open bids on October 15 for 5,750 pounds of white bond paper in 17-inch rolls, basis 17x28—11½.

The Purchasing Officer of the Government Printing Office will open the following paper bids on October 17:

40,000 lbs. of No. 13 high machine finish writing paper in 9-inch rolls.

11,500 lbs. (100 reams) of 38x38—115 craft wrapping paper.

5,000 lbs. (100 reams) of 18½x36—No. 28 white wove ledger paper.

12,500 lbs. (250 reams) of 20x25—50 smooth granite cover paper.

Bids will be open on October 20 for 8,800 pounds (100 reams) of No. 1, 29x41", 88 lbs., flat white M. F. printing paper.

Government Printing Office Awards

The Purchasing Officer of the Government Printing Office has announced the following paper awards:

The George W. Wheelwright Company has been awarded the contract for furnishing 120,000 pounds (1,000 reams) of 22½x28½—120 white bristol board No. 1 at \$.14½. The American Writing Paper Company will furnish 1,250 pounds of moss green, 20x25—50 rough cover paper at \$.118 per pound, while Knowlton Brothers Company will furnish 10,000 pounds of the same dawn cover at \$.10¼ per pound. Dobler & Mudge will furnish 2,000 pounds of 26½x41—100 light green cover paper at \$.12¼. Bids for all these items were opened on September 8.

5,000 pounds (50 reams) of 26½x41—100 Indian tint coated cover paper will be furnished by Dobler & Mudge, at \$.1195 per pound, bids for which were opened on September 12.

George W. Millar & Co. will furnish 100,000 pounds (100,000 sheets) of 26x38—No. 50 chip board at \$54.00 per ton, bids for which were opened on September 15. The Lanston Monotype Company will furnish 15,000 pounds of monotype keyboard and coating machine paper at \$.1135 per pound, bids for which were opened on the same date.

The D. S. Walton Company will furnish 15,000 (500 reams) of 21x32—30 wood manila paper at \$.0695 per pound and also 2,500 pounds of oiled manila tympan paper in 48-inch rolls, basis of 24x36—86 at \$.09525 per pound, bids for which were opened on September 26.

The Aetna Paper Company will furnish 49,700 pounds (1,600 reams) of white, blue and salmon writing paper at \$.1644 and \$.1769 per pound and the Old Dominion Paper Company will furnish 4,725 pounds (50 reams) of 21x42—No. 40 white wove ledger paper at \$.329 per pound, bids for which were opened on October 1.

Bids for the Panama Canal

The Purchasing Officer of the Panama Canal has received the following paper bids:

80 reams (40,000 sheets) of 19x24—No. 28 white ledger paper; R. P. Andrews Paper Company, \$888.80; Dobler & Mudge, at \$952.00; Mathers-Lamm Paper Company, at \$979.20 and \$1,033.60; George W. Millar & Co., at \$904.00; Old Dominion Paper Company, at \$895.84 and \$869.60; Parsons & Whittemore Company, at \$876.00; D. L. Ward Company, at \$886.40; and Typewriter and Office Supply Company, at \$1,033.60.

3,000 4x6-inch memorandum books; R. P. Andrews Paper Company, at \$861.00; Henry C. Bainbridge & Co., at \$840.00 and \$405.00; Old Dominion Paper Company, at \$882.00; E. H. Walsh, at \$960.00; Typewriter and Office Supply Company, at \$360.00.

(Continued on page 26)



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- C. C. 1223.** Two 250 H.P. B. & W. Stirling Boilers. Each Boiler has three 42" steam and one 42" mud drum with 56 sq. ft. herringbone grate. Water columns, steam gauges, blow-off and safety valves, etc. Complete with breeching and steel stack 5' diameter x 125' high.
- T. P. 690.** 267 H.P. Parker Water Tube Boiler. 54" diameter x 20' long, 1/2" shell. 130 lbs. pressure. Complete with dumping grates, front and doors, blow-off, water column, etc.
- T. P. 492.** 400 H.P. Union Water Tube Boiler. 150 lbs. pressure. Butt strapped, triple riveted. Equipped with McKenzie chain grate stokers, including full front and fittings. First-class rating at last inspection.
- T. P. 517-C.** 400 H.P. Parker Water Tube Boiler. 165 lbs pressure. Complete with front and fittings.
- T. P. 301-G.** Three 350 H.P. B. & W. Boilers. 150 lbs. pressure. Accessories include Ray feed water purifier and stack 78" diameter x 150' high. Laclde-Christ stokers (T. P. 301-H) can be included with these Boilers.
- C. G. 41.** 100 H.P. Cooper H. R. T. Boiler. 110 lbs. pressure. Complete with damper, columns, gauges, etc.
- T. P. 1109-E.** 82 H.P. H. R. T. Boiler. 60" x 15', 85 lbs. pressure. Complete with grate, front, stack, etc.

- C. G. 46.** Two 70 H.P. American Horizontal Tubular Boilers. 48" diameter x 12' long. 90 lbs. pressure.
- C. G. 30.** 308 H.P. Heine Water Tube Boiler. 150 lbs. working pressure. Hand fired, passed Mass. inspection.

EVAPORATORS

- C. C. 1282.** Horizontal Triple Effect Swenson Evaporator. Iron tubes. 6' 3" wide x 8' long x 11' high, heating surface each effect 336-1/4" O. D. iron tubes. Complete with vapor lines, jet condensers and three vacuum pumps. Very good condition.
- C. C. 1283.** Swenson Horizontal Triple Effect Evaporator. Steel tubes. 6' 3" wide x 10' long x 11' high, heating surface 336 No. 18 gauge 1/4" steel tubes 10' long. Complete with vapor lines, Dean wet wash vacuum pump and jet condenser. Has been very little used.
- T. P. 939.** Triple Effect Yaryan Evaporator. Steel shells 44" diameter; steel tubes. 400 sq.-ft. heating surface in 3" tubes.

MIXERS

- T. P. 1126-O.** Werner & Pfleiderer Mixers. Type 6, Size 15, Class B. B.. 100 gals. capacity for mixing stiff masses. Jacketed; can be used for hot or cold mixes.

JORDAN

- T. P. 1178-Q.** Noble & Wood Mammoth Jr. Jordan Engine. Belt driven, pulley 36" diameter x 18 1/2" face. 350 R. P. M. Inlet 10", outlet 6". Complete with crucible steel bar and oak lumber filling for plug and shell.

The September issue of our "Economist" will be out on the 20th. Watch for it. It lists many items of equipment of interest to you.

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LAND HOLDINGS INCREASED BY BAGLEY & SEWELL CO.

Well Known Paper Making Machinery Concern of Watertown Acquires Large Tract of Land and While no Statement Has Been Made of Present Plans, it is Believed That the Company Contemplates Future Extensions and Will Utilize the Newly Acquired Property for This Purpose—Fred H. Fuller is Granted Patent on Method and Machine for Greater Efficiency in Manufacture of Paper.

[FROM OUR REGULAR CORRESPONDENT.]

WATERTOWN, N. Y., October 17, 1919.—The Bagley & Sewell Company is further extending its land holdings in the vicinity of the large paper machine manufacturing plant in Pearl street. A deal has just been closed whereby the company has taken possession of the large lumber yards and dry kiln of the H. H. Babcock Company, which is located in East Main street adjacent to other land already owned by the Bagley & Sewell Company.

Henry H. Babcock, president of the H. H. Babcock Company, verified the report of the sale. He said that his company had not utilized the property of late because of the installation of a modern lumber drying plant adjoining the main factory, and the lumber yard had become too small for ample storage, so that new yards were established in Olive street.

The exact meaning of the purchase of this property by the Bagley & Sewell Company is not made public. It is known that the company built a very large shop extending along the bank of the river and siding on East Moulton street. A railroad siding extends to this and could easily be extended across the street to the property spreading out between East Moulton and East Main streets. While no definite statement is made of present plans, it is believed the Bagley & Sewell Company contemplates future extensive expansion and will utilize the newly purchased property so convenient to the present plant.

The property purchased has been for sale for some time and it is believed the new owners got possession when opportunity was at hand and will hold it until such time as it may be decided to further expand shops.

Patent on Paper Making Machinery

A method and machine for greater economy and efficiency in manufacture, and especially to enable the ready production and handling of thick sheets, such as box board or heavy paper, and rapidly and successfully to manufacture cellucotton made from bleached sulphite pulp as a substitute for the ordinary cotton used in hospitals, has just been patented by Fred H. Fuller, 345 Arlington street, this city. The patent was applied for in June, 1918, and was granted September 9, 1919. Paper manufacturers in this section are taking a special interest in the invention, which bids fair to add a very important improvement to the industry at large.

Mr. Fuller is a paper manufacturer of years of experience and it is from his observations that he has been able to work out a system that he feels sure will mean much to the trade. He has invented a method and a machine that will handle effectively and efficiently a thick but porous sheet. The arrangement of the parts permit the running of a sheets of any desired thickness. It is something that appeals at once to the interest of paper manufacturers and if it gives the results claimed for it Mr. Fuller has given to the industry a very valuable invention.

G. W. Tripp Goes With M. E. Avery Co.

George W. Tripp, who recently sold his holdings in the Harmon Machine Corporation and withdrew from the concern, has

now formed connections with the M. E. Avery Company, 344 State street, wholesale and retail distributors of paper mill supplies, belting and automobile tires. He assumed his new duties Wednesday.

Mr. Tripp takes charge of the mill supplies department, which is an important division of the company's activities. He will not only handle the large trade in Northern New York, but will visit the trade in all sections of this country and Canada.

For 15 years Mr. Tripp has been in constant touch with the paper mills of this country and knows the managers and officials in practically all of them. The Harmon screen manufactured by the Harmon Machine Company was sold by Mr. Tripp for years as a salesman and as treasurer of the concern. This will obviate the formality of an introduction to the trade, for they have known Mr. Tripp for years. He just underwent a minor operation at the City Hospital from which he is recovering quickly.

BIDS AND SPECIFICATIONS

(Continued from page 24)

30,000 pounds of white bond printing paper in 17-inch rolls; Alling & Cory, at \$5,250; R. P. Andrews Paper Company, at \$5,535.00; Dobler & Mudge, at \$7,500.00; Graham Paper Company, at \$5,598.00; Mathers-Lamm Paper Company, at \$5,820.00; Maurice O'Meara Company, at \$6,000.00; Old Dominion Paper Company, at \$6,071.70; Parsons & Whittemore Company, at \$6,070.00; D. L. Ward Company, at \$6,810.00; Barton, Duer & Koch Company, at \$6,225.00; and Typewriter and Office Supply Company, at \$7,350.00.

30 reams (15,000 sheets) of 19x24—100 white blotting paper; Alling & Cory, at \$426.00 and \$400.50; R. P. Andrews Paper Company, at \$375.00; Dobler & Mudge, at \$414.30; Mathers-Lamm Paper Company, at \$388.50, \$480.00 and \$417.00; George W. Millar & Co., at \$375.00 and \$412.50; Maurice O'Meara Company, at \$13.75 per ream; Old Dominion Paper Company, at \$368.10; Parsons & Whittemore Company, at \$363.00; Rockwell-Barnes Company, at \$457.50 and \$435.00; D. L. Ward & Co., at \$510.00 and Typewriter and Office Supply Company, at \$442.80.

Merchants' Association Year Book

The Year Book of the Merchants' Association of New York for 1919, which covers the year ended on April 30, is now being distributed among the members of the association.

The book contains a list of the members and officers of the association and the reports of the president, the secretary, the chairman of the members council and the heads of the various bureaus. It also includes the by-laws of the association, illustrated by chart which shows the plan of organization.

The Year Book closes with an alphabetical list of members, pages 106 to 196 inclusive, followed by a classified list of members, pages 200 to 300 inclusive, with an index to classification on pages 301 to 306 inclusive.

The membership on April 30, 1919, the end of the year covered by the 1919 Year Book, was 5,881.

That result was accomplished by the election of 824 members within the year. The new membership for the year overtops by 245 the number elected in the fiscal year 1917-1918, thereby establishing the best annual membership record (omitting intensive campaign effort) since the creation of the association in 1897.

The enrollment is drawn from all of New York City, with about 5,500 located in the borough of Manhattan.

The membership located in Brooklyn and Queens boroughs is now the largest it has ever been. That support, which represents manufacturing interests, is constant, the resignations in recent years from those boroughs having been so few as to be negligible.

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Let us help you sell your product and have American made papers universally used

"America First"

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New York

New York Trade Jottings

A. G. Gilman, vice-president of the Monarch Paper Company, Kalamazoo, Mich., was in New York a few days last week on business.

* * *

A. L. Pratt, president of the King Paper Company, Kalamazoo, Mich., spent a part of last week in New York. While here he visited several dealers who handle paper makers' supplies.

* * *

George H. Gerpheide, secretary of the Bardeen Paper Company, Otseco, Mich., made a flying business trip to New York last week. While in New York he stopped at the Waldorf-Astoria.

* * *

The National Aniline and Chemical Company, Inc., 21 Burling Slip, has issued an informative little booklet on the various colors and coloring possibilities of papers. A complete display of all colored papers is included in the booklet.

* * *

H. L. Derby, sales manager of the Kalbfleisch Chemical Company, Inc., 31 Union Square West, returned last week from a business trip in the West. Mr. Derby visited Chicago and Cincinnati, as well as some other Western cities.

* * *

The office of the Regal Paper Company has been removed to 27 Warren Street, New York City. The telephone number is Barclay 1295. This office is in charge of J. E. Rathbun, who has represented this company for some years past and who will be glad to take care of any inquiries that may come to him on firm's well known "Father Goose Brands" of toilet paper.

Stone & Andrew, Inc., Add to Executive Force

BOSTON, MASS., October 14, 1919.—Stone & Andrew, Inc., 280 Devonshire St., have added to their executive force Arthur E. Ham, who will be vice-president and a director.

This addition is in accordance with the policy which this progressive house has always followed. They have two well known standard lines of their own and the agency of enough others to give them a complete, well-balanced stock.

The sales force is comprised of a sufficient number of well trained, live young men thoroughly to cover the territory they plan to serve.

The company is also very fortunate in having as Assistant Treasurer William H. Walpole, one of the best known of the younger credit men in town, and as Secretary, H. L. Goodman, who in supervising the salesroom and warehouse is always on hand to greet visitors.

Mr. Ham will give his personal attention to promoting sales and service, and is very enthusiastic about material he has to work with.

Mr. Andrew and Mr. Ham have both been in the paper business about the same length of time. They have often been competitors for the same business, but always in a friendly way. On several occasions in years past they have come very near getting together, but Mr. Ham's retirement from A. Storrs & Bement Company made the situation which brought about present results. During the past few days both have received many congratulations and expressions of goodwill from both customers and mills.

