

71-7

PAPER TRADE JOURNAL

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ESTABLISHED IN 1872

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NEW YORK AND CHICAGO, AUGUST 12, 1920

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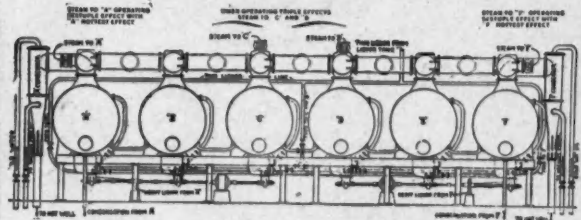


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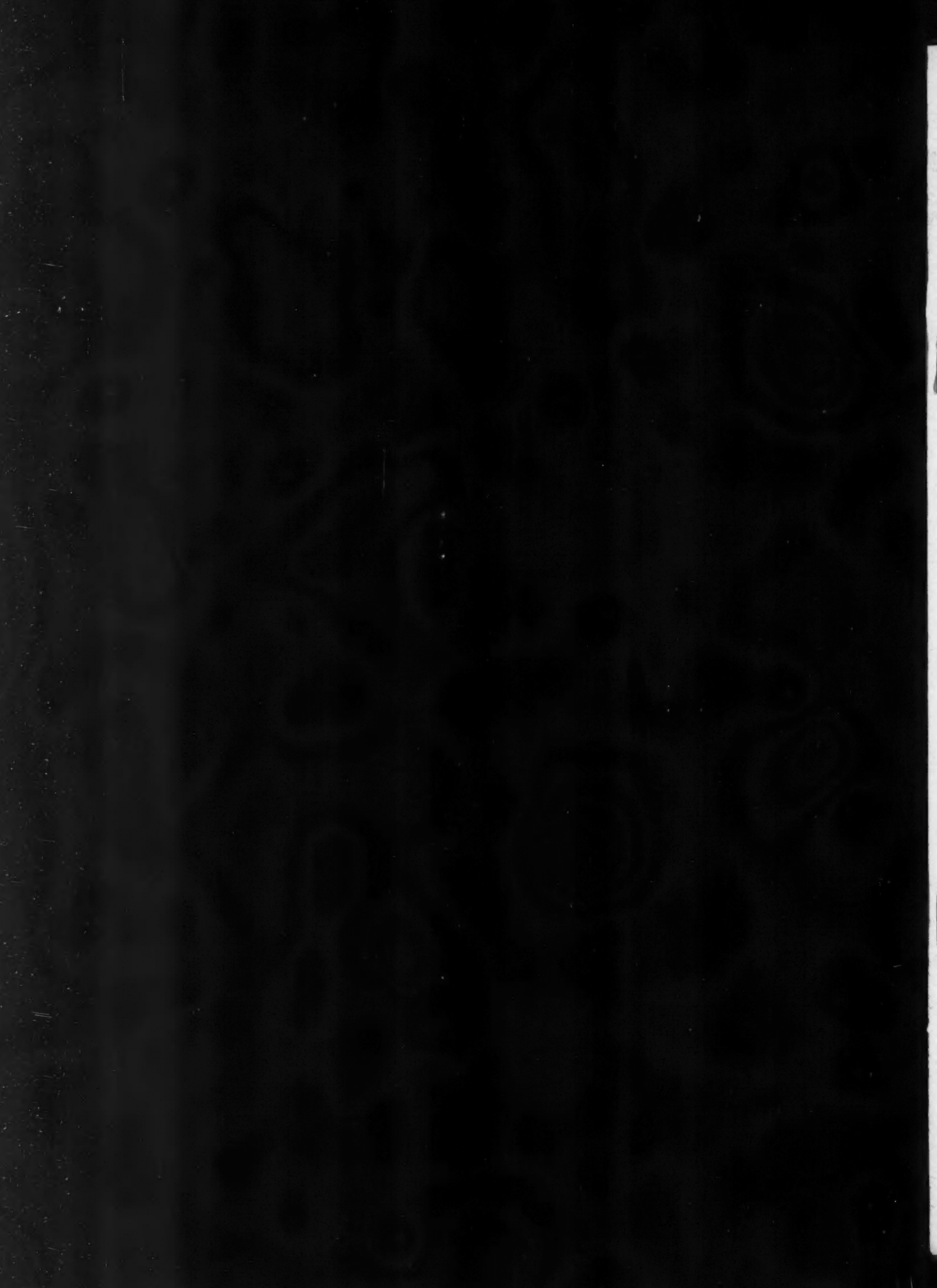
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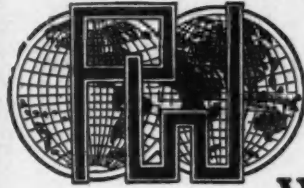
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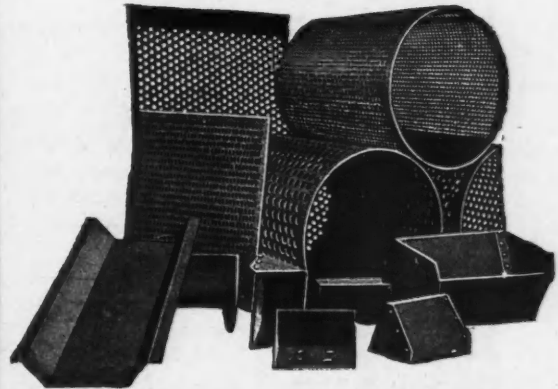
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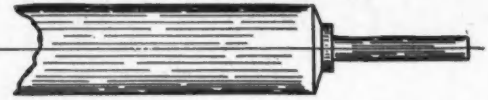
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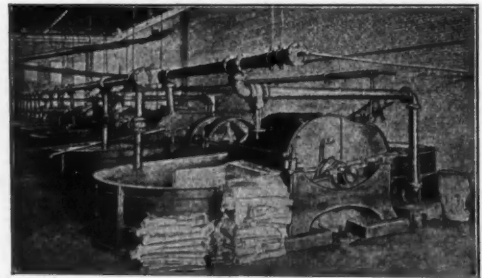
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<p>PAPER</p> <table border="0"> <tr><td>News</td><td>Bond</td><td>Kraft</td></tr> <tr><td>Book</td><td>Litho</td><td>Manila</td></tr> <tr><td>Writing</td><td>Label</td><td>Fibre</td></tr> <tr><td>Coated</td><td>Music</td><td>Lining</td></tr> <tr><td>Ledger</td><td>Embossed</td><td>Cardboard</td></tr> </table> <p>TISSUES</p> <table border="0"> <tr><td>Interleaving</td><td>Pattern</td><td>Manila</td></tr> <tr><td>Carbon</td><td>White</td><td>Colors</td></tr> </table> <p>SPECIALTIES in Embossing and Hanging Stocks for Wall Paper Manufacturers</p> <p>MILL SUPPLIES Foreign and Domestic</p> <table border="0"> <tr><td>New Cuttings</td><td>Bagging</td></tr> <tr><td>Old Rags</td><td>Cotton Waste</td></tr> <tr><td>Wood Pulp</td><td>Paper Stock</td></tr> <tr><td>Jute Waste</td><td>Animal Sizing</td></tr> <tr><td>Flax Waste</td><td>Gunny Bagging</td></tr> <tr><td>Old Rope</td><td>Fibres</td></tr> </table>	News	Bond	Kraft	Book	Litho	Manila	Writing	Label	Fibre	Coated	Music	Lining	Ledger	Embossed	Cardboard	Interleaving	Pattern	Manila	Carbon	White	Colors	New Cuttings	Bagging	Old Rags	Cotton Waste	Wood Pulp	Paper Stock	Jute Waste	Animal Sizing	Flax Waste	Gunny Bagging	Old Rope	Fibres	<h1 style="font-size: 4em; margin: 0;">PAPER</h1>	<p>FOREIGN BRANCHES</p> <p>Lima, Peru Barranquilla, Colombia Guayaquil, Ecuador Caracas, Venezuela Santiago, Chile Para, Brazil Rio de Janeiro, Brazil Ciudad de Guatemala, Guatemala Habana, Cuba Santo Domingo, R. D. Mayaguez, Porto Rico San Juan, Porto Rico Buenos Aires, Argentina Port au Prince, Haiti La Paz, Bolivia Bombay, India Paris London</p>
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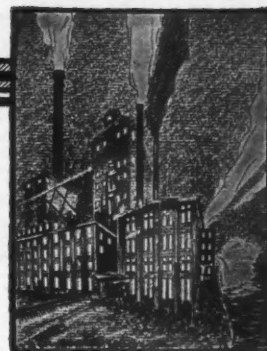
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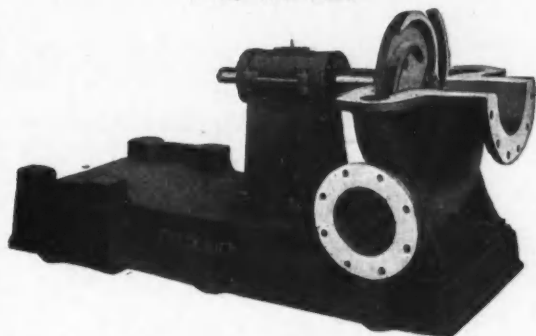
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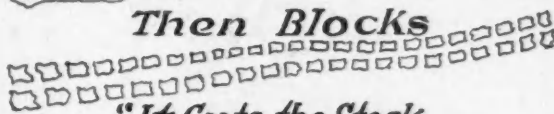
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GOVERNMENT IS TO CONTINUE TO BUY PAPER IN OPEN MARKET

Present Six Months' Contract Is Up September 1, When All the Paper Used by the Government Printing Office Will Be Purchased on the Open Market—Because of Trouble in Securing Supplies Government Printing Office Has Issued Orders Limiting Number of Copies and Pages of Campaign Speeches Members of Congress Desire to Use in Political Work This Fall.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., Aug. 11, 1920.—Announcement has been made by the Joint Congressional Committee on Printing that the Government Printing Office will continue to purchase paper on the open market.

The annual paper contracts are made on March 1 by the Printing Office but this year, owing to the high price of paper, the Joint Committee made contracts for six months only. The contract period is up on September 1, when all of the paper used by the Big Printing Office will be purchased on the open market.

Limit Campaign Speeches

Because of the trouble that the Government Printing Office is having in securing newsprint and other paper, the Joint Congressional Committee on Printing has issued an order that limits to 25,000 copies any sixteen-page campaign speech which members of Congress desire to use in their political work this fall.

In years gone by, when there was no paper shortage and prices were lower, it was not at all uncommon for an order to go through for a half or even a million copies of a speech. The cost of turning out these speeches has very materially increased, along with everything else and the actual cost has to be paid by the Members of Congress themselves. For instance the wages at the Government Printing Office have been increased about \$2,000,000 during the past couple of years, along with the increased cost of paper, and all other materials that go into the printing of these speeches.