Transporting Paper by Motor Truck

SAN FRANCISCO, CAL., October 7, 1919.—The picture shown herewith was taken opposite the place of business of the Zellerbach Paper Company and represents a truck of about 3½ tons of paper going to the Los Angeles division of the company at 113 North Los Angeles street. As is well known, San Francisco and Los Angeles are close on to five hundred miles apart,



Carrying Paper Over California Highways

although connected with a series of magnificent roads or highways. A train left the other day for Los Angeles consisting of various makes of motor trucks, including the one shown in the illustration, and this train will virtually pioneer this particular method of transportation between the two cities, and intermediate cities, both along the Coast and in the San Joaquin Valley.

A. D. Coffin Recovering from Injuries

[FROM OUR REGULAR CORRESPONDENT.]

BOSTON, MASS., October 14, 1919.—It will be cheering news to his numerous friends in the paper industry to learn that Arthur D. Coffin of the C. H. Dexter & Sons of Windsor Locks, Conn., is rapidly recovering from injuries received two weeks ago, when his automobile was struck by a train. The accident happened at a grade crossing at Suffield, Conn., while Mr. Coffin was returning from his summer home. The auto was completely demolished, and while the chauffeur escaped injury, Mr. Coffin and his son were so badly injured that the former's life was despaired of for many days.

Goes With Noble & Wood Machine Co.

HOOSICK FALLS, N. Y., October 14, 1919.—James H. Haines, until recently connected with the Glens Falls Machine Works, has become connected with the Noble & Wood Machine Company in the capacity of sales engineer. He will call upon the trade in the near future. Mr. Haines was connected with the Glens Falls Machine Works for five years and is a practical paper man, understanding thoroughly all the processes and machinery used in the paper mill.

A Reasonable Suggestion

"The state is seeking a site for a paper mill," says the *Free Press* of Mankato, Minn. "In view of the shortage of sugar, the state might seek a site for a sugar factory, manufacture and supply the dear people with that essential article. If the state is going into the manufacturing business, let it go in 'whole hog or none.'"

Wheels that the Armistice Silenced

THOUSANDS OF THEM

PULLEYS

READY FOR IMMEDIATE DELIVERY

Wood Pulleys, Steel Pulleys, Cast Iron Pulleys, Split Pulleys, Solid Pulleys and Cone-Shaped Pulleys. Pulleys of 6 to 60 inches diameter, with bores from $1\frac{1}{8}$ to 60 inches. Pulleys that operated lathes and presses, grinders, mixers and what not. Pulleys that are good for years of service in your plant.

The stupendous sale of surplus equipment from the Du Pont military plants make it possible for you to obtain what you need

At Remarkably Low Prices

Each of our plants has almost a complete assortment of pulleys. Visit the nearest plant if convenient or SEND US SPECIFIC DETAILS of what you can use.

Our transmission equipment includes Shafting, Hangers, Pillow Blocks, Gears and Pinions, Sprockets, Couplings, Bushings, Collars and Clutches.

Transmission equipment is but a small part of the equipment to be sold. The coupon contains a general classification. Check what you want, clip the coupon and mail it to the address given. If you are interested in pulleys, ask for List No. 105-2.

Every piece of equipment offered for sale is in condition to give good service. "DU PONT DEPENDABILITY" is back of this sale.

All equipment and quotations subject to prior sale.

SALES DEPARTMENT

DuPont Chemical Company
INCORPORATED
Wilmington, Delaware

Parlin Plant, Parlin, N. J.—Reached by bus line from New Brunswick, N. J.

Haskell Plant, Haskell, N. J.—On Greenwood Lake Division of Erie R. R.

Pompton Lakes Plant, Pompton Lakes, N. J.—On Susquehanna R. R. and Greenwood Lakes Division of Erie R. R.

Repauno Plant, Gibbatown, N. J.—Opposite Chester, Pa.

Carney's Point Plant, Pennsgrove, N. J.—Reached by ferry from Wilmington, Del.

Hopewell Plant, Hopewell, Va.—Reached by trolley from Petersburg, Va.

Barksdale Plant, Barksdale, Wis.—Near Ashland, Wis.

Unprecedented opportunity to get good equipment with the high price worn off.

Pulleys
Air Compressors
Blowers
Building Materials
Bunks
Cars
Contractor's Equipment
Conveyors
Electrical Equipment
Engines
Fans
Feed Water Heaters
Fire Extinguishers
Hardware
Hospital Equipment
Laboratory Equipment
Lumber (used)
Machine Tools
Paper Mill Equipment
Plant Sites
Plumbing Supplies
Pumps
Scales
Sheet Metal
Tanks
Transformers
Transmission Equipment
Trucks (push)
Turbo Generators
Welfare Equipment

CHECK THIS COUPON

Enclose with your name and address and mail to

SALES DEPARTMENT

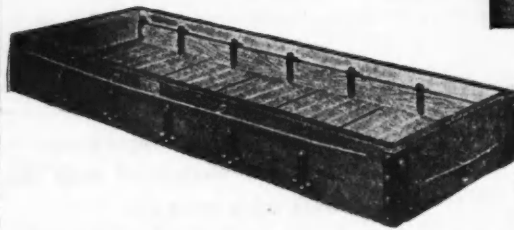
DuPont Chemical Co.
Incorporated

Wilmington, Delaware

NORTHERN BRAND

BLEACHING POWDER (HIGH TEST)**CAUSTIC SODA** 76-78% N. Y. & L.**MICHIGAN ELECTROCHEMICAL COMPANY**

OFFICE AND WORKS—MENOMINEE, MICHIGAN

UNION SCREEN PLATE COMPANYFITCHBURG, MASS., U. S. A.
LENOXVILLE, P. O. CANADA**UNION BRONZE SCREEN PLATES** ROLLED BRASS
(Best phosphorized Cast Metal) (Union Quality)

Old Plates RECLOSED and RECUT to accurate gauge.

UNION BRONZE SCREWS for Screen Plates

UNION BRONZE SUCTION BOX PLATES

Immediate Delivery of the Largest Orders. Satisfaction Guaranteed.

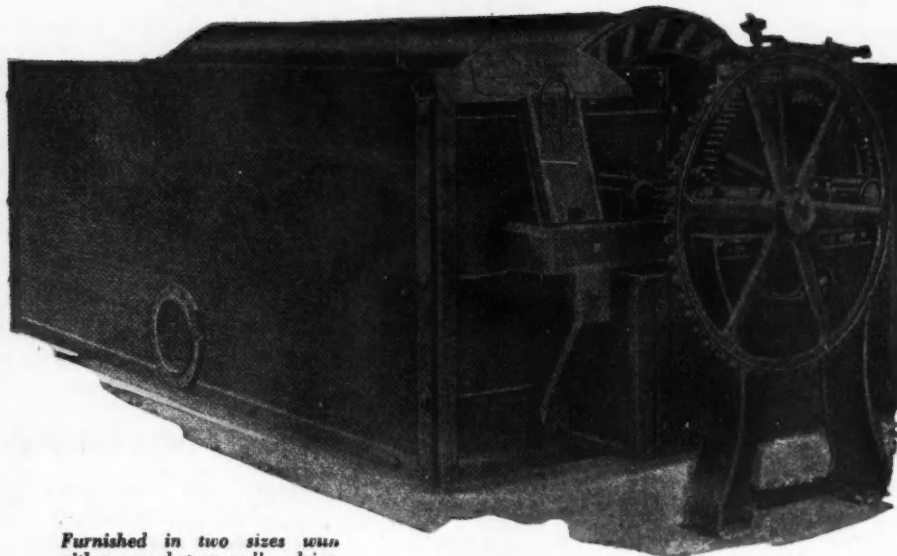
The WITHAM SCREEN PLATE FASTENER, Patented

THE ORIGINAL

THE BEST

Over One Thousand in Successful Operation

Recommended by Screen Makers

THE WOOD'S MACHINE

Reduces wire cost

Works

automatically

No couch roll

No Doctor

Used as

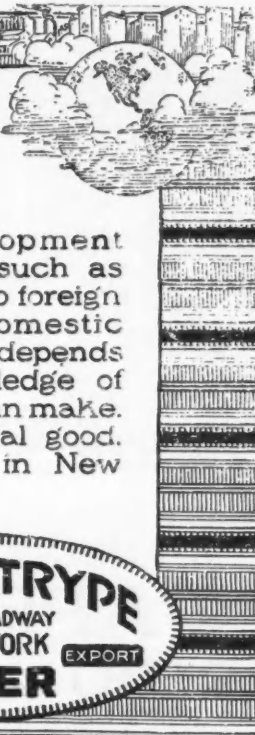
Pulp Thickeners

Save-Alls

Pulp Washers

Water Filters

Guaranteed High Grade
Construction—Built for
Service.Furnished in two sizes with
either sprocket or pulley drive.**MADE BY GLENS FALLS MACHINE WORKS ; GLENS FALLS, N. Y.**
Try our Split Cams for your Flat Screens.



A Fundamental.

In the development of a business, such as ours, catering to foreign as well as domestic buyers, much depends upon a knowledge of what all mills can make. For our mutual good, visit us when in New York City

FRED C. STRYPE
320 BROADWAY
NEW YORK
DOMESTIC EXPORT
PAPER

"Service in Specialties"

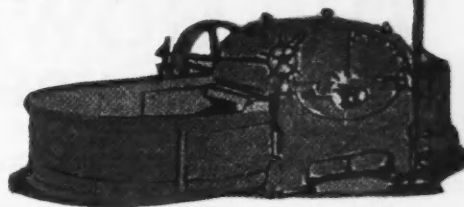
Our Slogan

Our plant at Waterford is ideally equipped for speedy and effective service in colored specialties for all purposes. Try us.

At Cohoes, our new mill is now concentrating upon the manufacture of WATCO Bond in white and colors, which has been received with such marked favor by paper buyers the country over.

Let us quote on specialties of all descriptions

FRANK GILBERT PAPER CO.
Waterford, N. Y. Cohoes, N. Y.
Representatives, WILLIAM E. EBBETS & SON
501 Fifth Avenue, New York



T. F. HART PAPER COMPANY, Inc.

Dunkirk, Indiana

MANUFACTURERS OF

ALBANY REFINED STRAWBOARD

for

**TUBES AND CAPS
SINGLE and DOUBLE LINED
PLAIN and COLORED**

**VAT LINED, MILL AND SHEET LINED
SPECIALTIES, ETC.**

Domestic and
Export

Mill:
Albany, Indiana



Slow to be influenced by heat

On his little journey through the mill, Bert picked up a hunk of the stuff we use to wax our paper and of course we told him it came from India, because we wanted a wax that was slow to be influenced by heat—that would keep molasses, kisses and lollypops and fine candies in elegant shape even when the sun boils hot.

The de lux book Cy has finished for us is full of pointed things, observed by R. H. the second who wrote most of it for us. Right gladly we will mail you a copy—if you speak up in a letter.

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN

"The World's Model Paper Mill"

Makers of Bond and Waxed Papers and Vegetable Parchment

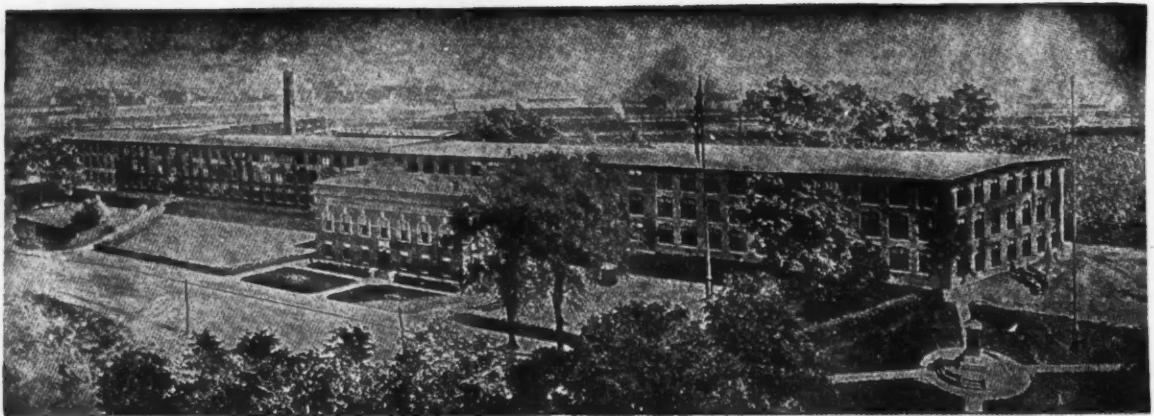
HOWARD BOND

WATERMARKED

Color Brilliant : Strength Wonderful

THE HOWARD PAPER CO.
URBANA, OHIO

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



Manufacturers of Kenwood Felts and Jackets for all kinds of Paper and Pulp
Seamless Felts both for high speed machines and fine papers



NEWS PRINT AND THE BIRD SCREEN

There must be very vital reasons why, on completion of present orders, 60% of the newsprint made in the United States will be screened through Bird Rotary Screens. Especially since the first Bird Screen was installed only three years ago.

Greater production, fewer shut downs, cleaner paper, less labor, and lower unkeep, the results of the first Bird Screen have prompted many of the largest news mills to discard their old screening equipment and become 100% Bird equipped.

What the Bird Screen has done for others it will do for you.

Write for Catalog 1-A

Bird Machine Company, East Walpole, Mass.

T. H. SAVERY, Jr., Western Representative
1630 Republic Bldg., Chicago, Ill.

88-77

BIRD **INWARD** **FLOW**
ROTARY **SCREEN**

SYSTEMS BOND



The Rag-Content Loft-dried Paper at the Reasonable Price

Mills at Bangor and Lincoln, Maine

EASTERN MANUFACTURING COMPANY
501 FIFTH AVENUE NEW YORK

JAMES ROSENBERG, Pres. L. W. BOWMALL, Vice Pres.


AMERICAN WOODPULP CORPORATION
FOREIGN AND DOMESTIC
CHEMICAL and MECHANICAL
WOODPULPS

*Rags, New Cuttings, Bagging, Etc.
Chemicals of All Descriptions*

New York—347 Madison Ave.

BRANCHES:
Stockholm—Sweden
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Holyoke—J. B. Woodruff, Inc.
Kalamazoo—F. D. Haskell
Dayton—R. R. Reed



The Ashcroft Paper Tester

The Ashcroft Thickness Gauge

Actual necessities for all those who make, sell or purchase paper in any form. The thousands in daily use testify to their efficiency.

THE ASHCROFT MFG CO.
119 West 40th Street New York
29 North Jefferson Street Chicago, Ill.
10 High Street Boston, Mass.

Canadian Sales Agents: The Canadian Fairbanks Morse Co., Montreal and Toronto.