Officials of the Joint Committee on Printing are making every effort to keep down the demands of the various government departments for printing. Many government publications have already been suspended and many more will probably have to be suspended if the present paper shortage continues at the Printing Office.

Chief Forester Goes to Alaska

Col. W. B. Greeley, chief, forester, has gone to Alaska on an inspection trip. In addition to looking over the forests there for timber he will pay especial attention, it is understood, to the pulp wood situation, inasmuch as the Forest Service is very much interested in the development of pulp mills in that section of the country, believing that the solution of the high cost of pulp for paper making rests largely in Alaska.

To Export Paper Under Webb Law

The Mississippi Valley Trading & Navigation Company at St. Louis, Mo., have filed papers with the Federal Trade Commission in compliance with the Webb Export law. The papers state that the company has been established to export paper, etc. The papers state that Frank C. Rand is president, J. F. O'Neil, vice-president, A. C. Lueking, treasurer, and T. W. Van Schoiack, secretary, all of St. Louis.

Uncertainty in Norwegian Lumber Industry

The uncertainty prevailing in the Norwegian timber industry is shown by the fact that but one-third the normal number of logs were floated down on the rivers this spring from the logging camps, according to a report to the Bureau of Foreign & Domestic Commerce.

Several large lumber producers, says the report, have been compelled to notify customers that only the minimum contract requirements can be delivered. On account of the high price of Norwegian lumber the largest paper mill in Norway has found it profitable to import Finnish timber for paper making. The timber exporters fear that they will lose much business to Finland and Russia, both of these countries having large stocks on hand ready for shipment to the European markets. When the movement of timber from Finland and Russia starts, the report points out, it is practically certain that prices will decrease.

Want Rate on Pulpwood Reduced

The Canadian Pacific Railway, the Quebec Central Railway Company, and the Grand Trunk System, have filed petitions with the Interstate Commerce Commission asking to reduce rates on pulpwood in carloads from points in Canada to Albany, N. Y. The commission has approved the reduction.

Newton Falls Co. Floats Bond Issue

[FROM OUR REGULAR CORRESPONDENT.]

WATERTOWN, N. Y., August 9, 1920.—A bond issue of \$1,650,000 is being floated by the Newton Falls Development Company, Inc., it became known here today upon receipt of information that a mortgage for that amount had just been filed in the office of the County Clerk of St. Lawrence County at Canton. The mortgage tax fee amounted to \$8,250.

When the Newton Falls Paper Company was purchased by the McGraw-Hill Company and the United Publishers Company of New York City, the Newton Falls Development Company, Inc., was organized to handle the deal. The bonds now issued are for the purpose of paying for part of the stock bought at that time.

The Jefferson County National Bank is made trustee for the bond holders and the mortgage is issued to that institution.

Information was received today from Albany to the effect that notice has just been filed in the office of the Secretary of State that from now on the Newton Falls Development Company, Inc., will be known as the Newton Falls Paper Company. The development company was organized and filed its certificate of incorporation on June 1, 1920. The stockholders have since held a meeting and changed the name. The officers of the company were Leonard D. Baldwin, president, and Howard A. Fluckiger, secretary.

The officers of the Newton Falls Paper Company are: Frank L. Moore, president; F. T. Helmer, treasurer; H. D. Eliason, secretary.

Extensive improvements at the plant at Newton Falls are now being carried out, including the erection of a modern concrete and steel mill.

Continental Mills Buys York Haven Co.

The Continental Paper and Bag Mills has recently acquired the stock capital of the York Haven Paper Company of York Haven, Pa.

The mill will remain under the able management of President Henry W. Stokes, and will continue to manufacture the highly reputed grades of water finish and sulphite fibres it has been making these many years.

The capacity of the mill is 10 tons of mechanical pulp, 55 tons of sulphite pulp, 60 tons of wrapping paper.

The Continental Paper and Bag Mills considers the purchase of this property a very valuable acquisition, rounding out as it does the large assortment of papers made at its other mills at Oconto Falls, Wis.; Marinette, Wis.; Menominee, Mich.; Ashland, New Hamp.; Watertown, N. Y.; Greenwich, N. Y.

Besides these properties making kraft, manila and fibre papers, tissues and toilet papers from its own raw materials, it owns one of the largest bag manufacturing plants in the world at Rumford, Maine.

CALLS MEETING TO DISCUSS PRICE DECLINE GUARANTEE

Federal Trade Commission Sends Out Questionnaire Asking for Discussion of Price Decline—National Association and Others Also Take Referenda of Members—Will Issue Digest of Replies Received Before September 1 and Sets October 5 at 11 A. M. as Time for Holding a Trade Practice Submittal at the Commission's Headquarters at Washington—What Paper Concerns Say.

The following in part is a letter which the Federal Trade Commissioner has sent out inviting interested persons to a conference on the question of "Guarantee Against Decline in Price," to be held in Washington October 5th:

"Under date of December 26, 1919, the Federal Trade Commission sent out a questionnaire asking for a discussion of the question of Guarantee Against Decline in Price which had been the subject of a great many complaints before the Commission.

"Through the generous co-operation of the various trade associations and of individuals in a wide range of industries, a gratifying volume of responses has been received.

"These have been condensed as much as possible while preserving the spirit of the writer in each case. National Associations and others have likewise taken referenda of their members. It is not unlikely that a further number of replies, the preparation of which may have been delayed for one cause or another, will be in the Commission's hands in time for compilation before the trade practice submittal itself is held by the Commission, but it is doubtful whether replies received later than September 1, can be included in a later digest.

"The Commission has set down October 5 at 11 o'clock a. m. as the time for holding a trade practice submittal on the subject of guarantee against decline, the meeting to be held in the offices of the Commission at Washington, D. C.

"It may be well to explain somewhat in detail the nature of the proceeding which is called a trade practice submittal. When complaints come to the Commission alleging unfair methods of competition in commerce, the ordinary proceeding is for the Commission to receive such an application for complaint, make a preliminary ex parte examination and if such preliminary examination seems to establish a prima facie case of unfair practices, to issue a formal written complaint. PROVIDED, of course, it is found that the public interest is involved.

"It should be understood that a formal complaint issued by the Commission is not a judgment by the Commission but simply a declaration that a further and formal proceeding is deemed to be in the public interest.

"In certain circumstances, as for example, when an unusually large number of complaints relating to a single industry are received within a short space of time, or when an industry itself seems to be perturbed over practices which are going on and which, if eliminated would leave the industry more free to discharge its duty of service to the public, or when (as in this instance) a practice complained of is general in several industries, a trade practice submittal may be used by the Commission as a more speedy means towards solution.

"This trade practice submittal consists of an invitation, which is in no sense a summons, for a whole industry (or group) to meet together in the presence of the Commission and discuss the merits and demerits of practices which have been complained of to the Commission and any other practices which may properly be brought to the attention of the meeting.

"At the end of the discussion, each of the practices which have been examined are taken up separately, are submitted for an ex-

pression of opinions as to their fairness or unfairness. The Commission does not participate in the meeting except to ask questions which will tend to bring the whole matter clearly into the record.

"If the practically unanimous opinion of the representatives of the business world condemns a given practice, the Commission receives that expression of the industry as being founded on expert knowledge and business experience with respect to the condemned practices, and likewise the sanctioning of a practice by the industry, even though the propriety of that practice has been questioned by application for the issuance of a complaint, is similarly regarded as being the expression of industry based upon experience and business judgment.

"Such a practically unanimous expression on the part of a representative body of an industry is given great weight by the Commission in considering such practices. It should be understood that it represents no decision or judgment on the part of the Commission and is in no sense binding upon any one not present at the meeting. Nor indeed is it binding upon any one who is present at the meeting but who dissents from the majority opinion. The effect is that the weight of opinion of the industry has been communicated to the Commission and that thereafter the Commission will feel it to be its duty in case complaints are made to it of a continuance of the condemned practices, to issue its formal complaint, after inquiry and the public interest determined, in order that by means of a formal and orderly proceeding with an opportunity for subsequent court review, the judgment of the meeting may be subjected to the final test of the courts. Also in case of a division of opinion on any given practice, the Commission considers the question to be so much in doubt that it should be left entirely open to be challenged, if any one desires to challenge it, and made the subject of a more formal proceeding."

What Paper Firms Say About Guaranteed Prices

In connection with its investigation in guaranteeing against price decline, the Federal Trade Commission sent out several thousands of questionnaires to the various industries, asking their opinions on this subject. In connection with the paper industry the following are typical answers which have been received:

The Hammersley Manufacturing Company of New York says: "Where manufacturer grants such concession he makes arrangement for his protection. Eliminates all disputes following sales."

Schmidt & Ault Paper Company of York, Pa., says: "Guarantee insures manufacturer maximum production, lessens his need for warehouse facilities, and gives labor steady employment at uniform wages. Have not adopted such policy, but believe proper practice for those who desire to resort to it. Aids small manufacturer with restricted warehouse space to operate plant efficiently."

Writing Paper Manufacturers' Association, of New York City. Henry A. Wise, attorney for the Writing, Cover, Book, and Tissue Paper Manufacturers' Associations, submitted printed brief, dated March 15, 1920. His argument has been summarized as follows:

"Such practice does not prevent all purchasers from securing same privilege, and even though guarantee is extended by some manufacturers and not by others, it would result in monopoly. Any benefit accruing to party giving guarantee is the natural result of better business judgment. If seller willing to assume risk practice does not adversely affect the public; in fact, consumer gets goods at lower prices. So-called guarantee against price decline is really a guarantee that prices will not go up. The argument that guarantees establish more or less inflexible prices is not borne out by trend of prices in guaranteed commodities, which move upward and downward. The belief that such practice inures to the benefit of concerns with large capital ought not to be argument against the practice, as the law does not contemplate the view that size, unless demonstrably monopolistic, is unlawful. Congress has never legislated against business establishments because of their size and

(Continued on page 68)

NORTHERN PESHTIGO PULP CO. TO BUILD PLANT AT LAKEWOOD

Will Include Ground Wood Mill, Sulphite Mill, and Two Machine Paper Mill—New Concern Is Headed by J. E. Griffin, Green Bay, President, and Is Incorporated for \$1,000,000—Consolidated Water Power & Paper Company Making Various Improvements to Its Mill—Grand Rapids, Wis., Hereafter To Be Known as Wisconsin Rapids—Loses Raft of Pulpwood in Lake Superior.

[FROM OUR REGULAR CORRESPONDENT.]

APPLETON, Wis., August 10, 1920.—Construction of a \$1,000,000 paper plant at Lakewood, a small station in northeastern Wisconsin, by the newly organized Northern Peshtigo Pulp Company, incorporated for \$1,000,000, is to be started this week. The plant will include a ground wood mill, sulphite mill and two machine paper mill. It is expected to have the ground wood mill in operation before next spring.