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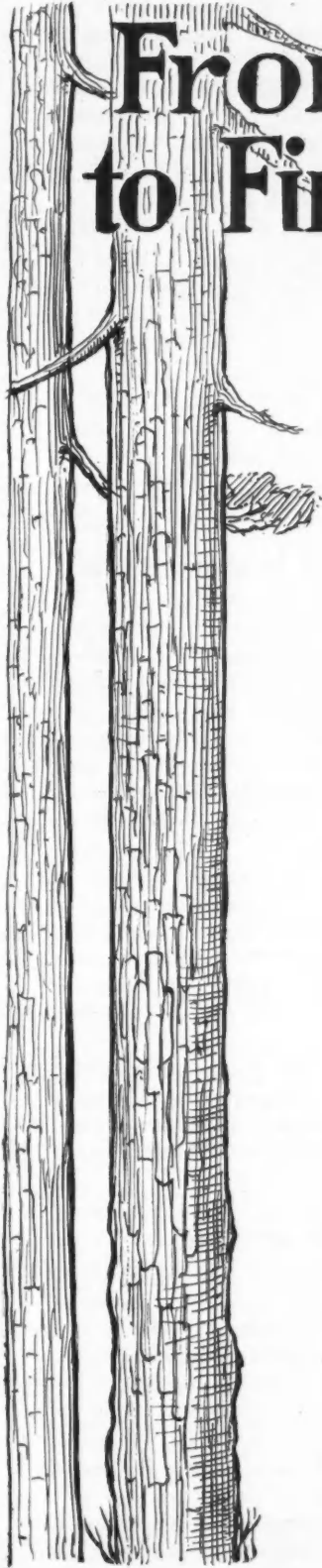
FOURDRINIER WIRES
DANDY ROLLS
CYLINDER
MOLDS

CHENEY BIGELOW WIRE WORKS
SPRINGFIELD, MASS.

MANUFACTURERS

Brass, Copper and Wire Cloth,
Bank and Office Railings and Grille Work

From Tree Trunks to Finished Product



THE maintenance of our large daily output is assured by the fact that we handle every phase of the transformation of wood into paper in our own plant.

Manila and White Wood Envelope Papers *and* Sulphite Bond

From slashers and chippers to wet laps and dryers our product is directly under our own supervision. Thus our daily capacity of

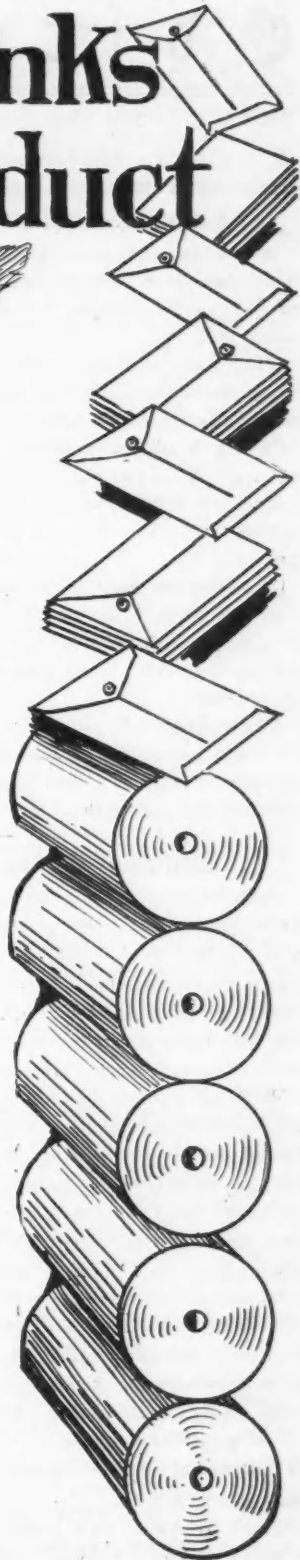
- 80 tons of paper
- 60 tons of sulphite fibre
- 50 tons of wood fibre

represents a product prepared entirely under our own supervision for the special needs of our customers.

We solicit your business.

The Parker-Young Co.

Office, 131 State Street
BOSTON, MASS.



Editorial

Vol. LXIX. New York, October 16, 1919. No. 16

FORTY-EIGHTH YEAR

Labor Troubles Handicap Trade

As a result of the longshoremen's strike, paper stock and rags which have been imported from Europe are lying on the docks at many of the ports of the Atlantic, waiting delivery to the paper mills.

Particularly grave is the situation in regard to imported rags. Since the strike began rags have gone up several points on nearly all grades, and further increases of prices are anticipated. Mills are already inquiring anxiously as to the domestic rag supply, while the market has strengthened materially in a week.

Pulp, too, is being held on the docks, and unless the strike is settled shortly there will be a decided premium on all grades of pulp.

It is estimated that there is over a month's supply of imported rags now lying in storage on the docks of the Atlantic ports. The delay in delivery is caused by the union rules which forbid the handling of any goods along the water front by scab or non-union labor.

Less serious is the situation in regard to the exportation of American paper, for there is an ample demand for domestic papers in the United States and Canada, which has, for the past three months considerably hampered the export trade.

Common Sense and Economy

Common-sense economy on the part of the people of the United States is absolutely necessary in these days of high prices, according to Chas. J. Webb, one of the biggest cotton and wool dealers in the country. Discussing the high cost of clothing recently in the *Philadelphia Public Ledger*, Mr. Webb declared that high prices generally are caused largely by curtailed production and that economy in consumption is absolutely necessary.

Mr. Webb indorses the principles of the thrift movement and the reasons underlying the sale of Thrift Stamps, War Savings Stamps, and Treasury Savings Certificates by the Government. He declares that the American people are spending too rapidly. "The American people," he said, "have an insane idea that they must spend all their money. Give a man \$50 a week and he would have a fit if he didn't spend that \$50 by the end of each week.

"Let him go into a store to buy cloth. Lay a web of cloth on the counter and tell him it's \$2 a yard. He will not buy it. Put the same web on the shelf and take it down again without him seeing you; tell him it's \$4 a yard and he'll buy it.

"The people have a foolish idea that the more a thing costs the better it is. And they think that the more they spend, the bigger sports they are.

"That's the reason for a great part of inflated prices. There is always somebody waiting to take the money. It becomes a

necessity in some cases to charge the higher prices in order to keep trade. The people will not buy what they consider the cheap stuff.

"What this country needs is a great spell of economy—plain, downright common-sense economy. Let them quit spending their pay every week. Let them lay a little aside. They can do it by not buying things that are not absolutely necessary. Wear a suit a little longer or the like. It can be done.

"The way things are going now, the only thing that will change conditions is a panic—a great big panic, bigger than any that we have ever had—that will level everything to where it belongs, and then we'll start all over again. Let me tell you that will be with us three years from now, if not sooner.

"The only thing that is going to save us from such a panic is downright economy. And the sooner the people realize that the better off they are going to be. War wages have turned their heads and they must come to their senses.

"The markets are now topsy-turvy. A great crash will right them again, but somebody is going to get hurt in the righting."

Wages Increase in Paper Mills

Wages in paper mills in the United States continue constantly to increase. This is indicated by a report of the Bureau of Labor Statistics, which has received replies from 48 paper mills comparing employment in July of last year with July of this year. According to the figures there were 26,152 persons employed in these 48 mills in July of last year, decreasing in July of this year to 24,481, or a decrease of 6.4 per cent. The payrolls in these 48 mills, on the other hand, increased from \$540,807 in July of last year to \$549,586 in July of this year, or an increase of 1.6 per cent.

Replies were also received from 47 paper mills comparing the employment in June and July of this year. In June of this year there were 22,488 persons employed, increasing in July to 23,061, or an increase of 2.5 per cent. The payrolls also increased from \$509,586 in June to \$523,142 in July, or an increase of 2.7 per cent. In connection with changes of wages from June 15 to July 15 in the paper industry the Bureau says:

"One establishment gave the entire force an increase of 15 per cent. Two mills granted all of the employees a 10 per cent increase. Fifty per cent of the force in one plant received a 7 per cent increase, and one mill gave the entire force an increase of about 4 cents per hour."

After Tax Evaders

A special drive to locate merchants and manufacturers who have followed erroneous methods in making their inventories for the taxable years 1917 and 1918, tending to reduce tax liability, is about to be made by the Bureau of Internal Revenue.

In cases of voluntary disclosures before investigation of failure to make proper return and payment, the policy of the Bureau will be to forego penalties except where there is intentional evasion of the tax. Where discovery is made by Government officers heavy penalties will apply.

In some cases inventories have been found to have been taken on the basis of average costs, though it was possible to identify

the articles remaining on hand at the inventory period, and so determine their exact cost. In others, because of conservative accounting methods, flat percentages have been deducted after determining inventory values. Others use a fixed average, based upon costs of prior years, or fail to include all merchandise to which they have title in their inventory.

All of these methods, which have the effect of reducing tax liability, are contrary to the regulations of the Bureau and are illustrative of numerous irregularities which have been found.

A warning issued by the Bureau advises taxpayers who have followed such methods to file correct returns without notice and without investigation. Some taxpayers have voluntarily notified the Bureau of the employment of incorrect methods, and are filing amended returns. It is only fair to these taxpayers, the Bureau states, that their competitors who have made similar errors should be located.

How Labor Disputes Must Be Settled

George W. Sisson, Jr., President of the American Paper and Pulp Association, is attending the President's Industrial Conference as one of the advisory delegates of the employers' group.

The following interview reflecting his ideas has been widely used in the daily press:

"No law can settle labor disputes, but a new sense of their responsibility to each other on the part of employer and employee could do so," declared George W. Sisson, Jr., of New York, president of the American Paper and Pulp Association. "The idea I am expounding and which I believe is making headway with the delegates is that both sides must cease to act from the standpoint of local advantage, as they have so often done in the past, and act from the standpoint of principle. This principle is the acknowledgment of the absolutely fair play that each side owes the other.

"Students of labor difficulties know how the occasional injustice on the part of an employer who drove too hard a bargain, or a group of employees who caught the employer on the hip, has caused one whole class to distrust the other. There seemed to be no proper sense of responsibility and therefore confidence fled.

"Two great facts stand out in the Industrial Conference to-day. One is that none of the vexed problems of industrial relationship could long endure in the presence of an established sense of this new responsibility of employers to workers, and vice versa, and the other is that under the extraordinary conditions which the conference affords it would not be difficult to inaugurate this spirit of responsibility.

"Injustice and unfairness, real or imagined, create all the difficulties. No legislative enactment will bring a cure, for you cannot make men good by law. The solution lies in creating the new spirit which would lead immediately to a new industrial morale. How extremely necessary this is becomes apparent when it is remembered that none of the questions of relationship between employer and employees are ever really settled except by the parties themselves. When they begin to believe in each other a settlement is always in sight.

"No Governmental machinery, no shop committee or works council or any other device has been able to achieve any degree of success except where the sense of mutual responsibility has been inculcated.

"If the Industrial Conference will lead the way in this matter it can build its own monument in a single day."

Cost Association to Meet

The first annual convention of the Cost Association of the Paper Industry will be held in New York, November 12 and 13, at the Waldorf-Astoria Hotel, to coincide with the fall conference of the American Paper and Pulp Association.

The program will include outlines of various cost systems now in use in the paper mills, and discussion of the best cost- and profit-determining systems thus far evolved. Several speakers of prominence will address the convention, while complete systems will be on exhibition.

This is the third meeting of the Cost Association within a year, the first being in Buffalo, in December, 1918, and the second in Chicago, last May.

The program is as follows:

November 12: The complete cost accounting system of the American Writing Paper Company, Holyoke, Mass., will be demonstrated by B. E. Hutchinson, treasurer, together with cost forms and charts, which will be available for examination. A lantern slide exhibit is included in the program. General discussion will follow the lecture.

In the afternoon a lecture will be given by Louis Van Hasslach, of the Robert Gair Company, Brooklyn, N. Y. His subject will be "Cost Accounting and Profit Calculating Methods."

On November 13 the various classified groups within the Cost Association, representing the Board, Book, Cover, Tissue, Wrapping and Writing branches of the industry will meet to discuss cost problems peculiar to their respective divisions. An endeavor to further the Association's co-operative idea will be made at the convention.

Test for Sulphate and Sulphite Fiber

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., October 14, 1919.—A large number of requests have been received by the paper laboratory of the Bureau of Standards for a test of stains or dyes suitable for use as a means of distinguishing between sulphate and sulphite fiber in paper.

The name refers to the process by which the pulp is made rather than to the type of fiber structure or kind of tree from which it was obtained. Authentic samples of sulphate and sulphite fibers are being obtained with complete information as to their source. These samples will be treated with various stains and dyes and it is hoped that a selective stain will be found that will clearly distinguish between the two types of paper when examined under the microscope.

EDWIN BUTTERWORTH & CO.

MANCHESTER, ENGLAND

Packers of all kinds of

PAPER STOCK, COTTON WASTE AND GUNNY BAGGING, BUFFALO SIZING, Etc

83

Sole Agents HAFSLUND

BLEACHED SULPHITE PULP — BEAR BRAND

Boston Office, 136 Federal St.

New York Office, 133 Nassau St.

CHARLES H. WOOD, Sr. U. S. Mgr.

LEWIS JENNINGS, Manager

"WATERBURY"

Felts-Jackets

ORISKANY, N. Y.

OUR TIGHT FITTING, DIAMOND "W" JACKETS

WILL NOT LICK UP AT ANY SPEED

1869 {MADE ONLY AND} **1918**
GUARANTEED BY

H. WATERBURY AND SONS COMPANY, ORISKANY, N. Y.

PAPER AND PAPER STOCK IMPORTS AND EXPORTS OF THE UNITED STATES

For the Month Ending July 31, 1919, and for the Seven Months Ending July 31, 1919, as Compared with Corresponding Months of Three Previous Years.

IMPORTS—PAPER.

PAPER AND MANUFACTURES OF.	July				Seven Months Ended July 31					
	1918.		1919.		1917.		1918.		1919.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Books, music, maps, engravings, etchings, photographs and other printed matter..... Free		\$192,430		\$271,532		\$2,121,720		\$1,123,902		\$1,752,460
Decalomania paper, not printed..... Free		74,820		118,708		825,063		513,148		596,014
Lithographic labels and prints (except post cards)..... lbs..... Dut.	5,060	\$8,686	9,747	11,917		197,823		108,645	87,135	99,340
Paper hangings..... Dut.		17,977		5,799		220,993		120,845		39,830
Photographic..... lbs..... Dut.	59,337	17,908	8,944	15,955		400,934		129,168	205,372	95,295
PRINTING PAPER FOR BOOKS AND NEWS-PAPERS—										
Valued at not above 5 cents per pound, lbs..... Free	89,618,477	2,646,986	102,928,752	3,623,270	616,160,943	13,735,877	696,659,607	20,002,466	720,871,915	24,521,016
All other..... lbs..... Dut.	3,470	1,733			279,596	45,121	132,041	15,827	87,918	32,003
Post cards, souvenir..... Dut.		2,642		1,480		33,134		13,531		16,276
Pulp board, in rolls, not laminated, lbs..... Dut.	5,198,240	118,334	5,164,763	136,861			5,193,240	118,334	47,828,475	1,196,901
Surface-coated..... lbs..... Dut.	6,817	2,770		3,742		393,257		65,029	24,020	26,263
Wrapping..... lbs..... Dut.	756,838	56,585	499,228	40,593	4,560,515	324,524	4,433,950	271,756	2,563,035	225,572
All other..... lbs..... Dut.		87,406		154,660		2,552,735		2,103,548		891,210
Total paper and manufactures of...		\$3,2403.07		\$4,395,968		\$23,609,690		\$24,621,023		\$29,574,635

CRUDE PAPER STOCK.

Paper stock other than woolen lbs..... Free	275,207	\$16,452	8,691,486	\$262,293	28,333,008	\$798,865	2,976,088	\$86,850	16,447,414	557,051
All other kinds of paper stock..... lbs..... Free	24,218,910	715,665	8,485,946	265,385		3,057,893		1,618,603	44,054,143	1,378,301
Total.....		\$732,117		\$527,678		\$3,856,758		\$1,705,453		\$1,935,352

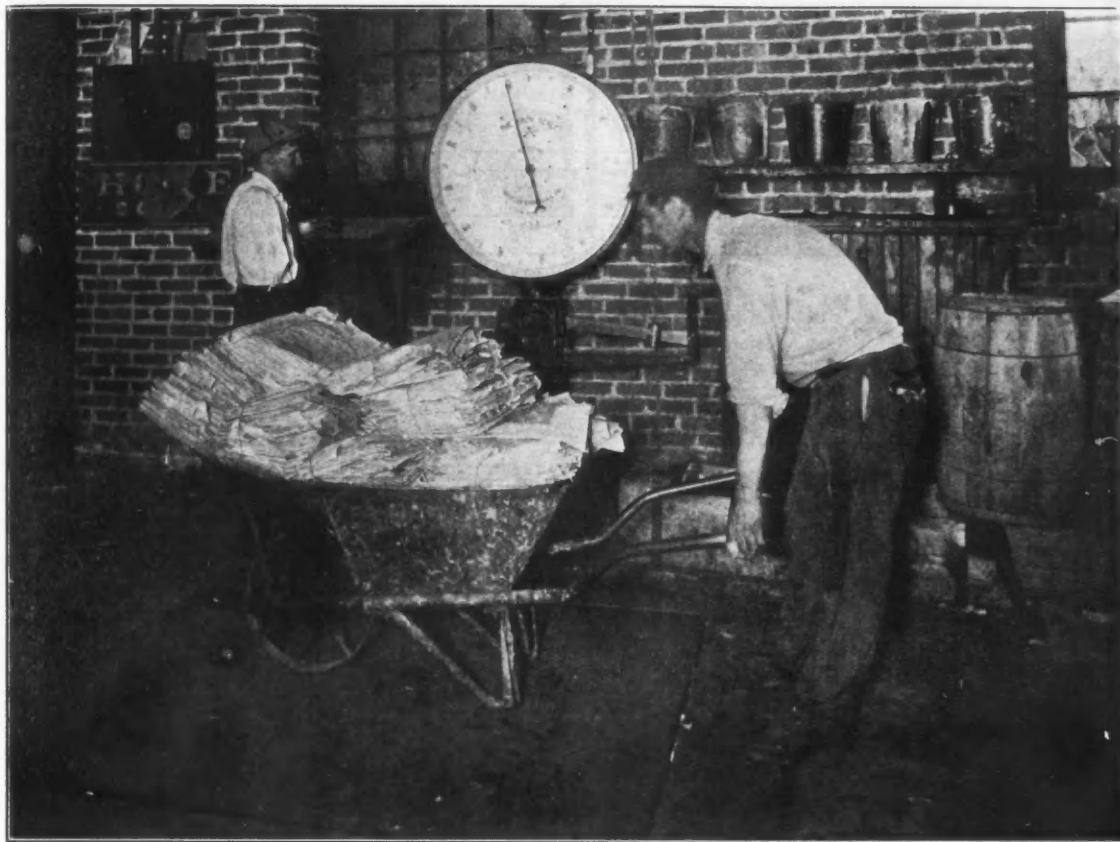
WOOD PULP.

Mechanically ground..... tons..... Free	16,766	\$462,969	16,215	\$414,680	147,781	\$4,734,230	81,502	\$2,471,578	80,377	\$2,185,286
Imported from—										
Canada.....	16,766	\$462,969	16,215	\$414,680	132,043	\$4,224,544	80,318	\$2,446,842	79,328	\$2,163,464
Other countries.....					15,738	509,686	1,184	24,736	1,049	21,822
Chemical—										
Unbleached—										
Sulphate..... tons..... Free	8,918	\$612,133	9,193	\$631,194	53,487	\$5,935,324	60,834	\$4,231,069	55,882	\$3,832,733
Sulphite..... tons..... Free	22,017	1,585,692	15,748	1,250,505	152,204	13,984,601	121,993	8,744,594	78,048	6,711,971
Total..... tons	30,935	\$2,197,825	24,941	\$1,881,699	205,691	\$19,919,925	182,827	\$12,975,663	133,930	\$10,544,734
Imported from—										
Norway.....			580	\$7,856	5,621	\$549,829			1,880	\$177,025
Sweden.....			1,389	130,738	93,859	8,718,563	600	\$46,620	10,581	1,068,533
Canada.....	30,395	\$2,197,825	22,972	1,743,105	105,787	10,624,381	182,041	12,912,806	119,485	9,079,521
Other countries.....					424	27,152	186	16,237	1,984	219,655
Bleached—										
Sulphate..... tons..... Free	820	\$51,632	441	\$32,277	195	\$29,106	820	\$51,632	2,510	\$188,306
Sulphite..... tons..... Free	1,565	133,777	3,929	428,227	29,129	3,504,625	8,158	734,265	11,363	1,329,420
Total..... tons	2,385	\$185,409	4,370	\$460,504	29,327	\$3,533,731	8,978	\$785,897	13,873	\$1,517,726
Imported from—										
Norway.....			336	\$30,346	11,233	\$1,466,561	600	\$87,636	425	\$90,686
Sweden.....					11,072	1,247,861			888	126,916
Canada.....	2,385	\$185,409	4,034	430,158	7,022	819,309	8,378	698,201	11,582	1,200,120
Other countries.....									978	100,094

CHEMICALS AND OTHER PAPER MAKERS' SUPPLIES.

Colors or dyes, n.e.s..... lbs..... Dut.	21,6254	\$211,721	156,653	\$232,778		\$1,450,254		\$1,313,191	1,037,324	\$1,617,925
Imported from—										
Germany.....						\$1,449			18,518	\$15,644
Switzerland.....	87,306	\$129,754	113,834	\$188,788		1,089,858		\$932,973	744,487	1,273,362
United Kingdom.....	121,987	68,173	35,296	40,437		291,870		255,727	253,567	305,185
Other countries.....	6,961	13,794	2,523	6,553		670,077		94,491	20,752	23,734
Indigo, natural and synthetic—										
Natural..... lbs..... Dut.	433,867	\$504,716	1,736	\$2,853	1,267,651	\$2,496,489	1,332,685	\$1,610,130	149,549	\$156,785
Synthetic..... lbs..... Dut.	39,700	20,324	9,311	19,548	895,310	568,116	534,931	310,200	321,620	201,998
Alizarin and alizarin dyes..... lbs..... Dut.	500	486	3,163	3,141	7,947	18,220	16,141	67,063	10,209	12,114
Lactarene or casein..... lbs..... Free	463,343	51,140	420,094	54,338	8,635,519	1,307,777	5,739,633	786,488	6,737,583	784,915
Lime, chloride of..... lbs..... Dut.	625	34	101,378	3,804			910	78	176,978	5,955
Magnesite, not purified..... tons..... Free	2,375	111,898	762	19,916	1,344	96,408	10,440	510,163	4,224	123,270
Potash, hydrate of..... lbs..... Free			13,740	7,642	49,365	21,615			480,360	132,205
Sulphur or brimstone..... tons..... Free					755	13,426	54	1,665	74	1,805
China clay or kaolin..... tons..... Dut.	15,591	120,077	11,653	135,896	134,650	811,327	102,678	709,289	93,456	1,050,054

(Continued on page 40)



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PAPER AND PAPER STOCK IMPORTS AND EXPORTS OF THE UNITED STATES

(Continued from page 38)

PAPER AND MANUFACTURERS OF	PULP WOOD									
	July 1918		July 1919		Seven Months Ended July 31 1917		Seven Months Ended July 31 1918		July 1919	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Rough..... cords. free..	66,874	\$576,397	39,469	\$390,904	100,297	\$681,197	128,250	\$1,091,238	126,045	\$1,182,912
Peeled..... cords. free..	140,053	1,373,051	54,722	544,918	399,321	2,745,513	622,953	5,985,474	529,702	5,145,232
Rosced..... cords. free..	17,331	209,835	18,709	261,465	60,294	519,845	46,417	519,907	50,522	658,359
Total pulp wood..... cords..	224,258	\$2,150,283	112,900	\$1,197,287	559,912	\$3,946,555	797,620	\$7,596,619	706,569	\$6,989,540

EXPORTS—PAPER.										
Bags.....		\$50,243		\$77,119		\$907,823		\$51,171		\$900,766
Books, music, maps, engravings, etchings, photographs and other printed matter.....		\$754,783		\$1,270,392		5,899,602		6,135,151		9,797,776
Boxes and cartons.....		83,162		62,639		668,255		537,899		785,603
Carbon paper.....		35,744		67,114		338,202		272,796		618,967
Cash register and adding machine paper.....		9,600		6,089		6,536		69,308		101,462
Paper board and strawboard.....		231,877		286,542		1,142,624		1,417,523		3,136,414
Paper hangings.....		38,303		69,559		288,189		306,903		528,173
Playing cards.....		101,184		82,980		182,287		474,878		1,057,836
PRINTING PAPER— News print..... lbs.	29,788,233	\$1,184,320	18,596,674	\$595,460	73,251,201	\$2,712,263	122,315,877	\$4,901,849	158,193,767	\$7,102,486
Exported to— France.....	7,971,950	\$322,899	3,839,178	\$154,031			26,092,573	\$1,051,728	36,832,360	\$1,555,020
United Kingdom.....	58,118	2,406	337,585	19,696	1,206,577	35,351	2,781,357	155,678	2,186,654	102,860
Canada.....	5,934	572	246,658	14,176	489,946	23,929	323,619	20,803	468,092	25,715
Mexico.....	240,327	10,313	109,629	5,244	7,918,572	353,933	3,870,494	141,312	2,778,531	136,653
Cuba.....	2,208,644	51,170	563,495	32,761	5,388,605	301,490	11,429,874	413,801	10,422,383	469,828
Argentina.....	6,271,330	229,741	4,320,644	178,100	22,269,430	710,511	23,208,867	870,844	35,521,651	1,443,486
Chile.....	1,753,052	72,766	151,000	7,310	4,409,928	132,653	6,789,371	289,212	3,550,317	141,977
Other South America.....	6,119,324	240,034	2,841,610	123,091	18,217,006	774,992	19,817,564	815,823	35,363,178	1,598,218
Australia.....	2,472,840	98,905	75,136	4,518	2,117,332	72,946	10,682,422	412,141	10,555,935	474,844
Other countries.....	2,626,705	125,514	1,111,739	51,533	8,222,804	306,458	17,319,718	820,507	20,514,366	1,153,885
All other..... lbs.	8,190,895	\$702,291	9,297,990	\$942,568	57,163,438	\$4,974,941	53,503,071	\$4,523,841	117,784,326	\$12,357,379
Exported to— United Kingdom.....	44,000	\$7,080	211,275	\$43,528	3,145,840	\$220,059	731,944	\$70,632	1,002,820	\$154,117
Canada.....	445,766	41,528	119,856	18,780	5,091,417	484,276	3,806,992	342,645	3,335,833	391,541
Mexico.....	154,073	12,094	220,954	18,614	2,695,749	238,621	905,921	73,931	3,530,281	322,446
Cuba.....	882,191	89,434	723,675	81,454	6,295,547	527,192	6,455,006	614,489	5,301,324	586,760
Argentina.....	1,024,334	84,190	3,923,173	381,521	5,908,195	568,877	5,526,098	460,312	20,504,667	2,144,805
Brazil.....	600,393	47,634	645,589	59,348	8,827,084	802,163	5,154,967	435,037	11,044,599	1,162,939
Chile.....	552,727	41,939	125,217	16,822	4,340,662	397,219	2,520,420	194,998	3,979,456	498,805
Other South America.....	314,312	33,922	683,500	77,707	6,519,083	562,275	1,825,717	171,795	4,366,156	508,037
British India.....			8,450	976			3,897,234	421,225	3,623,745	328,100
Japan.....	917,169	79,828	231,054	15,944	1,651,901	147,408	7,445,998	612,398	18,834,570	2,129,121
Australia.....	1,530,011	107,799	752,123	68,477	8,156,796	427,566	8,140,492	608,194	20,422,598	1,943,288
Other countries.....	1,725,919	156,843	1,653,224	161,428	6,536,164	599,285	7,092,282	618,285	31,838,577	2,187,330
Tissue and toilet paper.....		\$120,017		\$86,914		\$157,056		\$605,112		\$1,176,318
Towels and napkins.....		11,429		9,172		7,260		49,604		103,194
Wax paper.....		28,906		4,985		7,511		12,946		465,785
Wrapping paper..... lbs.	5,630,681	474,036	4,523,951	305,879	26,573,190	1,992,075	35,841,932	2,720,306	47,586,835	4,432,094
Writing paper and envelopes.....		538,426		472,286		1,772,467		3,058,554		10,335,252
All other paper.....		635,911		466,373		2,937,400		2,937,225		6,826,673
Total paper and Manufactures of.....		\$5,000,232		\$4,788,085		\$23,591,491		\$29,035,196		\$58,726,176

WOOD PULP AND PAPER STOCK										
Paper stock, rags and other..... lbs...	2,515,279	\$74,516	3,080,779	\$96,053	18,739,116	\$466,235	19,837,941	\$380,104	24,095,091	\$613,339
Wood pulp..... tons...	2,300	249,517	2,530	229,477	15,009	1,126,951	13,084	1,301,011	1,9479	1,640,231

MISCELLANEOUS ITEMS										
Rosin..... bbls...	70,062	\$639,395	89,633	\$1,237,336	912,556	\$6,117,655	435,228	\$3,442,377	557,440	\$7,812,437
Exported to— Italy.....			1,824	\$25,542	30,267	\$182,371	26	\$184	18,450	\$268,677
Netherlands.....			2,863	47,777					14,243	210,290
Norway.....			80	925	3,015	21,622			6,531	100,535
Sweden.....			1,939	30,425	1,934	13,451			12,229	193,012
United Kingdom.....	21,283	201,905	33,558	530,059	403,121	2,671,076	63,436	513,715	262,808	3,672,010
Canada.....	12,804	115,178	5,152	76,254	105,391	690,148	84,842	619,516	27,517	368,580
Cuba.....	848	8,379	1,331	21,783	18,559	114,004	15,767	108,233	13,117	180,547
Argentina.....	5,149	64,371	11,108	171,763	98,785	693,496	40,871	334,528	57,188	871,976
Brazil.....	5,662	47,352	21,227	162,094	88,282	597,629	64,343	503,581	71,424	871,728
Uruguay.....	5,222	43,941	1,346	19,457	16,884	114,387	16,379	138,337	14,883	214,890
Dutch East Indies.....	1,907	17,482			31,107	228,143	12,738	107,044	8,551	147,223
Japan.....	6,517	57,639	1,728	36,009	35,114	277,153	56,983	477,491	5,228	91,461
Australia.....	7,223	60,145	2,840	36,288	36,878	256,126	37,343	303,090	7,575	88,251
Other countries.....	3,447	33,008	3,217	65,969	40,189	258,149	42,490	336,608	37,714	535,207
Dyes and dyestuffs.....						\$7,152,089				
Sulphur or brimstone..... tons.	8,322	217,595	8,159	320,962	89,966	1,916,962	81,251	2,351,175	73,887	2,559,290
Sulphuric..... lbs.	8,805,622	142,195	1,309,444	29,656	40,202,456	607,475	48,947,388	797,726	8,470,203	212,590
Paper and pulp mill machinery.....		169,322		160,852		1,083,432		979,793		2,495,143