At the same time work will be started on an immense hydraulic power station at Cauldron Falls on the Peshtigo River where the Northern Peshtigo Power Company, a subsidiary concern, hopes to develop 10,000 horsepower. The power possibilities of Cauldron Falls are said to be the best on the Peshtigo River. The power company is also incorporated for \$1,000,000.

Green Bay, Peshtigo and Oconto capital make up the new concerns. The officers are J. E. Griffin, Green Bay, president; A. T. Pamperin, Oconto, vice-president; T. A. Pamperin, Oconto, secretary; V. G. Kelleher, Oconto, treasurer. The company has opened offices in Green Bay and is preparing for a brief stock selling campaign.

Plans for the ground wood mill were completed about a week ago. The mill will be equipped with five grinders at the start and provision will be made for installation of others when conditions warrant. Work on the sulphite mill will be deferred until the ground wood mill is nearly finished. Plans for that structure have not been completed, but it is expected to erect a mill of about 60 tons capacity.

Combination machines are to be installed in the paper mill, but the designs have not been worked out. It was originally planned to make lightweight papers but this has not been definitely determined. Work on the plant will probably not be started for another year, at least not until after the ground wood and sulphite mills are finished and in operation.

More than enough power to drive the entire plant will be generated at Cauldron Falls, company officials aver. They expect to sell their surplus power to other industries in the vicinity. The power plant will be located about fifteen miles from the paper mill. An eight-foot concrete dam is to be built, plans for which have been completed. Surveyors have been at work on both the power and mill sites for several weeks.

Development of the Peshtigo River region for paper industries is progressing rapidly. The river has several splendid power sites and runs through territory not far removed from the pulpwood forests of northern Michigan.

The Peshtigo Pulp and Paper Company was the first to utilize Peshtigo River power and its new paper mill is now in operation. Production has been increased to about 12 tons of light weight papers a day. The plant started off without a hitch and the machinery is now running at nearly top speed.

Power is now supplied by a public utility company, but work has been started on a hydraulic station at Potato Rapids, where also a sulphite mill is being erected by the Peshtigo Fiber Company. This plant is progressing favorably and will be in operation before many more months shall have passed along.

Consolidated Paper Co. Improvements

Work on the high tension line constructed by the Consolidated Water Power and Paper Company between Grand Rapids and Biron is being pushed so that it can be in operation by October 1. The line was started several months ago, but inability to obtain material delayed the work very materially. When the line is finished the three mills at Grand Rapids, Biron and Stevens Point will be electrically connected, making interchange of power possible.

The Consolidated Company is also installing a sprinkler system in its Stevens Point mill and is erecting a water tank, about 125 feet high, to take care of the system.

Parts of a new cylinder paper machine, ordered for the Stevens Point mill early last spring, are now arriving and installation will be started soon. When the work is completed the plant will be equipped with two Yankee Fourdriniers and one cylinder machine. It was said the working force will be increased by fifty men when the third machine is in operation. The Consolidated Company has also completed drilling a well, 104 feet deep, which will assure a plentiful supply of fresh water in the Stevens Point mill. Water will be forced into the mains by an electric pump.

To Be Known as Wisconsin Rapids

The paper industry will be interested in the decision of the Common Council of Grand Rapids to change the name of the city to "Wisconsin Rapids," the change to become effective immediately. The city has long been seriously inconvenienced because freight and mail, consigned to the Wisconsin city, has been sent to Grand Rapids, Mich., and Grand Rapids, Minn. The Consolidated Company has been one of the biggest sufferers because of the duplication of names.

Forest Laboratory Experiments

Experiments conducted by the Forest Products Laboratory of the University of Wisconsin have shown that wood pulp infected with mold and fungi is far inferior to clean ground wood pulp for paper making. It was found that infected pulpwood yielded 10 per cent less finished paper than the clean pulp.

It was also found that the infected pulp produced a very dirty sheet; required more sizing than clean pulp, and it stuck to the press and couch rolls. Trouble was also caused from excessive foaming.

Another difficulty encountered was from the extreme freeness of the infected pulp, making it hard to carry the necessary amount of water on the paper machine to secure a good formation in the finished paper.

Raft of Pulpwood Lost

Another raft of pulpwood was lost by the Pulpwood Company of Appleton when a storm on Lake Superior separated a raft containing about 4,000 cords of wood from the Canadian tug, James Whalen. About 1,500 cords, valued at \$15,000, was lost and the remainder was picked up again and towed to Ashland. No effort will be made at this time to locate the missing wood, which probably is scattered over a wide stretch of water. Much of it will eventually be salvaged when it comes to shore.

The Pulpwood Company is now completing the salvage of a raft of 8,000 cords lost in a storm on Lake Superior last September. About 3,000 cords has been saved and it is said that portion of the raft is now worth as much as the entire consignment a year ago.

Paper Man Honored

Judson G. Rosebush, president of the Patten Paper Company, Appleton; F. J. Sensenbrenner, vice-president of the Kimberly-Clark Company, Neenah, and G. D. Jones, secretary of the Wausau Sulphate Company of Wausau, were appointed members of the board of trustees of an organization which plans to build a memorial building at Madison to honor the memory of University of Wisconsin men and women in the world war. It is planned to conduct a nation-wide campaign for funds among graduates of the University.

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PAPER PRICES ADVANCING IN PHILADELPHIA MARKET

Demand For Most Varieties of Paper Also Is More Active Than It Has Been—Size of Orders It Is Believed Shows Confidence in the Future—Allen E. Whiting, President of the Philadelphia Paper Trade Association, Does Not Believe That the Peak of Prices Has Yet Been Reached—W. Allen Lindsay at Luncheon of the Fine Paper Division Shows Why Prices Are High.

[FROM OUR REGULAR CORRESPONDENT.]

PHILADELPHIA, August 10, 1920.—Active movement of prices, upwards, of mill shipments inward and of paper stock supplies outward were the characteristics of the first full week of August, unprecedented for general activities in the trade and only approached by the corresponding period of just a year ago. Prophets, of a month or two back, of "peak prices" have been dumfounded; decided advances were made during the week and belief is general that they but forecast still others to come. Despite the rising market and freer supplies which came in, to some extent in amounts which could not conveniently be handled through the liberation of shipments long held up on congested railroad lines, demand continued with but little abatement from that of June and July. Printers and publishers seem to be passing out of the period of quiet they suffered some weeks back. Certainly their requirements showed during the week a perceptible improvement. Demand from commercial and industrial consumers has taken a fresh start with the recovery from the fear held some weeks ago when there was a decided falling off in the textile business. Size of orders shows confidence in the future and belief that to wait not only means probability of disappointment but higher prices as well.

The most striking advance of the week was in Hammermill bond which went up to 24¼ cents by the ream, an increase of about 1½ cents. Canary writing now exceedingly scarce made a further advance of from 2 to 3 cents. Sulphite bonds advanced an average of 10 per cent and are selling around 24 cents. Blottings, index Bristols, many lines of machine finished and supers, and coated papers advanced an average of 10 per cent as well.

Mr. Whiting's Views on the Situation

Said President Allen E. Whiting of the Philadelphia Paper Trade Association, "I certainly was not among those who some weeks back believed that the peak of prices had been reached. Nor do I now think we are at the top. I do not believe that anyone can set down to a certainty just how far prices will go this Fall and Winter. If they keep on going as they have been—well I presume we shall be able to meet the conditions then as we have all along."

President Whiting returned during the week from a trip through the Holyoke mill district. He said that mill owners were apparently making every possible effort to increase production but that there were obstacles to be overcome which those not acquainted by actual contact could not understand. He was much impressed by the fact that during the course of his trip all the mills suffered the annual but unavoidable shut down of four days during which all the water is drawn from the canals that annual repairs may be made. Though the idleness he believes is unavoidable there was impressed upon him the fact that it meant between 1,500 and 1,800 tons less of paper for a market which is suffering from a dearth.

Why Paper Prices Are High

An insight into the reasons why paper prices are so high was given by W. Allen Lindsay of the Keystone Mill to the members of the Fine Paper Division of the Philadelphia Paper Trade As-

sociation, guests last Thursday of the Lindsay Brothers Company at luncheon at The Bourse. Though the paper salesmen had been hearing much in a statistical way of increased cost of raw materials and supplies, they were impressed as never before when Mr. Lindsay read the actual figures from the books of the company contrasting costs of four years back with those of today. There were gasps of astonishment as he told the story of an advance from 18 to 96 cents of machine felts; of 7½ cents to \$1.25 for dryer felts; of 23 to 85 cents for wires and so all along the line ranging in increases of from 100 to 600 per cent for many supplies and averaging for all between 200 and 250 per cent.

Paper Stock Situation Improved

Paper stock dealers were able during the week for the first time in months to get liberal shipments through to New England. The Pennsylvania Railroad was reported to be entirely open on its own lines and to be giving much improved services over connecting roads. The complete tie up of the Reading system was much relieved. Embargoes, however, continue to be enforced and without warning, making freight conditions still very unsatisfactory although much improved. Despite the freer shipments, mill demand continues firm and steady and prices are stoutly held for all grades. There were, however, no further advances from those recorded a week ago, but the market is of such character that before the day is out, there may come another raise. About the only thing certain in the paper stock market is that prices will not decline.

S. S. Garrett's Fire Loss

Loss sustained by Sylvester S. Garrett by fire at his wrapping paper and twine warehouse at Third and Spruce streets is roughly estimated at \$20,000 on merchandise and \$60,000 on the Garrett-owned buildings. Mr. Garrett immediately will either reconstruct or rebuild.

Thanks to the activities of the Insurance Patrol which salvaged much paper stock by liberal use of paper blankets, there is available much material required during the existing shortage. When repairs have been completed shortly Mr. Garrett proposes actively to push the sale of a line of wooden paper balers for which he has just taken the agency. He proposes to conduct a publicity campaign on the profit in sorting stock and of baling it in these days of scarcity and of high prices.

Agencies for Howard Bond

The Paper House of Pennsylvania has been given the agency together with the Garrett-Buchanan Company and Mathias & Freeman for the Howard Bond formerly carried by the defunct States Paper Company. It therefore will discontinue its own P. H. P. bond. Stock of the new Howard by September 1 is anticipated. The Stratford bond line made by the Strathmore Company will be discontinued and in its place will be handled the Alexis bond, made by the same company. This line will be carried not only in white but in smooth and linen finishes. President Norbert A. Considine and Publicity Manager Cobaugh having completed the personal distribution of the bookplate-inscribed sample books recently issued by the company, to consumers in Pennsylvania, distribution to the trade in New Jersey will be made during the remainder of this month. On the Pennsylvania tour, made by auto President Considine visited 57 towns as far west as Williamsport and south as Lancaster.