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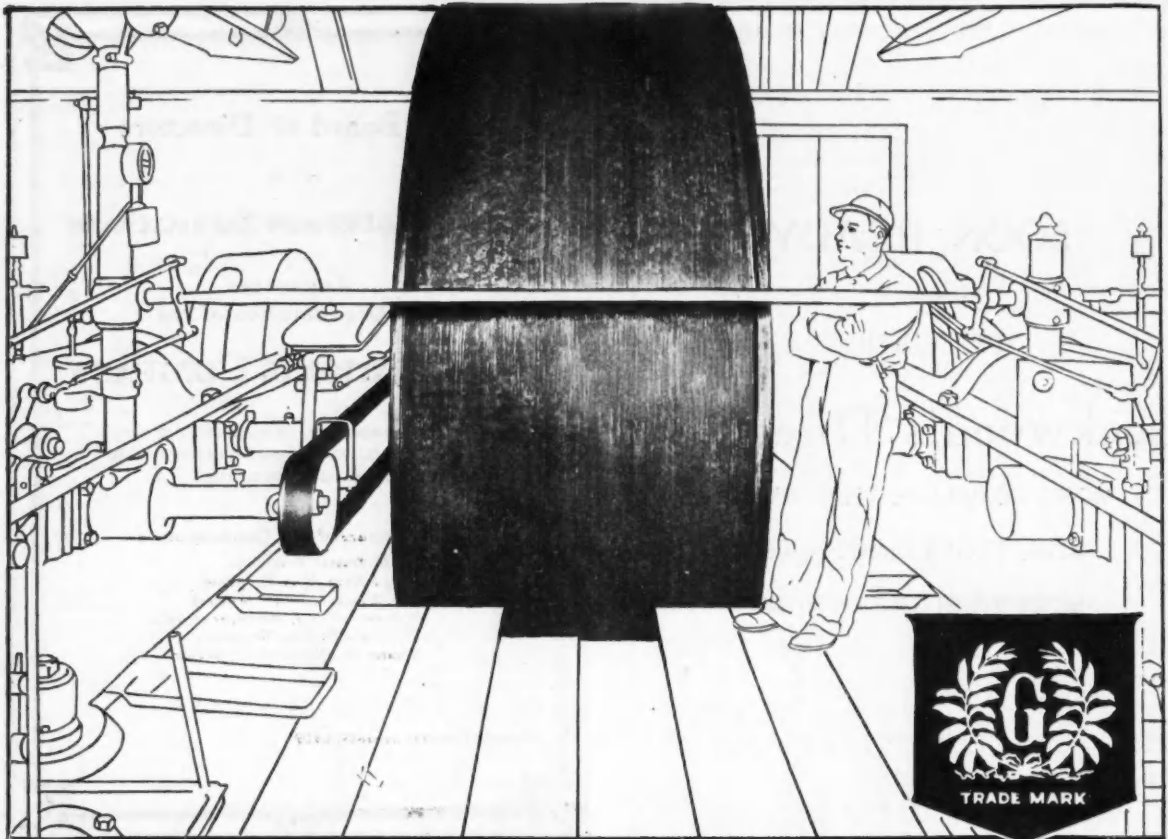
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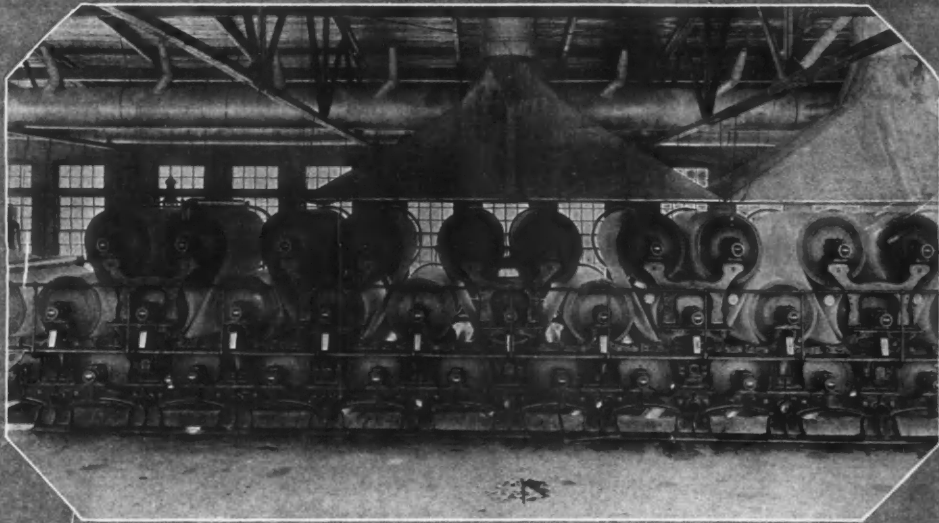
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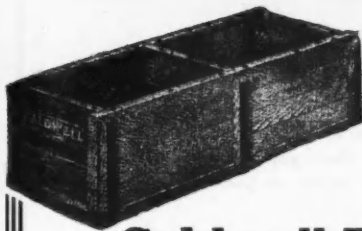
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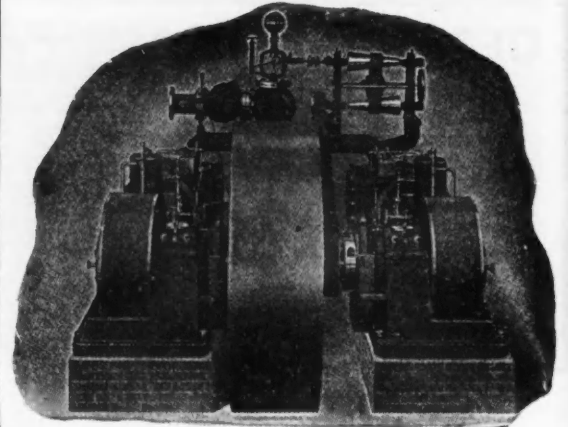
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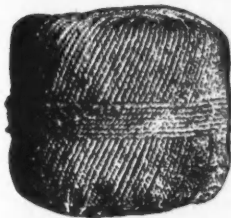
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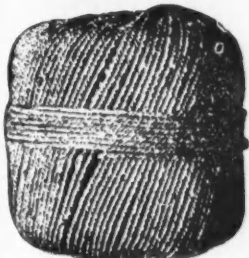
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OFFICE OF THE PAPER TRADE JOURNAL,

WEDNESDAY, OCTOBER 15, 1919.

The New York paper market is in a peculiar condition. There is, temporarily, a lull in the trade of most of the coated and machine finished grades, although prices are very high, and there is no probability of their weakening. News, on the other hand, is very strong—stronger than it was last week. The situation is explained by the strike in New York job printing establishments. Advertising, on the other hand, has been changed, in part, from the periodical to the daily publication, and has increased the demand, and hence the high price of transient news print.

Jobbers report that they are having a very dull week, as no orders are being obtained from metropolitan printers. Orders from out-of-town printers are coming in, but not in sufficient quantities to counterbalance the New York slump. Mill prices of book papers have not changed, as they are all contracted for until the first of the year.

Other grades of paper are very active, tissues and coarse papers, as well as boards, playing a major part in to-day's paper market. It seems to be the general opinion of the dealers that the present prices are high level for this year, and that they will stay at these prices until new 1920 quotations are listed.

Mechanical Pulp

As news print is so scarce, mechanical pulp is also practically out of the market. Reports of a few sales have been received, but there is very little to be obtained. New mechanical pulp is selling for \$45, when obtainable. This quotation is an increase of five dollars over last week.

Chemical Pulp

Chemical pulp is also very strong this week, as there has been a curtailment of imported pulp caused by the longshoremen's strike. Trade is reported very active, and shipments heavy. No changes in prices of chemical pulp occurred this week, however.

Rags

Rags have strengthened still more this week, due to the fact that there is a decided shortage caused by the longshoremen's strike. Reports of large stocks of rags lying on the docks have been received, and mill owners are beginning to look rather anxiously to the domestic supply. Prices, however, are unchanged. Trade is a little more active than last week.

Old Ropes and Bagging

Old ropes and bagging, like most of the paper stock and supplies, are very strong, and trade is active. Dealers report that shipments were fairly heavy last week, and prices strong and steady.

Twine

All grades of twine are reported as strong and active. Prices have not changed this week, but the twine market has a decided upward tendency, as the raw materials are very scarce, and an extended curtailment of imported twine would strengthen the market materially.

Valuable Export Trade Guide

In view of the very large number of requests for copies of "An Export Order and Allied Topics" received from manufacturers, export houses, colleges, schools and others throughout the United States interested in foreign trade, it has been found necessary to publish a second edition of this very interesting monograph.

There has always been a degree of mystery attached to export business, particularly as it affects the actual execution of orders and payment for same, but with the increased participation of American firms in foreign trade, and the large amount of publicity received by the latter during the past few years, this degree of mystery has decreased greatly and in many cases has disappeared entirely. Although the principles and methods of establishing and maintaining business abroad are substantially the same as for domestic business, it is true that the details involved in filling orders and obtaining payment for goods vary somewhat. To acquaint American business men and students with this export technique is the purpose of an "An Export Order and Allied Topics."

The successive steps involved in the handling of an export order are portrayed and explained in as simple and effective a manner as is possible. The actual documents, forms, correspondence and other papers employed in the filling of the order are reproduced, and the function of each explained in a very academic manner. Thus the subject covered is made intelligible to those who are just entering foreign trade, or to those whose knowledge of the latter is but an elementary one. An intelligent clerk who applies himself to the work will soon master the details and routine required in shipments to foreign countries.

In the export department of some of the foremost American manufacturing companies and in many leading export houses, a single copy has often been used to circulate from desk to desk until it has made the rounds of all employees. Copies of the book are found on desks of many export managers or in their libraries.

The monograph has been prepared and published by the Foreign Trade Department of the National Association of Manufacturers, 30 Church street, New York City, from which organization copies can be obtained free of charge by manufacturers or others interested in foreign trade.

To Pile Up Less Pulp Wood

BANGOR, ME., October 14, 1919.—The big pulp and paper concerns operating in Maine have been piling up pulp wood reserves at such a rapid rate in the past year that, the war being over and the labor market on a downward trend, they have decided that the necessity for heavy reserves no longer exists, and this winter will curtail their cut 50 per cent or more in some localities.

The Great Northern Paper Company, with mills at Millinocket and East Millinocket, on the Penobscot, and at Madison on the Kennebec, has so much wood on hand that it will greatly curtail operations this winter, cutting only sixty or seventy million feet, compared with an average of 110,000,000 to 120,000,000 feet on both rivers, about two-thirds of the whole quantity being cut on Penobscot waters.

The cutting of pulp wood, which is usually small to medium size spruce, is carried on at all seasons, and this past summer the Great Northern has piled up a great quantity on the south branch of the Penobscot, close to the Quebec boundary, cut chiefly by contractors. The contract system is coming into general favor with the pulp companies, as by letting out the cut they know definitely what the wood is to cost them, whereas the expense of maintaining their own camps is variable and uncertain.

Last year fabulous wages were paid to pulp wood choppers, so scarce were they, and the wood crop was a very costly one. This year, however, the labor market is liberally supplied, and wages have taken a decided drop. Hundreds of men are available in Bangor to-day where not a dozen could be hired a year ago this time.

Under the contract system of cutting pulp wood the contractor usually hires his men at so much a cord, and even at the reduced rates a smart, willing chopper can make big wages.

Market Quotations

Paper Company Securities

New York Stock Exchange closing quotations, October 14, 1919:

Table of Paper Company Securities including American Writing Paper Company, International Paper Company, and United Paper Board.

STOCKS.

Table of Stocks with columns for Bid and Asked prices.

BONDS.

Table of Bonds including International Paper Co. and Union Bag & Paper Corporation.

Paper

Table of Paper products including Bonds, Ledgers, Writing, and News.

Table of Paper products including Silicias, Cottons, Whites, and Roofing Stock.

Foreign Rags

Table of Foreign Rags including New White Cuttings, Unbleached Cottons, and Linens.

Mechanical Pulp

Table of Mechanical Pulp including F. O. B. Pulp Mills.

Chemical Pulp

Table of Chemical Pulp including Sulphite (Foreign), Bleached, and Kraft (Foreign).

Domestic Rags

Table of Domestic Rags including Shirt Cuttings, New White, and News.

Table of Finished Jute including Dark and Light 18 basis.

Table of Jute Wrapping including 2-6 ply and Extra No. 1.

Table of Tube Rope including 5-ply and larger (basis).

Table of Fine Tube including 5-ply and larger (basis).

Table of Unfinished India including No. 8 (3-ply) and larger.

Table of Paper Makers Twine including Balls and Box-Twine.

Table of Jute Rope including Amer. Hemp and Sisal Hay.

Table of Sisal Lath Yarn including No. 1 and No. 2.

Table of Manila Rope including No. 1 and No. 2.

Old Waste Papers

Table of Old Waste Papers including Shavings, Flat Stock, and News.

CHICAGO

[FROM OUR REGULAR CORRESPONDENT.]

Table of Paper products in Chicago including Straw Board and Filled Pulp.

Old Papers

Table of Old Papers including No. 1 Hard, No. 1 Soft, and No. 2 Soft.

BOSTON

[FROM OUR REGULAR CORRESPONDENT.]

Table of Paper products in Boston including Wood Pulp Board.

Old Papers

Table of Old Papers in Boston including No. 1 Hard, No. 1 Soft, and No. 1 Mixed.

(Continued on page 54)

PRACTICAL QUESTIONS AND ANSWERS FOR MILL MEN

A Department for the Solution of the Troubles, Large and Small, That Are Encountered by the Workers in the Mills in the Course of Their Duties in Making Paper and Pulp—All Mill Men Are Invited to Send in Both Questions and Answers—A Free Exchange of Ideas Is Desired—By Active Co-operation This Department Can Be Made a General Clearing House for Information in Regard to Practical Paper Making.

Reckoning Machine Production

Question No. 2462: Can you give me a quick method of reckoning machine production for wrapping papers? Answer through the PAPER TRADE JOURNAL.

Answer No. 2462: Figuring production on a paper machine has nothing to do with the grade of paper being made. It is the same for wrapping paper as it is for any other grade. If you cannot apply the method printed in the PAPER TRADE JOURNAL, issue of September 18, just drop a line explaining how you receive your machine orders from the office, and we will explain to you how you may apply this quick method of figuring production.

To Increase Production

Question No. 2463: I want to get more production, but at the same time I must keep the quality of my paper up to standard (high grade book). What steps should be taken to accomplish the desired result?

Answer No. 2463: Naturally, the first thing to consider is your beating and refining capacity. We will say that you desire to increase your production 50 per cent. If your beating and refining engines are taxed to the limit on your present production, this means that you must increase your beating and refining capacity, either by more beaters and another Jordan if your present engines are satisfactory, or by replacing them with more efficient engines, and of course the additional power required must be figured in. This is the first step and is absolutely necessary if quality is to be maintained.

Next you must look into the capacity of your stuff pumps and see to it that they are ample to handle the increased amount of stock. Now we come to the paper machine, the first thing we strike are the screens. Here you must decide if your screens are capable of handling your increased production. If they are not, then you must get another screen or replace the present ones with a larger and more efficient type. Keep the increased power required in mind all the time.

Now we come to the Fourdrinier. The chances are that you are using it to the limit now, so you must figure on lengthening your wire enough to give you at least four more feet of forming surface for your paper.

If you are using less than four suction boxes you must consider installing one or two more. You must get more tube rolls for the longer wire, and figure on having adjustable rails and breast roll, so you may give your wire more of a pitch to allow for the increased speed.

Another question to be well considered at this point is the choice between a couch roll and a suction roll. You should have enough wet presses to remove the last drop of water from the paper that is possible by pressure. This is very important, but, not more so than having a sufficient number of dryers to enable you to dry your paper as slow and gradually as you have been doing. This is absolutely necessary in

order to keep up quality. No matter how good the composition of your paper is or how perfectly it is formed, the minute you start forcing the drying operation, then is when your quality will go up.

To sum up: The most important points for consideration are: Greater capacity in beaters, Jordans, stuff pumps, screens, forming surface on wire, suction, pressing, drying and adjustment of the pitch of wire and increased power. I think I have taken in everything, but if anything has been overlooked I am sure it will crop up in a short time.

Floor of Washers

In answer to question which appeared in the JOURNAL some weeks ago in regard to the cement floor of washers being destroyed by the action of the bleach and acid, I would suggest that you try a mixture of Portland cement, ground slate and silicate of soda. I think you would also find that either cast iron or a wooden floor would be satisfactory.

Prospects for Paper Making in Egypt

A government committee of technical advice on printing in Egypt has issued a report on the possibilities of manufacturing paper in the country and points out that rice straw, old rags (mostly colored) and waste paper are already available as raw materials in Egypt, and that several other materials—papyrus, reeds (Bourdie, etc) and bagasse—may eventually prove useful for paper making.

Samples of Egyptian rice straw were sent to England by the Ministry of Finance for testing. The results obtained confirmed those already recorded in the United States, and showed that the straw when treated by the soda process yielded pulp of good quality suitable for the manufacture of white paper. The straw could also serve for the production of strawboard and brown paper if treated by either the soda or lime processes. Rice is grown in very large quantities in Egypt and a sufficient amount of straw at a low price would always be available to guarantee the continuous running of a paper mill using rice straw as a raw material. The land annually put under rice in both Lower and Upper Egypt, on the average of the last 15 years, is approximately 225,000 feddans (feddan equals 1.03 acres), and each feddan yields about one ton of straw.

The yield of cellulose from papyrus is about 48 per cent, and the material is easily bleached. Many experiments have been carried out, and it is estimated that a fair quality good white paper can be produced from it, but no practical tests on a commercial scale have yet been made. Papyrus, however, may eventually prove a useful raw material for paper making.

Experiments with bourdie were made on behalf of the Imperial Institute in March, 1918. The report, however, was not very favorable, for although bourdie can be treated very cheaply for the production of brown paper, the product is poor in comparison with paper made from ordinary straw. The pulp is only of moderate quality and difficult to bleach, and the yield is low.

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WANT AND FOR SALE ADVERTISEMENTS

HELP WANTED

WANTED—Salesman on a liberal commission basis, highly experienced in the coarse paper line. Must be able to earn \$100 per week. Full references required. Address, Box 1637, care Paper Trade Journal. O-16

TOILET PAPER CONCERN, located in western part of New York State, wants salesman to travel; man who knows the toilet paper trade only. Good proposition to right party. Give full particulars in first letter. Correspondence strictly confidential. Address, Box 1638, care Paper Trade Journal. O-23

WANTED—First-class Millwright capable of handling force of men; prepared roofing plant. Excellent opportunity for right man. Address, Box 1639, care Paper Trade Journal. O-23

EXPERIENCED WOOD PULP SALESMAN wanted by company with extensive line of domestic and imported pulps. Apply in confidence to Box 1640, care Paper Trade Journal. O-23

WANTED—Three Sulphite Cooks (experienced) for Candian Mill. Apply, Box 1641, care Paper Trade Journal. O-30

WANTED—Thoroughly competent Cylinder Tissue Mill Superintendent. Must come highly recommended and know the business. Excellent position for the right man, an interest in the business and a good salary to start on. Address, Box 1642, care Paper Trade Journal. O-16

WANTED—Two Cylinder Machine Tenders. Box 1658, care Paper Trade Journal. O-16

SALESMAN WANTED for side line. Roll Paper Cutters. Direct from manufacturer to wholesale trade only, soliciting wholesale paper, stationers and allied lines in New York, New England and Pennsylvania territory. A splendid opportunity for the right man. Address, Box 1643, care Paper Trade Journal. O-16

WANTED—Young man to assist paper buyer. Must have working knowledge different grades of paper, also be able to do stenographic work. Good opportunity and good salary. Address, Box 1644, care Paper Trade Journal. O-23

PAPER SALESMAN—Experienced only. Fine papers, Book, Bonds, etc. Mill agents carrying large stock. Must be acquainted with printers, lithographers, publishers, etc. Drawing account against exceptional commission plan. Replies will be confidential and letters returned if requested. Address, Box 1645, care Paper Trade Journal. O-16

WANTED—At once, two first-class Paper Mill Draftsmen. Address, Box 1646, care Paper Trade Journal. N-6

WANTED—First-class beaterman on book papers, eight hours, fifty-five cents per hour. Apply Dill and Collins Co., Richmond and Tioga streets, Philadelphia, Pa. O-16

WANTED—Two Back Tenders on straw corrugating. State age and experience. Address, The Thompson and Norris Co., Brookville, Indiana. O-23

FIRST-CLASS DRAFTSMAN, familiar with paper Mill machinery, process and construction, wanted by large concern in New England. Applicants should state fully, education, experience, salary earned and expected, and should send copies of references. Permanent and responsible position to right man. Applicants will be treated strictly confidential. Address, P. O. Box 278, Holyoke, Mass. O-16

WANTED—First-class back tender on book papers; eight hours, fifty cents per hour. Apply Dill and Collins Co., Richmond and Tioga streets, Philadelphia, Pa. O-16

WANTED—First-class trimmer man, New York City. State salary and experience. Send copy of letter of reference. A-1 salary paid to the right party. Fare paid one way if satisfactory work after sixty days. Address, Box 1667, care Paper Trade Journal. O-16

HELP WANTED

MECHANICAL DESIGNER and draftsman who is familiar with paper-handling machinery. Apply by letter, stating age, experience and salary expected. American Bank Note Company, Bronx, New York City. O-16

CRAFTSMAN WANTED at once for position in Canada; a thoroughly experienced man familiar with the design of Fourdrinier and Cylinder machines. Must be A-No. 1, capable of acting as squad boss and producing results. Also first-class man for development work on Paper Machine design, must have had previous good experience. Apply in writing, giving full details, experience and salary expected, to Mechanical Engineer, Dominion Bridge Company, Limited, Montreal, Canada. O-23

WANTED—Two Back Tenders, fast running Fourdrinier machines making Kraft wire. Application strictly confidential. Yellow Pine Paper Company, Orange, Texas. N-6

SALESMAN WANTED to sell paper and twine. Advancement. Address, Box 1659, care Paper Trade Journal. O-16

WANTED—Two Machine tenders, pay seventy cents per hour; and back tender, pay fifty cents per hour. In Mill making chip-board. Address, Box 1085, Mobile, Alabama. O-16

WANTED—Competent cuttermen, New York City. State salary and experience. Send copy of letters of reference. A-1 salary paid to the right party. Fare paid one way if satisfactory work after sixty days. Address, Box 1666, care Paper Trade Journal. O-16

WANTED—Experienced girls to lay off and sort paper. State salary. Fare paid one way if satisfactory work after sixty days. New York City. Address, Box 1668, care Paper Trade Journal. O-16

WANTED—Boss Finisher, to take full charge of Finishing Room. Good pay to the right man. Also three finishers for folding and tying bundles, wrapping and capping rolls. Address, Box 1619, care Paper Trade Journal. O-16

WANTED—A first-class millwright to take charge of repair work in a Sulphite Mill. One who is steady, reliable and industrious. Must be able to handle help and get results. Good wages to the right man. Northern Michigan Pulp Co., Petoskey, Michigan. N-6

WANTED—A good back tender on water-finished fibre. Two tour mill. Speed 350 to 400 feet. Address, Box 1391, Paper Trade Journal. O-16

WANTED—Experienced Mill Manager, one familiar with Fourdrinier and Cylinder specialties, also with ability to handle general sales. Address, Box 1577, care Paper Trade Journal. O-16

A YOUNG, AGGRESSIVE and responsible sales agency seeks permanent mill connections, particularly with manufacturers of Kraft and Book. Address, Box 1482, care Paper Trade Journal. O-16

SUPERINTENDENT—With twenty years' experience on News and Hanging, open for position. Capable and efficient. Best of references. Prefer Mill with ground wood attached. Address, Box 1564, care Paper Trade Journal. N-27

WANTED—Men experienced in the Sulphate process of making pulp. Nekoosa-Edwards Paper Co., Port Edwards, Wisconsin. O-16

WANTED—Two Machine Tenders on tissues. Cylinder machines. Eight hours; new mill. Excellent working conditions. Send references with applications. Address, A. P. W. Paper Company, 12 Lumber District, Albany, N. Y. O-16

SITUATIONS WANTED

WANTED—Position as Boss Beaterman, having considerable experience on Book, Envelope and all Sulphite Bonds and Ledgers. Also Kraft and Bag papers. Good Colorman. References as to capabilities and character. Address, Box 1649, care Paper Trade Journal. O-30

SITUATIONS WANTED

TWO MEN, now connected with paper house in Middle Western city, desire positions with New York paper house, in coarse paper line in managerial, buying and salesmen's capacity. Have had ten and eight years' experience. Would prefer making investment in the business. Address, Box 1647, care Paper Trade Journal. O-23

POSITION WANTED as Superintendent. Day or night. Well up on all grades of stock and papers, bonds, ledgers, writings, envelope, parchment, French folio, manifold, music, drawing and Kraft. Water and dry wrappings, hanging, news, covers, onion skins, waxing, boards, book and map. Good on colors. Expert on Sulphite Bond. Address, Box 1648, care Paper Trade Journal. O-30

SUPERINTENDENT or Machine Tender wants position. Nine years' experience on Roofing Felt and building paper. A-No. 1 Millwright Boss. Can handle men. Just returned from Air Service of U. S. Army. Address, Box 1650, care Paper Trade Journal. O-16

WANTED—To represent a manufacturer or mill agent, having a complete line of grocery bags. Territory, Savannah, Ga., Charleston, S. C. Address, Box 1651, care Paper Trade Journal. O-30

RESEARCH MANAGER—Position wanted as manager of research or assistant general superintendent by graduate chemical engineer, with special training for industrial research. Four years' practical experience in paper research, standardization and paper mill problems. Address, Box 1652, care Paper Trade Journal. O-16

YOUNG MAN, 21, desires position as traveling salesman to South America. Has been connected three years with paper exporters, dealing in paper and boards. Possesses travelling experience. Address, Box 1636, care Paper Trade Journal. O-23

YOUNG MAN desires position. High school graduate. Five years' experience in Paper Mill Office. Presently employed. Willing to travel. Address, Box 1660, care Paper Trade Journal. O-23

HAVE TEN YEARS' EXPERIENCE in Coarse Paper and Bag business. Would consider joining forces with New York City firm. Am ready to buy an interest. What have you to offer? Address, Box 1661, care Paper Trade Journal. O-16

A SUPERINTENDENT have had twenty years' experience on Book, Writing, Bond, Catalog and Specialties, from old paper stock; can give the best of references as to ability of handling help and character. Address, Box 1662, care Paper Trade Journal. O-23

SUPERINTENDENT with thirty years' experience on news, hanging, Kraft and Bag papers; also ground wood and sulphite, open for engagement. Can produce results and handle help. Willing to go anywhere. Address, Box 1663, care Paper Trade Journal. O-30

POSITION WANTED as Machine Tender or night boss in mill, making container or combination board, by a man thirty-five years old, with eighteen years' experience. Married, steady and sober. Address, Box 1664, care Paper Trade Journal. O-16

POSITION WANTED in Paper Mill as night boss or Boss machine tender, or machine tender, on a Fourdrinier. Experienced in all grades of paper and have never worked in any place but a paper mill. Age, fifty years; married. Would like a permanent place. Address, Box 1665, care Paper Trade Journal. O-16

SALESMAN, young man, married, aged 27, wishes to represent mill making Grease Proof, News and Manila. Acquainted with the jobbing trade in New York for the past eight years. Also in New Jersey and Philadelphia. Address, Box 1563, care Paper Trade Journal. O-16

GROUND WOOD MAN desires position as Superintendent or Foreman. 12 years' experience. At present employed. Married. Address, Box 1626, care Paper Trade Journal. O-23

SITUATIONS WANTED

SUPERINTENDENT—51 years of age; 18 years' experience as Superintendent making Wrappings, Kraft, News, Chips and Test Boards. Will go anywhere. Married. Address, Box 1457, care Paper Trade Journal. N-6

WANTED—A position as Manager. Is your coating plant yielding the results that you have a right to expect from it? Are you producing costs down to their absolute minimum with a maximum of production? If not, why not cut down, save waste and eliminate unnecessary labor? My twenty-four years' experience in the manufacturing of all grades of coated paper, coupled with a sound business training, have equipped me to put my finger on the weak spots, stop the leaks and build up your coating plant to this maximum efficiency. I know my business thoroughly and am qualified to build, equip and develop any new coating plant or reorganize any existing plant and put it on a paying basis. As manager of your Coating Department, I will be a distinct asset to your organization. I am at present employed, but have the best of reasons for desiring to make a change. A personal interview will enable me to submit further details. Address, Box 1625, care Paper Trade Journal. O-9

FOR SALE

FOR SALE—One 82" Universal Type 8, Model 10. Cameron slitter and re-winder with complete cutters and spacers, and re-wind shaft. In good condition. Practically new. Good bargain. Must make room for other machinery. Auer & Twitchell, Beverly, N. J. O-16

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76" Beloit duplex cutter, brand new, heavy type. The Shartle Bros. Machine Co., Middletown, Ohio. OCT.