General Trade News

The Whiting-Patterson Company is co-operating with the American Writing Paper Company in the distribution of catchy and striking leaflets setting forth the particular claims to attention of the Bond d'Aigle in its five standardized and watermarked varieties. Next week the company will distribute to the trade samples of the Brown Company, Nibroc bond, an all sulphite paper of wide sales. To the sales force there has just been added

(Continued on page 60)

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Congress & Houston Streets, New York, N. Y.

The Kolb Carton Company, Inc.
146 Thompson Street, New York, N. Y.

Doscher-Tetamore Company, Inc.
Jamaica, L. I.

Hudson Falls Paper Company, Inc.
Hudson Falls, N. Y.

Berlin Veneer Works
Berlin, Maryland

Brooklyn Receiving Station, Morgan Ave. and Newtown Creek

JOHN WEIDMANN, Purchasing Agent

L. B. STEWARD, General Sales Mgr.

BIDS AND SPECIFICATIONS FOR GOVERNMENT PAPER

Purchasing Officer of the Government Printing Office Receives Bids for Various Varieties of Paper at Interesting Prices—Purchasing Officer of the Government Printing Office Announces that Bids Will Be Opened on Numerous Varieties of Paper August 13—Purchasing Officer of the Panama Canal Announces the Receipt of Bids for Paper—Other Bids and Awards.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., August 11, 1920.—The purchasing officer of the Government Printing Office has received the following bids for 20,400 lbs. (200 reams) of 21 x 31 102 pounds buff Bristol board:

Carter, Rice Company, at \$1.075 per pound; Thomas Barrett & Sons, at \$1.175; Whitaker Paper Company at \$1.075; R. P. Andrews Paper Company at \$1.159 and \$1.118; Dobler & Mudge at \$1.105; George W. Millar & Co. at 15 cents; D. L. Ward & Co. at \$.1223 and Graham Paper Company at \$.119.

2,400 lbs. (100 reams) of 17 x 22 24 pound fine white glazed bond paper: Whitaker Paper Company at \$4.79; Southworth Company at 52 cents; R. P. Andrews Paper Company at 48 cents, and Old Dominion Paper Company at \$.5998.

1,025 lbs. of 17 x 28, No. 16, light pink glazed bond paper: R. P. Andrews Paper Company at 32 cents; Old Dominion Paper Company at \$.3148.

910 lbs. of 22½ x 31¼ No. 24, parchment deed paper: Southworth Company at 60 cents; Parsons Trading Company at \$.484 and R. P. Andrews Paper Company at 55 cents.

The purchasing officer will open bids on August 13 for 2,000 pounds (100 reams) of 17 x 22 No. 20 white Declaration bond paper.

The purchasing officer of the Government Printing Office has received the following bids for 1,000,000 pounds of 24 x 36 32 pound white news print paper in 19 and 48 inch rolls: Dobler & Mudge at \$.1225 per lb.; Republic Bag and Paper Company at \$.1365; Whitaker Paper Company at \$.1325 and R. P. Andrews Paper Company at \$.13.

300 lbs. of 19 x 24 6 pound body Stereo tissue paper: Wilkinson Brothers at \$7.60 a ream; Dobler & Mudge at \$6.90 and Republic Bag and Paper Company at \$4.25.

5,750 lbs. (100 reams) of white commercial ledger paper: R. P. Andrews Paper Company 35 cents; Old Dominion Paper Company at \$.4889; Carew Manufacturing Company at 32 cents and American Writing Paper Co. at \$.3225.

17,500 lbs. of 21 x 32½ No. 48, blue commercial ledger paper: R. P. Andrews Paper Company at 36 cents; Old Dominion Paper Co. at \$.4998; Carew Manufacturing Company at 33 cents; and American Writing Paper Company at \$.3325.

Government Printing Office to Open Bids

The purchasing officer of the Government Printing Office will open the following paper bids on August 13:

47,100 pounds (300 reams) 41 x 52, single coated book paper.
1,750 pounds (10 reams) 22½ x 28½ Fawn Index Bristol Board.

The purchasing officer of the Government Printing Office will open bids on August 13 for 83,000 pounds of various sizes wood Manila paper. Bids will also be opened on the same date for 40,000 pounds of 22½ x 28½—75 pounds Manila board.

Bids will be opened on August 16 for 240,000 pounds of white writing paper in 9 and 21-inch rolls. On the same date bids will also be opened for 5,100 pounds (200 reams) of 23 x 32, No. 13, white writing paper.

The purchasing officer of the Government Printing Office will open the following paper bids on August 13:

36,500 pounds (500 reams) 32 x 48—73 pounds white S. & S. C. printing paper.

134,000 pounds (2,000 reams) 31¼ x 45½—67 pounds white printing paper.

288,000 pounds (3,000 reams) 38 x 48—96 pounds white printing paper.

16,200 pounds (200 reams) 32 x 48—81 pounds white printing paper.

600,000 pounds 25 x 38—50 pounds white printing paper.

77,000 pounds (500 reams) 38 x 48—154 pounds halftone printing paper.

Bids for Panama Canal

The purchasing officer of the Panama Canal has received the following paper bids: 70 reams of heavy wrapping paper. Osburn Paper Company, at \$1,501.

24 reams (11,520 sheets) of 24 x 36—60 pounds heavy wrapping paper: Old Dominion Paper, at \$285.13, and Osburn Paper Company, at \$273.50.

100 cases of toilet tissue paper: George W. Millar & Co., at \$2,800, and Osburn Paper Company, at \$2,850.

20 reams (10,000 sheets) 28 x 34, No. 28, white ledger paper; Dobler & Mudge, at \$738.40; Osburn Paper Company, at \$616; Whiting-Patterson Company, at \$639; R. P. Andrews Paper Company, at \$715; and Old Dominion Paper Company, at \$736.98.

40 reams (20,000 sheets) 22½ x 28½—110 pounds Canary Index Bristol board: Dobler & Mudge, at \$1,704.80; Old Dominion Paper Company, at \$1,710.80; Osburn Paper Company, at \$1,848; Whiting-Patterson Company, at \$1,656; and R. P. Andrews Paper Company, at \$1,758.

500,000 14 x 14, plain white crepe paper napkins: George W. Millar & Co., at \$1,000; Republic Bag and Paper Company, at \$1,000; Universal Trading Company, at \$1,620; R. P. Andrews Paper Company, at \$1,595; and Old Dominion Paper Company, at \$985 and \$1,045.

Panama Canal Awards

Dobler & Mudge have been awarded the contract by the purchasing officer of the Panama Canal for furnishing 40 reams (20,000 sheets) of 22½x28½—110 Canary Index Bristol board at \$1,704.80.

The Old Dominion Paper Company will furnish 500,000 14x14-inch plain white crepe paper napkins at \$985. Bids for these items were opened on August 2.

Patent on Parchment Paper

Dr. Paul Hoering, of Berlin, has obtained a patent on making paper similar to parchment. The invention is merely the use of reed or rush, called Rohrkolbenschild in German.

This is the recipe and procedure: Cut the leaves and stems into pieces about 3 cm. long and boil them three hours under a pressure of 8 atmospheres in a two per cent solution of soda. The stock consists of bast fibers and parenchymous cells in a swollen condition. Wash it thoroughly and use it without any sizing, or without any other chemical treatment or without any grinding. The paper produced is transparent and of a brownish yellow color.

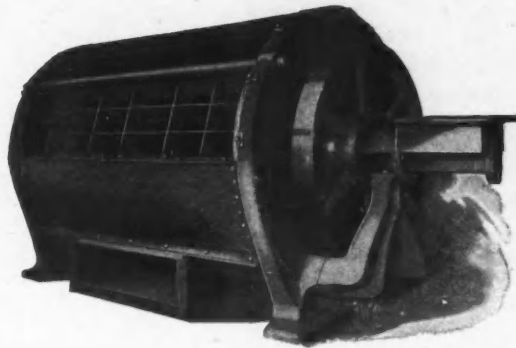
If you want a lighter color you may bleach the stock after washing. The stock may be bleached with chloride of lime or any other bleaching substance. Bleaching will not affect the other qualities of the paper. Its color will be a very light yellow, bordering on white.

As to dissolving the leaves and stems there is a rather wide field for discretionary procedure. Temperature, pressure and percentage of the lye are to be regulated according to results obtained by experiments, as there are many varieties of reeds and rushes.

“IMPCO” TAILING SCREENER

FOR SCREENING GROUND WOOD TAILINGS

Very Low
Power
and
Upkeep Expense



Delivers
Rejections Free
from Good
Stock

ANOTHER UNIT OF OUR CLOSED SYSTEM FOR PULP SCREENING

WRITE FOR FULL DETAILS

CORRESPONDENCE A PLEASURE

IMPROVED PAPER MACHINERY CO. **Nashua, N. H.**
SHERBROOKE MACHINERY CO., LIMITED, SHERBROOKE, CANADA

The Sandy Hill Iron & Brass Works

Hudson Falls, N. Y.

Manufacturers of

Paper and Pulp Mill Machinery

INQUIRIES IN TORONTO FALLING OFF SOMEWHAT

Mills, However, Are Still Far Behind in the Matter of Deliveries—Coating Plants Are Greatly Handicapped Because of the Inability to Secure Raw Material—Raise in Freight Rates Which Will Probably Go Into Effect Shortly in Canada, Will, It Is Expected, Cause Another Increase in Paper Prices—Ground Wood Is Scarce and Exceptionally High Prices Are Being Paid for Spot Supplies.

[FROM OUR REGULAR CORRESPONDENT.]

TORONTO, Ont., August 9, 1920.—There is no material change in the general paper situation except that the number of inquiries are falling off. The mills are still very far behind in the matter of deliveries, and those plants which make specialties are running from two to four months in arrears. Wrapping paper is strong in demand and manila is very scarce. The coated paper plants, which were operating two shifts, have all slowed down to one, owing to the absence of stock. One local plant was shut down several days last week by reason of the non-arrival of supplies. Board mills have announced that the prices which prevailed during July will be continued another month but it is rumored that a ten per cent advance will take place on September deliveries. Paper box factories are rushed with work and complain bitterly of the shortage of girl help. Stocks in warehouses are getting lower all the while and in certain lines of book papers there is a great dearth. Jobbers are scouring the country and report that supplies cannot be obtained at any figure.

The raise in freight rates, which it is expected will shortly go into effect on Canadian railways, will, it is expected, result in another advance on all lines of paper to the consumer. Prices on all ranges have held firm during the past few days and for the first time in some weeks, there has been no alteration in quotations.

Ground wood pulp is very scarce, and many complaints are heard regarding the inability of the railways to handle shipments of pulpwood. The outlook for sufficient pulpwood is rather uncertain owing to the labor situation and the tie-up in traffic at a number of points. The coal question is far from being reassuring and a number of mills have gone into the open market to purchase fuel in order to keep the equipment going and have been compelled to pay exorbitant prices. There is little or no change in the ground wood market and, for spot delivery, as high as \$150 and even \$160 is being paid, per ton. The general demand for chemical pulp continues brisk and quantities available are limited. Prices hold firm and remain unchanged.

There is a general air of listlessness around many of the paper offices and warehouses in Toronto owing to so many persons on the staffs being on holidays while those on the job have not a great deal to do due to the inability to get stock and the decision of several mills not to take any further orders. Importation of glassine, greaseproof, onion skin and other special lines of paper from the American mills are now coming through in much larger quantities than for several weeks past. Canadian mills making these lines are doing a big export trade and have business on hand for months ahead. The news print situation is more settled than it has been for some time so far as domestic supplies are concerned and prices are becoming more stabilized.

Advertising the Paper Package

At a recent meeting of the Toronto Carton Club, an excellent paper was read by J. B. Lawrason of the Lawrason-Doughty Company, paper box manufacturer, Toronto, on "The Advertising Value of Paper Packages." He dealt with the subject under various headings such as the scope of advertising, its advantages, its

pulling power, its design, its educational value and finally with standardization. He stated that manufacturers would find that the paper box would become more useful and a better paying proposition through elimination of what may be a good deal of duplication and waste. Should the time ever come when the rush of business eases off, if manufacturers kept in mind the all round advantages of the package to the prospective customer to create new business, they would get orders which would keep their factories busy instead of going out and cutting prices to get work. He believed that it would be well for the Toronto Carton Club to keep in mind some way of keeping the industry before the public in an effective and practical manner by exhibits of finished products, and actual operations of the goods being manufactured which would have an educative and fascinating value for the public.

Another Pulp Plant Projected

John Stirrett and Sons, of Port Arthur, have acquired twenty acres and buildings, formerly belonging to the Port Arthur Wagon and Implements, Limited, at a price of \$270,000 which they are paying the liquidators, the Toronto General Trust Co. and the Imperial Bank. Within sixty days, the new owners will have 125 men working at the plant which has been idle for some time. The owners also contemplate the establishment of a modern box factory to be operated in conjunction with their mill and also a pulp plant of fifty tons' capacity.

Recovery of Pulpwood Values

It is announced that Hon. W. E. Raney, attorney general for Ontario, has taken steps to institute an action in the courts against Walter H. Russell, lumberman, of Port Arthur, whose pulpwood operations on Crown lands in northern Ontario were the subject of a special interim report by the Commission of Messrs. Justices Riddell and Latchford who are making an inquiry for the Government into the administration of Crown lands. The action against Mr. Russell will have two phases, one dealing with the recovery of the value of pulpwood which the commissioners held was wrongfully taken, and the other seeking the cancellation of mining patents held by Mr. Russell. The Commissioners in their report pointed out that Russell, through dummies, had secured mining licenses and staked locations for the express purpose of stripping them of their pulpwood; also that he had taken pulpwood from Crown lands for which he had no license or permit at all. The value of the pulpwood taken, according to Mr. Raney, amounts to a large sum, and the Crown is seeking to force Russell to account for every cord of pulpwood wrongfully taken. It is also trying to regain possession of the mining locations staked out. At the present time the Government holds from 10,000 to 15,000 cords of pulpwood that was seized on Crown property after Russell's men had cut it.

Will Establish Pulp Department

It is understood that the Eastern Lands Department of the Canadian National Railways, which operates a saw mill and pulpwood roasting plant at Foleyet, Ont., is considering the advisability of erecting a sulphate mill of a hundred ton capacity in order to convert the large quantities of jack pine and spruce in that district into the finished product. Freight rates on export of the pulpwood have become so high by reason of the haul of four or five hundred miles distance to the border that shipping the wood is no longer profitable and further process of manufacture is the natural outcome.

Progress in Safety Movement

Safety work is making great progress in the plants of the Spanish River Pulp and Paper Mills at Sault Ste Marie, Espanola, and Sturgeon Falls. About a year ago a "No-Accident Week" campaign was conducted and there was only one mishap among the two thousand mill employees of the various plants. A "No-

(Continued on page 26)

Groundwood
Sulphite
Kraft Pulp
for prompt or later deliveries

Quotations furnished
against specific inquiries

M. GOTTESMAN & COMPANY

INCORPORATED

18 East 41st Street

NEW YORK, N. Y.

Established 1886

INQUIRIES IN TORONTO FALLING OFF SOMEWHAT

(Continued from page 24)

Accident Fortnight" will again be instituted among the plants from August 16th to 29th and large posters have been placed in conspicuous positions asking the co-operation and support of all hands in making the event a success.

Paper Company Extending Plant

Work has been started on the construction of a large addition to the plant of the Strathcona Paper Company, at Strathcona, Ont. at the head of which is W. J. Finlay. It is the intention to install a second machine for the production of sheathing paper. The mill has been rushed with orders for many months and enlargement is necessary to take care of the rapidly growing business. The present Fourdrinier is 84 inches wide and turns out about fifteen tons daily.

Personals and General Jottings

C. A. Morris, who has been town site manager of the Iroquois Abitibi Power and Paper Company at Iroquois Falls, Ont., has resigned and will open an office in Toronto as representative of the Rand Company, manufacturer of visible filing equipment. Mr. Morris has charge of the construction of houses, streets, sewers, etc., at Iroquois Falls and leaves behind him many friends in the pulp and paper town.

As part of the summer programme of the Department of Education for Ontario, a couple of hundred school teachers will this month visit the plant of the Abitibi Power and Paper Co. at Iroquois Falls, Ont., and will have an opportunity to broaden their outlook in regard to the vast resources of Northern Ontario. F. H. Anson, president of the Abitibi Co., and L. R. Wilson, secretary, recently paid a visit to the plant.

Henry Lacroix, an employee of the Spanish River Pulp and Paper Mills at Sturgeon Falls, Ont., recently left St. Joseph's hospital, Sudbury, having undergone one of the strangest experiences on record. In May last he fell in the mill race at the plant and met with severe injuries. When pulled out it was discovered that he had swallowed the four inch long curved stem of his pipe, and that it had passed into his stomach. The stem remained with him sometimes pressing against his heart and sometimes coming up to his throat. He asked that an operation be performed to remove it but the stem came out lately when he was coughing.

E. D. Casseday, general manager of the Barnett & McQueen Company, Fort William, who recently returned from Dayton, Ohio, says that his company has instructions to go ahead at once with the construction of the new pulp mill of the Fort William Pulp and Paper Company. The ground wood plant will be erected at first and will be followed by the sulphite plant and paper mill. The buildings will all be of concrete throughout and of the most modern type. It is understood that the new company has a contract for power with the Kaministiquia Power Co.

C. Hopstock, of Christiania, Norway, was recently in Toronto on his way to the West where he sails from Vancouver to Shanghai, China. There he will take charge of the indoor staff of the Chinese customs. He has held important mercantile positions in Norway and says that country is helping to supply the world shortage of newsprint by exporting large quantities of pulp and paper to England, France, the United States and other countries. American agents, he added, are coming to Norway and Sweden in large numbers bidding for supplies of news print. The industries of these countries are being developed through the use of electric power.

Good progress is being made on the addition to the paper plant of the Sturgeon Falls division of the Spanish River Pulp and Paper Mills, when the new 154 inch (trim) machine will be put in place. It is expected that the third Fourdrinier will be in operation by the first of the year when the output of news print will be increased from 75 tons daily to 135 tons.

F. C. Bagley of the Canadian Export Paper Company, Montreal, was in Toronto recently calling upon the trade.

L. H. Gardner, president of the Garden City Paper Mills Company, Merritton, Ont., returned from spending a pleasant vacation among the Thousand Islands.

C. Nelson Gain, of the Don Valley Paper Mills Company, Toronto, and wife have returned from spending a holiday at Big Bay Point, Ont., and East Aurora, N. Y.

Former Service Men Get Gold Watches

[FROM OUR REGULAR CORRESPONDENT.]

HOLYOKE, Mass., August 9, 1920.—An interesting ceremony took place in front of the No. 1 mill of the Strathmore Paper Company last Friday noon when President H. A. Moses of that company presented forty employees with gold watches who had served in the world war. At the same time a bronze memorial tablet on which the names of the men were engraved, was dedicated.

Previous to making the presentation President Moses briefly reviewed the work of the men from the Strathmore Paper Company in the late war. He paid especial tribute to the three who had died; one on the firing line and the other two in camps in this country. Lieut. George F. Watkins, 105th Infantry, 42d Division, better known as the Rainbow Division, was killed in action while leading his command in the battle of the Marne. For his unusual conduct and bravery in the face of the enemy fire, he was awarded the distinguished service cross.

The two men who did not reach the front were Private James Kennedy, of the 153d Depot Brigade, and Private William H. Messer, of Battery F, 1st Field Artillery, both dying in camps. On the tablet the names of the two men are marked with gold stars. Not all of the men whose names appear on the tablet are with the company at the present time. But all on the tablet were with the company at the outbreak of hostilities. Those who are not with the company will receive their watches by mail.

The presentation had been delayed until this late date in order that the men who were entitled to watches should be out of service. Stephen J. Langevin, who was a corporal in the army of occupation in Germany, received his discharge on July 5. With the 37 watches which were given at the Woronoco mill Thursday, a total of 78 watches have been presented to employees of the company. The watches were bought with money set aside when the company voted not to have a field day in October, 1918.

Papermakers' Exhibit at Holyoke

[FROM OUR REGULAR CORRESPONDENT.]