FOR SALE

BOARD MACHINE—Six cylinder 36" x 80", 5 baby presses, three presses, 61 dryers, two stacks calenders, duplex cutter and Marshall drive.
PAPER MACHINE—1 72" Fourdrinier, two presses, 15 dryers, 36" x 60", Marshall drive.
BOARD MACHINE—Five cylinders, 30" x 72", three presses, 23 dryers, 36" x 66", calenders, cutter and Marshall drive.
PULP DRYING MACHINE—Two molds, 30" x 77", three presses, 37 dryers, 48" x 68", Marshall drive.
MACHINE CALENDERS—1 84" nine roll, 1 82" nine roll, 1 72" nine roll, 1 68" five roll, 1 48" five roll, 1 37" five roll.
SUPER CALENDERS—1 62" Norwood, 1 60" Norwood cotton rolls, 1 53" Holyoke, 1 45" Norwood, 1 43" Holyoke.
SLITTERS AND WINDERS—1 127" Kidder, 1 108" Kidder, 1 102" Langston, 1 60" Kidder, 1 38" Kidder.
PAPER SHEET CUTTERS—1 112" Finlay, 1 108" Horne, 1 104" B & C, 1 84" Beloit duplex, 1 62" Horne, 1 53" Finlay, 1 48" Finlay, 1 42" Finlay.
REAM CUTTERS—1 50" Dayton Seybold, 1 48" Acme, 1 46" Sheridan, 1 36" Sheridan.
BEATERS—2 52" x 52" Horne, 1 53" x 52" Emerson, 1 48" x 48" Horne, 1 48" x 48" Downingtown, 1 48" x 66" Umperston, 1 No. 1 Claffin.
JORDANS—1 Jones Wagg Majestic with base, 1 Emerson "Special," 1 Noble & Wood with base, 1 Emerson with base, 2 Smith & Winchesters without base.
PUMPS—1 Deane triplex power water pump 10" x 10", 2 Deane triplex stuff pumps, 8" x 8", 2 Pusey & Jones double stuff pumps 6" x 10", 1 10" Worthington centrifugal, 3 4" centrifugals, 3 3" centrifugals.
SCREENS—2 ten plate packers.
WET MACHINE—2 84" Sandy Hill Iron & Brass, 1 72" Bagley & Sewall hydraulic.
BOARD CALENDER—1 Horne two rolls, 48" x 48".

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FOR SALE—In good condition, immediate delivery. Buckeye Engine 22" x 24", 370 H. P., 160 R. P. M. Single, R. H. Bayley Blower, No. 10. Knowles Suction Pump, No. 0. International Time Recorder. Marine Boiler, good for 100-pound pressure. Address, W. E. Burby, St. Joseph, Michigan. O-16

FOR SALE—102" Langston Re-winder. Mill type. Address, Box 1653, care Paper Trade Journal. O-16

FOR SALE—Two sulphite beaters 12 x 40 feet, and one Vesuvius 1800-pound sulphur burner, all new. Address, Peshtigo Pulp and Paper Co., Green Bay, Wisconsin. N-6

PATENT FOR SALE—Mechanical device for placing woods between iron bars of beater rolls. Big labor saver, and reducer of repair expense. No labor with sledge hammers, no woods split, woods will not come out during grinding life of bars. For further particulars, address C. F. S., Box 1669, care Paper Trade Journal. O-30

FOR SALE—Two absolutely new 17" x 22" Ohio Cultivator Baling presses equipped with friction clutches. Piermont Paper Company, Piermont, N. Y. O-16

MISCELLANEOUS

WANTED—To buy a second-hand Norwood plater. Must be wide jaw for linen cloth finish plating. Address, with particulars and price, Box 1655, care Paper Trade Journal. O-23

WANTED—To buy a second-hand Holyoke Machine Company Taylor Patent Duster. Send full particulars with price. Bird and Son, East Walpole, Mass. O-16

WANTED—Second-hand paper trimming machine. Must be in first-class condition. Anything over 36" satisfactory. Address, with particulars, Box 1654, care Paper Trade Journal. O-23

WANTED—To rent, with option of buying, one complete paper mill with Cylinder machine for making sheathing, wraps, chipboard and saturating felt. State full details. Address, Box 1656, care Paper Trade Journal. O-23

WANTED—Wet machine for binders board, 72" or larger. Must be in good condition. Give particulars, best price, etc. Box 1657, care Paper Trade Journal. O-30

WANTED—Any information as to the whereabouts of John Spellman, machine tender, will be greatly appreciated. Last heard of in Ontario, Canada.

NEW GRADES—We have satisfactorily represented two mills in Boston for four years and have the best of facilities, storage, location and personnel, augmented by late returns from France, to handle the account of another mill. If you have a grade you want thoroughly introduced in Boston, write us. Our service is less expensive and more productive of results than having a traveling man visit this territory. Write "NEMA," care Paper Trade Journal.

CYLINDER MOLDS, tanks and head boxes, plain dandy rolls, Brass wire cloth. Fine seams for tissue paper a specialty. We put them on tight. Address Clark Mfg. Co., 79 Merrick avenue, Holyoke, Mass.

WANTED AT ONCE

Engineers experienced in Paper Mill Construction. Men capable of laying out board mill complete. Practical experience necessary. Give full details as to past experience and salary expected.

Address,

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 BUFFALO, N. Y. O-23

MISCELLANEOUS

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6 White Oscillating Screens, with new oscillating device.
 8 Plates 10 x 24", cut .0014.
 4 Plates 10 x 24", cut .0018.
 1 New York Safety Steam Engine, Upright, 125 H. P. Cylinder 16 1/2" Bore, 18" Stroke. Flywheel 98" Diam., 18" Face.
 3 Holyoke Machine Company Platers, 36" Rolls.
 1 Fan (Blower) made by B. F. Sturtevant Co. of Boston, Mass., Diam., 72" x 40" wide; 37/16" Bearings 12" long; casing outside dimensions, 42" 8' 6" x 7' 2".
 All in good condition. Prices low. Address—Parsons Paper Company, Holyoke, Mass.

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CAREY, JAMES L., Paper Mill Architect and Engineer, 208 North Laramie avenue, Chicago, Ill.

CHAPMAN, C. A., Inc., Paper Mill Architects and Engineers, 28 Jackson Boulevard E., Chicago, Ill.

SNOW, S. M., Mill Architect, Engineer, Paper and Pulp Mills. Steam and Water Power plants. 55 Kilby street, Boston Mass.

FOR SALE

BEATERS—One 61" x 48", five Jones, one Downingtown, two Horne, one 60" x 60", several 72" x 44", two Claffin Refining Engines.
BED PLATES—Circled to diameter of roll.
CALENDERS—One 7 roll stack 72" face, two 9 roll stacks 72" face, one 9 roll 63" face, one 9 roll 84" face.
COATERS—Two 56" Waldron coaters.
CUTTERS—Two 45" Finlay cutters newly rebuilt with brand new Hamblet expansion pulley drive, 36" Sanborn cutter, 38" guillotine cutter.
CYLINDER MOLDS—One 30" x 54", one 30" x 64", both rebuilt, ready for quick shipment. One new 30" x 92".
DRIVES—One Reeves No. 4, Class E, one Reeves No. 9, Class B, one Moore & White No. 10.
DRYERS—4 36" x 54", 8 36" x 62", 7 48" x 108", 2 36" x 66", 1 36" x 76", 1 24" x 120", also twenty brand new shells 48" x 96", and ten new shells 48" x 102".
EVENERS—Two Mellor eveners.
JORDANS—1 Mammoth Jr., several Emerson and Horne type Jordans.
MACHINES—One 2 cylinder machine for 56" trim, 23" dryers. One 72" Harper fourdrinier.
PULLEYS—One 97" dia. 34" face, double arm, modern pulley. One set cone pulleys, 40" x 31" x 83" face. One set cone pulleys, 40" x 31" x 78" face. Also large stock of iron pulleys, including some cone pulleys for Marshall drives. New wood pulleys with friction clutches.
PUMPS—One dry suction pump, single vacuum, 12 x 22 x 18 Knowles, one 1,000 gallon Blake tank pump, several 7" and 8" Lawrence Machine Company, Class A, high duty pumps; fan pumps, new stock pumps, single and double.
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ROTARIES—One 14" Globe, one 84" x 22" horizontal in good condition, ready for immediate shipment.
REELS—Two Bagley & Sewall, one two bowl upright, one ten bowl revolving, bowls 48" face. Also several new reels now under construction. State the width you require.
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WET MACHINES—One 74", one 72" and one 84".
WINDERS—One 72" single drum, one Manning 74". Our stock is constantly changing. Advise us of your wants.

MILLS MACHINE COMPANY
 LAWRENCE, MASS.

HOW TO MAKE SAFETY MEETINGS INTERESTING*

By S. F. SHATTUCK, KIMBERLY-CLARK COMPANY, NEENAH, WIS.

This subject, regardless of the form of safety organization employed, is vital to an enthusiastic and successful safety program. A dead or uninteresting safety meeting sends a thinking man back to his work with a case of brain fag and such a mental attitude tends to anything but safety.

At the present time, in our organization, we are varying our safety program by the abandonment of the usual type of safety committee and centering all responsibility on the foreman of each shift or department. This plan contemplates periodic meetings of foremen instead of the former elected or appointed safety committee. It was at a meeting of foremen that this plan was suggested and evolved. The sentiment was strongly voiced that the safety of a department is "up to" the foreman, and our comparative results since July 15, when this new order of things went into effect, have abundantly justified the change.

This incident and its results point the way to the secret of interest in safety or safety meetings. Our foremen have taken the initiative, have assumed a responsibility, and are now proving up by lowering a previous record. Pride in, and record of achievement are vital factors in maintaining interest in safety meetings or any safety program.

Along with this must go a system for providing each foreman with his record of achievement in comparison with other foremen. We have hit upon the simple psychology of giving each foreman each week a record of man days elapsed since the last accident within his jurisdiction. In addition, this record goes onto the desk of every officer of the company and proper publicity is given to this fact. The reaction on both sides is wholesome and the effect upon the safety record has been the constant widening of clean spots.

Sporting Element Valuable Factor

The sporting element is also a valuable factor if properly utilized. We have pulled off almost every conceivable form of safety contest between our several mills and departments and the relative standings are, of course, features of the Safety Meetings.

To bring before a safety meeting all possible new safety ideas in tangible form helps to fix interest. For instance, when one of our mechanics developed a foot brake for two-wheeled trucks, we had this device demonstrated, prior to adoption, before several of our Safety Committees. For years, in paper and pulp mills, men have stumbled over the handles of four-wheel trucks. Recently, one of our men invented a handle that, as soon as it touches the floor, will spring back to an upright position. This idea was demonstrated before the plant Safety Committee and is now under observation.

A campaign for clean toilets, elimination of horse play, and new schemes for advertising the Safety Program have their logical inception and periodic boosts in meetings of Safety Committees.

We have tried the idea of inviting injured men to meet with a plant Safety Committee. If these men are treated with just the right tact and consideration, this practice is good and lends a genuine interest to the meeting. Much depends upon the attitude and personality of the chairmen. If the injured man can be placed at his ease and robbed of the embarrassment which may well attend an invitation, which amounts to a summons, to appear before the Committee, much good may result through getting the first-hand views of the injured man, and causing him to feel that his misfortune is being used to a constructive end. But if such meetings are conducted along inquisitorial lines, the sooner this feature is dropped the better for the good of all concerned.

* Read at the meeting of the Pulp and Paper Section of the National Safety Council, Cleveland, Ohio.

For some years we have had, as the executive center of our Safety Program, a monthly or quarterly meeting of department heads—men whose chief concern is production. The source of sustained interest in such a group, granting that all are well sold on the Safety proposition, is definite responsibility. Recommendations of the Safety Director are here brought up for approval or disapproval. If approved, responsibility for execution is placed and an accounting is subsequently called for. Interest with men of this type is the kind of interest that obtains in the carrying forward of any necessary or important phase of manufacture. Furthermore, the steady backing of such a group may be counted upon.

Annual Safety Mass Meeting

In our Company, we hold annually a Safety Mass Meeting to which wives and sweethearts are welcome, and nothing is left undone to make them "regular" events. Advance advertising, free transportation, admission by ticket, and plenty of delegated responsibility are the advance agents of an interesting meeting. Such meetings, staged on right lines, may do much to develop a family feeling through an organization and it is this feeling that industry is so sadly in need of these days.

A simple and impressive feature of our program was an idea, presumably borrowed, as are most of our good ideas, from some good friend in the Safety game, namely, "A Procession of the Blind Man and his Friends." A blind man is led onto the stage by a little child; behind him follows at intervals a dozen varieties of cripples. When all have reached the far end of the stage, they turn their backs to the audience and upon the back of each cripple is a placard, "I was careless"—"I didn't think"—"I forgot"—"I didn't know it was loaded", etc. Any Safety Committee can readily find willing "victims" for such a stunt and a point of contact with an industrial audience is instantly established. We have always tried on these occasions to have one or more addresses by men capable of getting home with their messages. The homelier the message and the more simple the mode of address, the better.

Thus far, the movie has closed every program, and even though everybody is now well "fed up" on movies, a good Safety film never fails to hold its own. At such Mass Meetings, any new phase of the Safety Program or anything akin to it may be touched upon with good grace. For instance, when dentistry was about to be instituted in our mills, we took occasion to give one of our company dentists a place on the program and there is little question that the smoothness and enthusiasm with which this service moved off had its roots in the favorable impression given at the Safety Meeting.

Our Mass Meetings are invariably held on a Sunday afternoon, a proper time for such a gathering. It has also seemed to us appropriate to invite a local pastor or priest to open the session with prayer.

Seven Factors for Sustaining Interest

To summarize, I would say that our experience has made clear seven factors making for sustained interest in safety meetings:

1. Develop a personal and group pride and initiative.
2. Provide foremen and groups with comparative records of accomplishment.
3. Utilize the sporting element.
4. Bring into the meeting as much tangible illustrative material as possible.
5. Make the committees development centers for new ideas.
6. Conduct meetings in a business-like manner and localize responsibility.
7. Occasionally inject the inspirational element to maintain the tone of the organization.

MISCELLANEOUS

WANTED

Experienced superintendent to develop new wax paper mill for waxing papers of various grades, also waxed bread wrappers. Capital subscribed. Superintendent may expect good salary, and substantial interest. Negotiations strictly confidential. Please furnish detailed experience. Address, Box 1604, care Paper Trade Journal. O-9

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JACOB & CO., Alexander, Wapping, London, England. Supply all classes Waste Papers and Shavings, Paper Making, Rags, etc. Correspondence solicited. Paris Office, 3 Cite d'Hauteville.

HILLS, GEO. F., 236 South street, Branch House, 276 W. 25th street, N. Y. C.

LIVERPOOL MARINE STORE CO., Liverpool, England. L. M. S. Wood Tag, Manila, Rope and Star Brands (Registered).

ROSENBAUM, INC., L. 316 Lafayette street, New York City. Packers exclusively of new cuttings.

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MISCELLANEOUS

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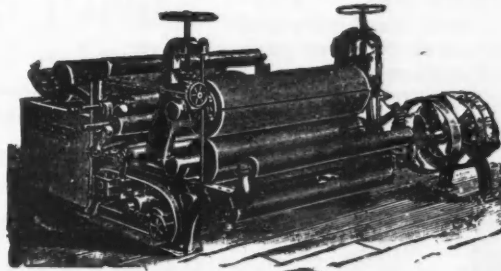
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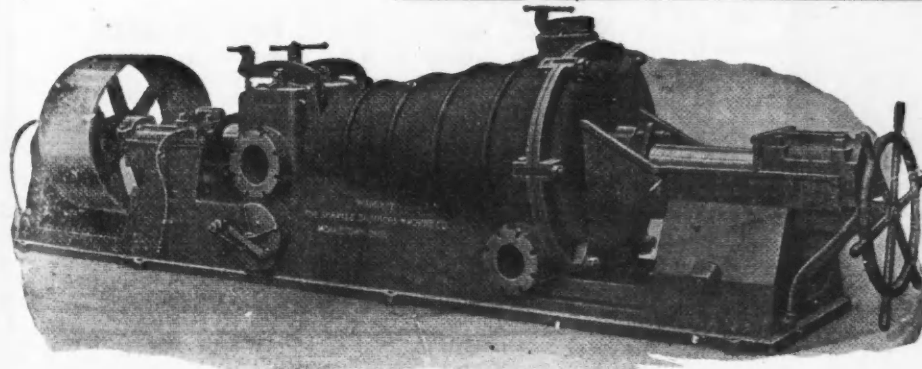
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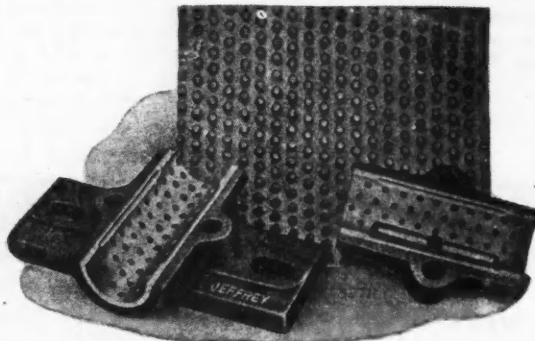
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ENABLES you to utilize all the advantages, and economies of graphite and is incorporated in babbitt bearings as they are poured, without changing the construction in any way—preventing hot bearings—eliminating shutdowns, loss of production, cost of frequent rebabbiting, running bearings three to four times longer than plain babbitt.

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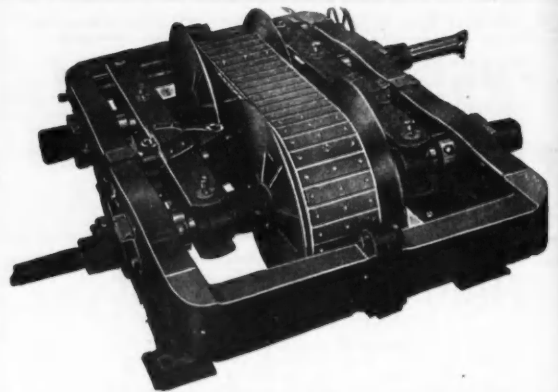
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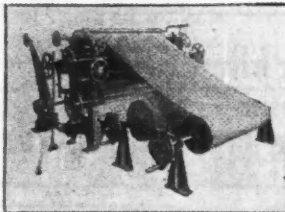
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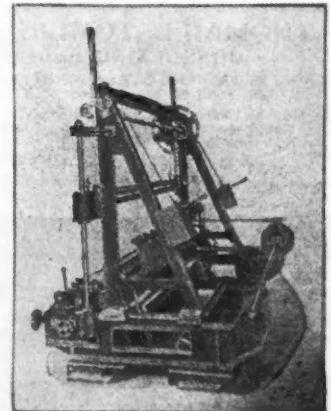
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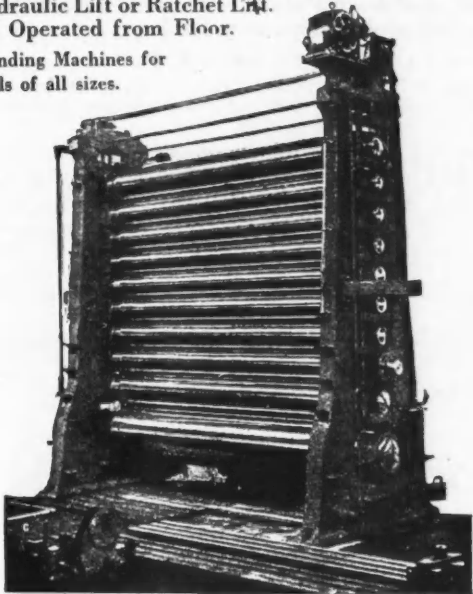
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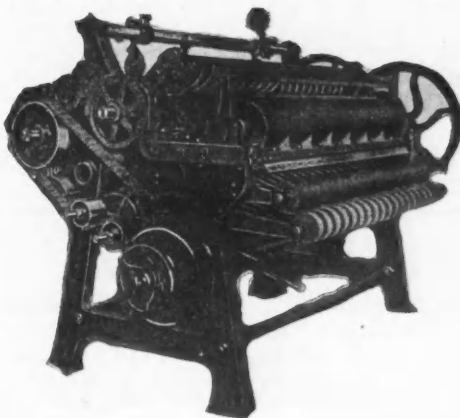
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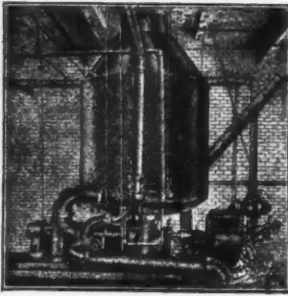
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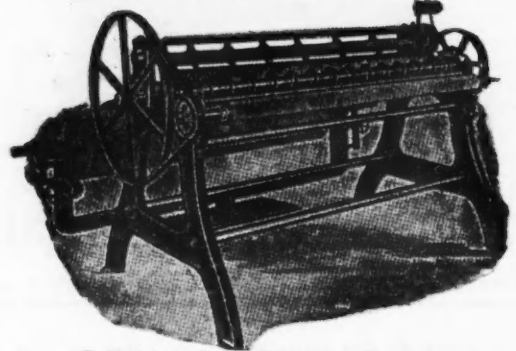
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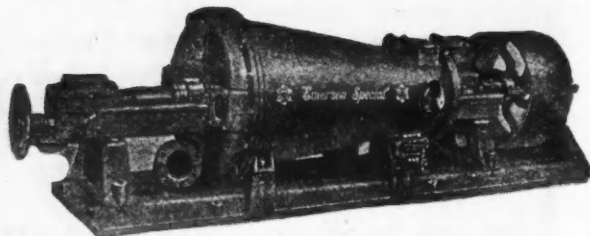
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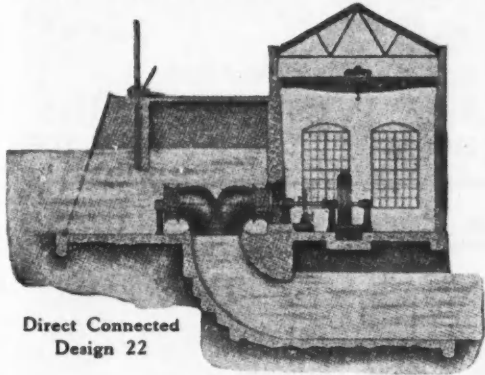
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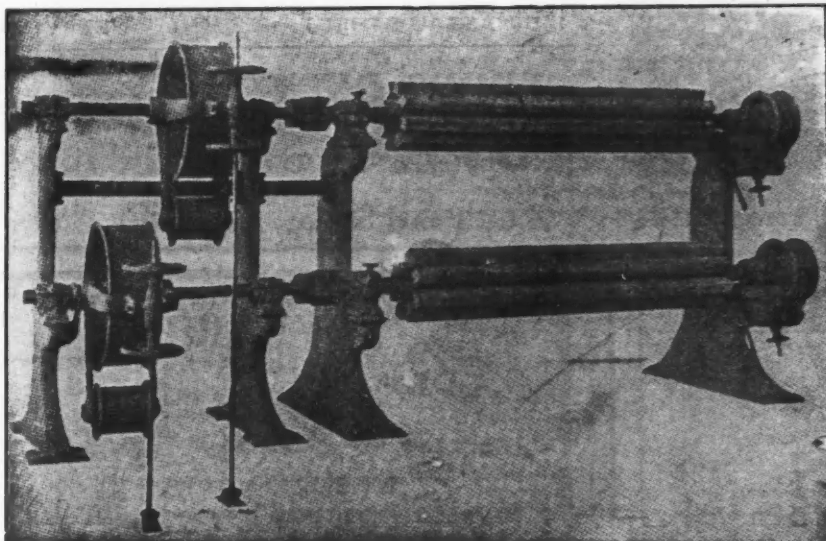
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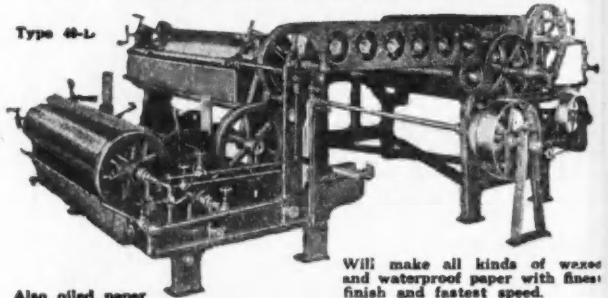
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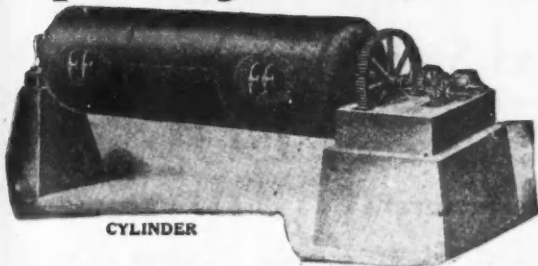
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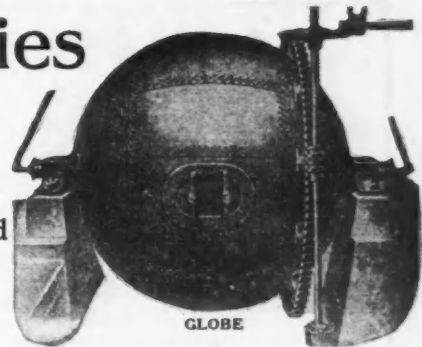
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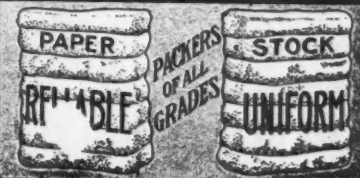
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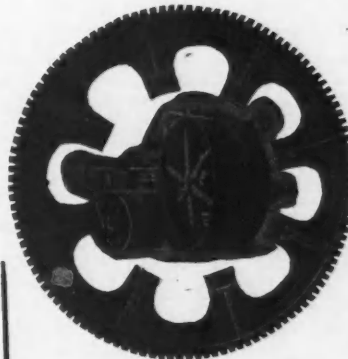
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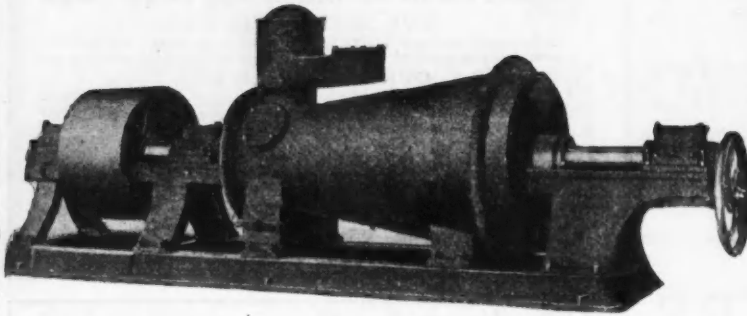
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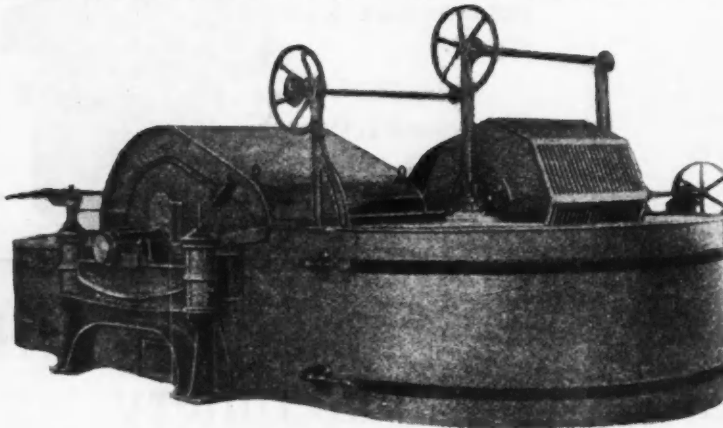
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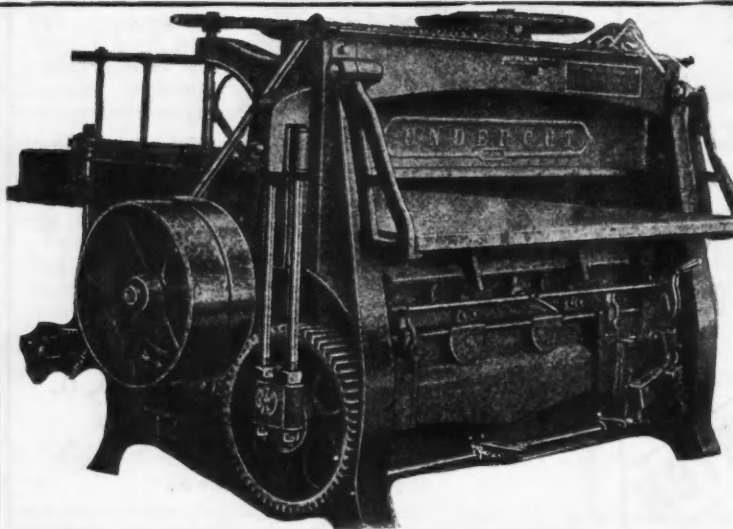
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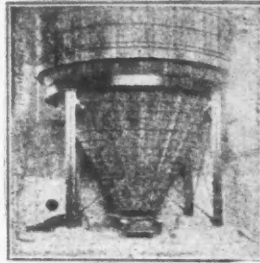
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