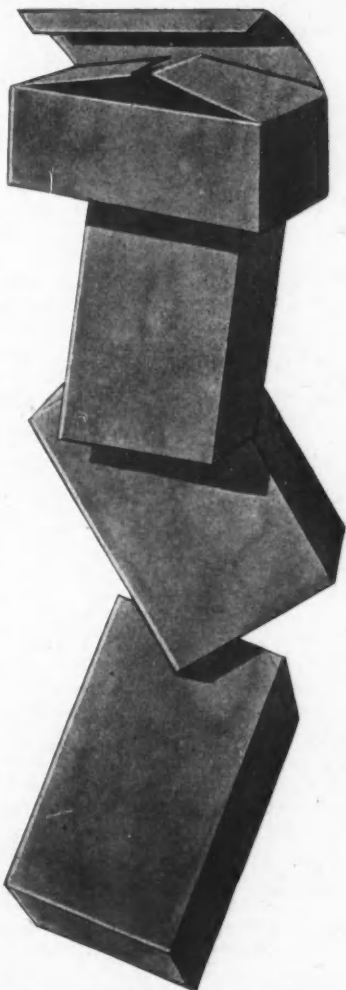
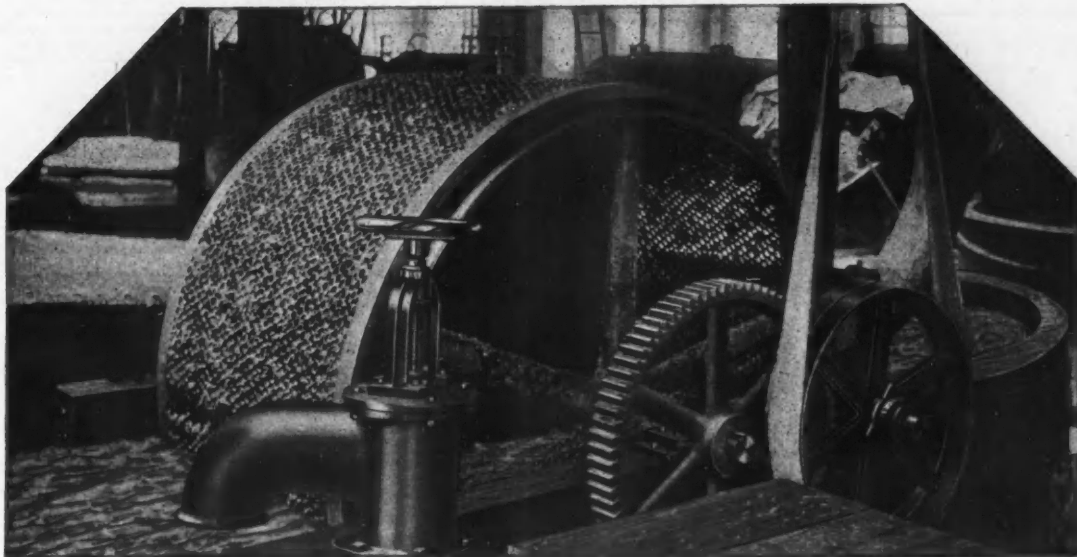
HOLYOKE, Mass., August 9, 1920.—The American Writing Paper Company has arranged for a papermaking exhibit to be given at the annual convention of the International Typographical Union at Albany, N. Y., the week of August 7-14. Fred C. Clark, director of the Company's department of technical control, will have charge.

This interesting exhibit will be displayed in the State Education Building, and will include miniature beaters, hand molds and raw materials, half-stuff, etc., which will show the various processes of manufacture to the finished product.

Mr. Clark will deliver a lecture on papermaking, to be illustrated with moving pictures and slides in the Chancellor's Hall, State Education Building, on the evening of August 11.

Dr. R. E. Rindfusz, assistant to the president, formerly in charge of the Chemical Section of the company's Department of Technical Control, will deliver a lecture on Thursday, August 12, on "The Value of Research in Industry."

Mr. Chas. E. Vautrain, of the A. W. P. Company's Department of Sales Promotion, will handle the company's exhibit of printing and advertising literature.



Guarantees Better Boxboard

The most important factor to be considered in adding paper mill equipment is *its effect on the quality of your product.*

Because the Bird Continuous Beater Attachment guarantees a cleaner, more uniform, higher grade of box board *which does not split* it has won almost universal adoption by box board manufacturers.

Furthermore, as it doubles beater capacity and operates on only *half* the usual amount of power with a minimum of time and trouble, users regard it as the most practical machine-investment in the paper industry.

It requires only small space, and can be easily attached *over night.*

Let us show you how this simple inexpensive device will better your product, boost your output, and save you money.

BIRD MACHINE COMPANY

East Walpole,

Mass.

Western Representative
T. H. Savery, Jr., 1718
Republic Bldg.,
Chicago, Ill.

*Canadian Builders of Bird
Machinery*
Canadian Ingersoll-Rand Co., Ltd.,
260 St. James Street,
Montreal, Can.

88-124

Continuous Beating

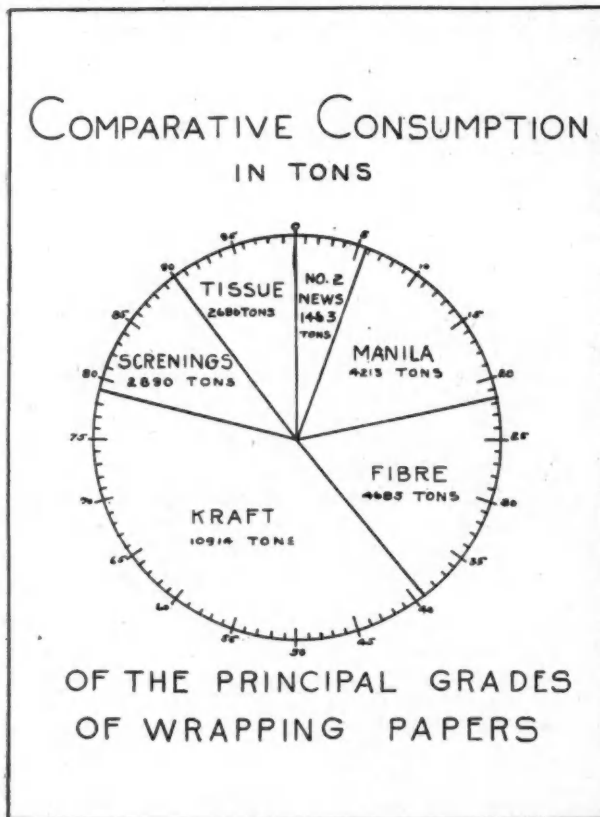
CONSUMPTION OF WRAPPING IN PHILADELPHIA MARKET

According to a Thorough Investigation Conducted by the D. L. Ward Co., the Annual Consumption for a Year Totals Over 2,686 Tons and the Bids Aggregate Over \$8,378,000—Survey Was Conducted for Many Months and at a Considerable Expense, But the Firm Believes That the Interesting Facts Disclosed Fully Justify All the Trouble and Expense Entailed.

[FROM OUR REGULAR CORRESPONDENT.]

PHILADELPHIA, August 10, 1920.—Philadelphia daily consumes almost 9 tons of wrapping paper each of the 300 working days of the year. The annual consumption totals 2,686 tons, and the wrapping paper bill for a year aggregates over \$8,378,000.

Those are the high lights of a report just prepared by the D. L. Ward Company, which at its own expense and animated



by the purpose of showing to the mills that Philadelphia was not securing a fair proportion of the country's production of wrapping, conducted the most exhaustive survey ever made of Philadelphia paper consuming conditions.

This survey, conducted over many months and at a large expenditure of money, was made from the ground up. Only actual and absolute figures were taken. There was no guess work at all. To make it the Ward Company engaged the services of a dozen men who knew nothing of paper conditions that they might not be influenced by prejudice. These men went in person to over 17,000 actual and legitimate consumers of wrapping papers, and secured from their books definite and exact figures. It is probably the first time in the city's industrial his-

tory that an investigation of like thoroughness and comprehensiveness was made.

Investigation at First Misunderstood

The investigation at first was misunderstood. Salesmen from competing houses reported the investigators at work, and it was intimated that the Ward Company was seeking solely for its own end information on who supplied the wrapping paper, the price at which it was purchased, and many other details of "the other fellow's business." The Ward Company, however, let legitimate competitors know just what it was attempting in a labor, results of which it believed will result to the entire trade. And now it makes public the result of the investigation.

The survey really covered the metropolitan Philadelphia district. In this territory there were interviewed over 20,600 consumers. But at this time there have been finally compiled only the returns from Philadelphia proper, covering just 17,075 consumers. There is in preparation a supplemental survey covering the out of town but near by consumers, tributary to Philadelphia.

The Ward Company proposes to lay before all manufacturers interested the results of this survey as a convincing demonstration based on actual conditions, not mere guess work, of the consuming power of Philadelphia, believing that the presentation will open their eyes, as it has those of the Ward Company itself.

The report follows:

Survey Report of Wrapping Paper

The conditions surrounding the distribution of wrapping paper in Philadelphia and vicinity have been appalling. Never before has a similar shortage of paper existed.

Certain mills heretofore devoting their entire production to wrappings, have been tempted by unprecedented prices to put a considerable portion of their output into news print. This further cramped an already distressed market, and the resultant condition forced consumers to go outside of the city, and bid for requirements which should certainly have been provided for in the local market. An inflated demand was created, which tended only to increase the consumer's difficulties, and advance the prices of the commodities he was seeking.

Then again, the allotment of tonnage on past performance—a system instituted by a number of mills at the eleventh hour—operated unjustly, giving, as it did, the paper speculator, at all times an evil business influence, much greater tonnage than was deserved. This naturally caused a shortage among the paper distributors who were buying for their legitimate requirements.

It has been our feeling that a great deal of the difficulty could be more or less directly traceable to a lack of familiarity on the part of the paper manufacturers, as to the extent of absorbing power of the Philadelphia market. In an endeavor to correct this, we gave careful consideration to a means for determining the paper consumption in this territory. To even approximate the local demands was impossible. We decided that a satisfactory result could only be obtained by an actual survey made in the field, and realizing fully the expense and labor involved, the plans were carefully prepared and put into operation the early part of the year.

We selected for the work, twelve men who knew nothing of paper or paper conditions. Consequently they were unable to report anything other than the facts given by the consumer upon whom they called, and in this way we eliminated the surveyor's personal opinion from the reports and confined said reports to the actual conditions existing with the consumer.

20,632 consumers, large and small, were listed and routed on cards designed to take care of the desired information, and so arranged that the investigator could readily note the facts as given. As an indication of the consumers' interest in the survey, it is worth mention that, in almost every case, the desired information was gladly supplied and purchase records and back

(Continued on page 30)

J. Andersen & Co.

21 East 40th St., New York, N. Y.

A-1 Bleached Sulphite

Agents for

KELLNER-PARTINGTON PAPER PULP CO. LTD.
Borregaard, Norway

WAYAGAMACK

KRAFT PULP

Uniform in Quality
Essential for Strength Requirement

The Pulp and Paper Trading Company

21 East 40th St., New York, N. Y.

Sole Agents for United States for
CANADIAN KRAFT, Ltd. **Three Rivers, Canada**

Recent Incorporations

NEW YORK RAG AND PAPER AND METAL COMPANY, Bronx, New York; capital, \$10,000; incorporators, J. Geldiello, M. Manzo, M. V. Buonaiuto, 219 East 148th street, Bronx.

SELF-CLASP ENVELOPE COMPANY, Delaware; capital, \$500,000; incorporators, F. James Parks, Edgar M. Reilly, W. H. Shrader, New York; Charles B. Arthur, Leon E. Bacer, Cleveland.

PAYSON BROTHERS & ROBERTS, INC., Boston, Massachusetts, paper products; capital, \$20,000; incorporators, James J. Roberts, Revere; A. E. Payson, New York City; Arthur H. Payson, Wollaston.

ROGERS PAPER MILLS CORPORATION, Delaware. Capital \$1,000,000. Incorporators: S. B. Howard, Robert K. Thistle, A. Roy Myers, New York.

CAPITAL INCREASED

PLATTSBURG WALL PAPER CO., Plattsburg, New York, \$100,000 to \$250,000.

UNDERWOOD PAPER MILLS, Plattsburg, New York, \$300,000 to \$500,000.

ALASKA-AMERICAN PAPER CORPORATION, New York. Capital \$300,000. Incorporators: S. B. Howard, A. Roy Myers, Raymond J. Gorman, New York.

CONSUMPTION OF WRAPPING

(Continued from page 28)

invoices were referred to in practically all offices of large buyers, who were much more inclined to seek the actual facts in their files than give approximate figures, offhand.

We consider ourselves amply justified by the results obtained. The market for wrapping paper is even larger than we had anticipated, in spite of the fact that we are working in it daily. This report is submitted to you with the hope that we may convey, to some extent at least, an idea of the size and importance of this territory.

In speaking of the Philadelphia market, it is usual to include all of that territory shown on the map accompanying this report, as this section is served almost entirely by Philadelphia houses. The figures shown herewith, however, cover only the City itself. The field work outside of Philadelphia is progressing rapidly, but has not been completed, and the findings have consequently been omitted. Furthermore, reports from "converters" totaling thousands of tons have been withheld, and the figures given in this report represent only the legitimate consumption of wrapping paper for wrapping purposes.

The city proper has a population close to two million people, and covers about one hundred and thirty square miles. It is one of the greatest industrial centers in the country. Philadelphia is well called "The World's Greatest Workshop," because there are over 16,000 industrial establishments that turn out approximately six and one-third million dollars worth of useful commodities every day.

There is no city in this or any other country that equals Philadelphia in the production of woolen goods, knit goods, leather goods, textiles, felt hats, hardware, tools, chemicals, storage batteries, ships, locomotives, street cars, carpets and rugs, cigars, hosiery and a great many other things. The bank clearings last year were reported to be \$37,000,000,000.

The table on the following page sets forth the quantities of the principal wrappings consumed in the various sections of the city. All figures have been reduced to tons with the exception of tissues, which is shown in reams. Reducing this latter item to tons (figuring 9 pounds to the ream), the report shows a total tonnage consumption of 2,686 tons.

Certain reports, for one reason or another, not included in these figures, would probably increase the total 10 per cent, and at today's market prices, the apparent value of the wrapping paper consumption in Philadelphia is \$8,378,000.

Consumption of Wrapping Paper

In this table, the city's consumption is shown in the principal grades. The first column "Section" represents a convenient division of the city, and the number under "Reports" indicates the number of returns tabulated in the different sections. The figures under the grades represent tons, except in the case of tissue, which is shown in reams:

Section.	Reports.	News, Tons.	Manila, Tons.	Silk, Tons.	Kraft, Tons.	Screenings, Tons.	Tissue, Reams.
4	1,199	111	159	714	768	97	216,651
7	1,391	...	585	412	1,812	128	48,406
19	1,278	115	148	345	1,089	65	3,902
20	223	6	14	21	1,056	...	...
50	224	14	28	102	17	3	1,478
40	676	26	78	112	97	30	382
30	690	28	108	197	77	69	2,060
5	1,222	136	342	146	1,242	65	96,397
6	662	31	144	24	231	183	1,422
17	338	44	14	77	21	...	287
18	325	24	117	82	71	27	314
8	1,054	427	1,423	391	587	48	39,174
9	1,858	78	163	551	465	18	32,598
14	797	19	60	205	181	5	4,561
15	549	5	78	109	153	9	548
10	1,024	319	208	360	161	5	8,170
11	867	35	171	429	409	48	22,065
16	479	6	86	177	112	690	43,586
23	507	6	44	42	1,852	1,062	9,720
63	449	8	37	56	118	47	3,306
73	459	16	61	78	122	13	3,746
12	292	4	9	31	149	6	8,180
13	472	5	136	24	124	272	49,987
Totals..	17,075	1,463	4,213	4,685	10,914	2,890	596,940

French Exhorted Not to Sell Out

PARIS, July 15, 1920.—M. Gaston Martin, chairman of the Chamber of French Wholesale Paper Merchants, has issued an appeal addressed to French paper manufacturers, exhorting them not to sell their mills to foreigners. M. Martin says they might get a big price for their property, in view of the low rate of the French franc in international exchange, but they would ultimately ruin France. The French people would have to rely upon industry and trade to overcome the foreign trade balance against them. This could only be done by manufacturing and exporting. Turning the mills of France over to foreigners would put an end to France as a self-sustaining nation.

"Don't shut the door in the face of foreigners who come to us," says president Martin, "sell your products, but don't sell them your mills and your plants. Be patriots! Wait for better times that surely will follow. Persevere until the franc will be worth its old price. Thus you will assist in a worthy movement aiming at the restoration of the franc and the re-establishment of a normal trade balance. We must limit imports and suppress speculation at home. Perhaps the balance of trade is not so very far off as still many of us seem to think."

The French paper industry is importing a large part, if not the larger, of its raw materials from foreign countries, although an attempt is being made to tap the colonies as sources of supply. The French paper industry, by limiting its imports, could hardly improve the balance of trade situation, as it would have to increase its imports in order to increase its exports.

It is the opinion of men who know that the sale of French paper mills, if there were any, indicates activity of speculators, rather than any foreign design to invest money in French paper plants.

Complete Foundation for New Mill



The concrete foundation for the Hoskin-Morainville Paper Company's new mill at Menominee, Mich., has been completed and workmen are now pouring concrete for the super-structure. The concrete is being poured from a tower which makes it possible to distribute the matter to all sections of the structure without loss of time. The work is being rushed with all possible speed, but company officials decline to estimate a date when the plant will be ready for operation.

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NUMEROUS NEW ENTERPRISES IN PORT ARTHUR DISTRICT

No Fewer Than Four Large Projects Are Now Under Way for Tapping the Huge Pulp Reserves Opened Up by the Canadian Northern Main Line Through the Country North of Lake Superior—In Addition the Port Arthur Pulp & Paper Co. Is Making Extensive Improvements—Large Pulp and Paper Plants of the Bathurst Lumber Co. Is Temporarily Closed Through Coal Shortage.

[FROM OUR REGULAR CORRESPONDENT.]

MONTREAL, Que., August 9, 1920.—The district in which the greatest development in the pulp and paper industry is taking place at the present time is at the head of Lake Superior, in what is known as the Port Arthur-Fort William region. No fewer than four large new enterprises are under way there for tapping the huge pulp reserves opened up by the Canadian Northern main line through the country north of Lake Superior. These enterprises are put forward by the following companies: The Fort William Pulp and Paper Company, the Kaministiquia Pulp and Paper Company, the Great Lakes Pulp and Paper Company and the Nipigon Fibre and Paper Mills, Ltd.

Additional Extensions

In addition extensions are being carried out to the Port Arthur Pulp and Paper Company's plant.

The Fort William Pulp and Paper Company is building a plant on Grand Trunk Pacific property at Mission River, west of Fort William, with a capacity of 150 tons of ground wood daily. The George H. Mead Company is understood to be behind the scheme. Work on the foundations is now progressing.

The Kaministiquia Pulp and Paper Company's mill is to be located on the harbor front at Port Arthur, near the Port Arthur Shipbuilding plant. It is being promoted by local people backed by New York capitalists. The mill will have a capacity of 30 tons of ground wood daily.

The Great Lakes Pulp and Paper Company has selected a site on the harbor, and will start construction this fall. This company was originally promoted by J. J. Carrick, but it is now understood that the Combined Locks Pulp and Paper Company, of Wisconsin, is behind the venture. The mill will have a capacity of 100 tons of ground wood and 25 tons of sulphite pulp daily.

The Nipigon Fibre and Paper Mills will be situated at Nipigon, Ont., on the Canadian Northern Railway, east of Port Arthur. It is promoted by the Russell Timber Company, of Port Arthur, but some United States paper interests are understood to be providing capital. It is to make 40 tons of ground wood daily, and construction is to be started this fall. Power will be obtained from the new development of the Hydro Commission at Cameron Falls, Nipigon River.

It has been stated in the papers here and elsewhere that the Spanish River Pulp and Paper Mills, Ltd., are behind the first-named scheme, namely that of the Fort William Pulp and Paper Company. This, however, is denied by officials of the Spanish River Company, who state that while some of the people interested in their company are interested in the Fort William Company, there is no connection between the two organizations.

Riordon Co. and the English Market

A despatch from London, cabled here, stated that T. J. Stevenson, a director of the Riordon Sales Company of Montreal, who is investigating the outlook for the pulp trade in England, states that his company is very favorably disposed to assist British paper manufacturers by sending bleached sulphite pulp and pine lumber. Regarding the crisis in the paper trade, Mr. Stevenson said: "It is all a matter of the production of pulp. During the war plants were

diverted in other directions, and had only now been restored to their proper use, while stocks of raw material have been accumulating at the rate of 5 per cent per year. It will be a matter of three or four years before conditions in trade become normal again. The Riordon Company's new Kipawa mill is now producing 150 tons daily of sulphite pulp. When completed, its capacity will be 600 tons per day."

Mr. Stevenson, who has been under the London throat specialist, Sir Milsom Reeves, has gone to Scotland. He proposes visiting Ireland and the European continent before returning to Canada about six months hence.

Newspapers Changing Hands

The St. John *Standard*, of St. John, N. B., has been sold out to local interests, headed by Mr. McKinnon, former business manager. The Regina *Daily Post*, of Regina, Sask., has been taken over by the Leader Publishing Company, Limited, of the same city, and the Saskatoon *Daily Phoenix*, of Saskatoon, Sask., has been taken over by W. F. Herman, and will be published from the offices of the Saskatoon *Daily Star*. Advancing costs in the way of newsprint, labor, and machinery is officially stated to have been the cause of these western amalgamations.

Pulp Mills Closed

The Bathurst Lumber Company's large pulp and paper mills at Bathurst, N. B., have been obliged to close temporarily on account of the general coal shortage, according to a despatch published here.

Halt to Paper Stock Speculation

Speculation in the stocks of the local paper companies, which has been going on at a great rate of late, received a severe setback this week, when, owing to the failure of a large brokerage firm, and the unsettled conditions in Europe, the Stock Market had a shake-out that sent small operators into a panic. The paper stocks lost many points, and for those with the courage and the cash there were many splendid securities to be picked up at bargain prices.

How Paper Stock House Met Car Shortage

[FROM OUR REGULAR CORRESPONDENT.]

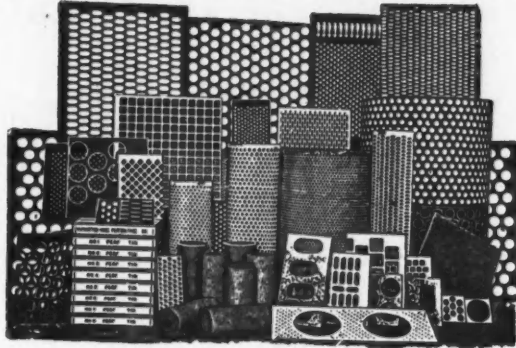
CHICAGO, August 9, 1920.—In these days of car shortages and railway difficulties it is interesting to note how the most seemingly insurmountable obstacles can be overcome by the use of a little gray matter. The case of the Mendelson Bros. Paper Stock Co. of Chicago offers a most interesting side-light on a situation that was, and even now is a serious drawback to industry.

The large Mendelson organization used every resource in its power to keep up its shipments of paper stock to the mills. This concern has a reputation for taking only orders that it can fill and in the face of the serious car shortage it was literally "up against it." How to meet the emergency was a problem. But in the words of Mr. Mendelson, "Nothing is impossible."

Not content with its private switch track which it pays good money for, the Mendelson organization met the emergency in a most ingenious manner. Not a car showed up on its private tracks. And appeals to the railway officials were fruitless. Pleadings and requests simply met deaf ears. So the firm went at it on its own hook, as the railroads could make no definite promises. Mr. Mendelson and his staff scoured the city of Chicago and went 15 to 20 miles out looking for empty cars on sidetracks or anywhere in fact. And when it found one, it stood guard over it until it was filled with paper stock, ready to go to the mills.

By means of its fleet of motor trucks, owned and operated by the concern, the problem was solved. One of these huge motor trucks with a trailer made up a carload, and it was a simple matter, after they were once started on the right track, to clear their warehouses of stock. Carload after carload went to the mills in this fashion. The mills are still wondering how Mendelson accomplished the impossible.

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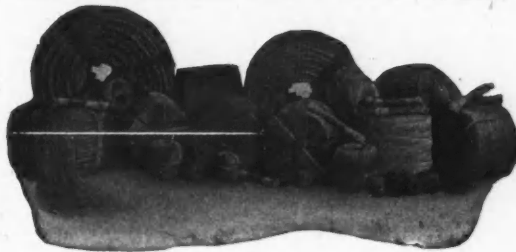
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PHLOROGLUCINE AS A DETERMINATOR OF WOOD PULP

Quantitative determination of wood pulp in paper by the phloroglucine process is possible only when all conditions prescribed are strictly adhered to, says Th. Blasweiler in an article published in the *Papier-Fabrikant*. Blasweiler found a divergence of figures when studying the result of phloroglucine absorption. These figures were affected by concentration of the absorbing phloroglucine solution. Cross and Bevan called attention to this peculiarity.

Volumetrically Determined

Lignine absorbs phloroglucine. The remaining phloroglucine is volumetrically determined in a thin solution of formaldehyde, after the Tüepfel method. Paper containing a large percentage of pulp serves as indicator.

According to the author's prescription 2 g. of rasped paper, well dried, is mixed with 40 ccm. of phloroglucine solution. The small amount of fluid, most of which is absorbed by the paper, protracts filtration and leaves only 10 ccm. of filtrate for each of the two determinations.

In order to expedite the examination, Blasweiler added 80 ccm. of a 12 per cent solution of muriatic acid to the 40 ccm. of phloroglucine. The larger amount of fluid accelerated filtration, after absorption had ended, and left 25 ccm. for each determination. The result was that absorption values in the latter case were higher by one-half or one-third than in the case where an undiluted solution of phloroglucine had been applied.

In order to determine the percentage of wood pulp in paper, after the Cross and Bevan method, the formula has to be followed very strictly, as any change of concentration will result in false figures, figures that disclose a percentage of wood pulp much higher than actually present.

Mode of Procedure

Blasweiler says in his first experiment he used the white margin of the *Continental Times*. He rolled the paper into small hand cones and rubbed them against a rasp. The paper was then carefully measured. Blasweiler added to the phloroglucine solution of 40 ccm., containing 4.9913 g. of phloroglucine in 1,000 ccm., 80 ccm. of a 12 per cent solution of muriatic acid. After shaking well, he left the bottle standing over night. Before filtering he shook the bottle again. Of the fluid filtrate 25 ccm. each were retitrated in a bath of water, heated to 70 degrees C., with a solution of formaldehyde (1 ccm. of 40 per cent formalin to

500 ccm. of 12 per cent muriatic acid. After the formula of Cross and Bevan he then figured out the pulp percentage of the paper. This is the equation:

$$H = \frac{100(x-1)}{8-1}$$

H stands for pulp percentage, x for the absorbed amount of phloroglucine, in proportion to 100 g. of matter.

The first determination resulted in:

Application: 2.0102 g. of rasped paper, air dry.

Consumption: 8.40 g. of phloroglucine to 100 g. of matter.

Phloroglucine figure x = 8.40.

The second determination resulted as follows:

Application: 1.9995 g. of rasped paper, air dry.

Consumption: 8.46 g. of phloroglucine to 100 g. of matter.

Phloroglucine figure x = 8.46.

Average phloroglucine figure: 8.43.

Applying the formula, as given above, the answer would be a percentage of 106, an obvious impossibility.

Results Obtained

When Blasweiler followed the original method, adding only 20 ccm. of 12 per cent muriatic, he obtained an average of 5.50 as the phloroglucine figure. In this case the answer to the equation, according to formula, is 65.71. Accordingly the paper of the *Continental Times* contains 65 per cent pulp to 35 per cent cellulose, which conforms to the actual facts.

Blasweiler, in another experiment, used the margin of the *Berlin Lokal-Anzeiger*. Application of the modified method resulted in 97 per cent as the percentage of pulp in the paper, again an utter impossibility. The original method resulted in giving the figure 59.43. Accordingly the paper used by the *Lokal-Anzeiger* contains 60 per cent of pulp and 40 per cent of cellulose, which is correct.

Empire Paper Company Plant Collapses

ITHACA, N. Y., August 9, 1920.—Lives of several workmen were endangered Saturday when the plant of the Empire Paper Mill collapsed with a monetary loss of \$25,000. An overload of paper stock on the second floor is thought to have been responsible for the collapse. Reports that several tramps had been buried in the ruins of the plant were declared unfounded by the police.

CELLULOSE PRICES IN THE WORLD'S MARKETS

COMPILED BY "DER PAPIERFABRIKANT," TRANSLATED BY CLARENCE JAY WEST, INFORMATION DEPARTMENT, ARTHUR D. LITTLE, INC.

The following table shows the prices for various forms of wood pulp about June 1, 1920. The quotations are given both in the currency of the country in question and in United States' currency, using the exchange rate as of June 1, 1920 (New York Market).

	Bleached Sulfite	Easy Bleaching Sulfite	Unbleached Sulfite	Easy Bleaching Sulfate	Unbleached Sulfate	Dry Ground Wood Pulp	Moist Ground Wood Pulp
Norway, f. o. b. Eastern ports, net ton (1016 Kilos, 2240 lbs.)	Kr. 1580-1650 \$284.40-297.00	Kr. 1150-1200 \$207.00-216.00	Kr. 1000-1050 \$180.00-207.00	Kr. 1000-1050 \$180.00-207.00	Kr. 850-880 \$153.00-158.40	Kr. 700 \$126.00	Kr. 340-345 \$61.20-62.10
Sweden, f. o. b. Göteborg, net ton (1016 Kilos, 2240 lbs.)	.....	Kr. 1100-1200 \$237.00-258.60	Kr. 925-950 \$199.30-204.70	.....	.....	.....	.....
Sweden, f. o. b. Gulf of Bothnia, net ton (1016 Kilos, 2240 lbs.)	.....	Kr. 1050-1100 \$226.25-237.00	Kr. 850-900 \$183.15-193.95	Kr. 850-900 \$183.15-193.95	Kr. 725-750 \$156.25-161.63	Kr. 675-700 \$145.40-150.85	Kr. 325-350 \$70.00-75.00
England, c. i. f. English ports, per ton	£ 80 \$313.80	£ 60-62 \$235.35-243.20	£ 50-55 \$196.12-215.72	£ 50 \$196.12	£ 45 \$176.52	£ 39 \$153.00	£ 19 \$74.50
France, c. i. f. Rouen, per 100 Kilos (2440 lbs.)	Fr. 180-185 \$231.10-237.50	Fr. 160-165 \$205.40-211.85	Fr. 135-140 \$173.30-179.75	Fr. 125-135 \$160.60-173.30	Fr. 115-120 \$147.64-154.08	Fr. 90-100 \$115.55-128.40	Fr. 75-80 \$96.30-102.70
United States, per ton:							
Foreign, c. i. f. New York	\$140.00-150.00	\$110.00-120.00	\$97.00-103.00	.....	\$85.00-90.00	.....	.....
Domestic, f. o. b. Mill	\$117.00-125.00	\$85.00-90.00
Canada, per ton	\$125.00	\$90.00-95.00	\$72.00-80.00	\$95.00-100.00

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DEPLETION OF NEW ENGLAND'S PULPWOOD FORESTS

WASHINGTON, D. C., August 11, 1920.—Out of an original stand of timber covering some 39 million acres and containing in the neighborhood of 400 billion board feet, New England today has only about 2 billion acres of virgin forests, located chiefly in Maine, with scattered areas in New Hampshire and Vermont. Within 20 years most of the areas containing high-grade lumber will be cut over and the only remaining timber will be on farm woodlots or on a few large tracts and will be made up of second-growth or of trees left as worthless at the time of the first cutting. Within 30 years the pulp industry of New England will be largely a thing of the past unless Canadian wood is imported on an increasingly larger scale or effective forestry measures are introduced immediately. These are the striking facts regarding the New England States contained in a report on timber depletion made to the United States Senate by the Forest Service of the United States Department of Agriculture.

Suffers Early Shortage

New England has passed through every stage of forest exploitation from the days when only the best white pine and oak were cut to dependence upon outside lumber and pulpwood, the report points out. Early cutting was for local consumption, shipbuilding, and export. The heavy cutting of those times, particularly for fuel, produced a shortage of wood as early as 1840 in many sections of New England. Much of the second-growth timber cut, the report says, dates from this period. From colonial days up to about 1840, white pine made up almost the entire softwood cut in New England. Soon after that date, however, spruce operations began. By 1870 the white pine was practically cut except for scattered trees in northern Maine, and by 1880 the second-growth pine forests were yielding an annual cut of 200 to 300 million board feet.

The paper-making industry was established in New England soon after it became known that wood pulp was a cheap paper-making material, and during the past 30 years the chief development of the forest industries has been along that line. At first only spruce was used. Now, however, large quantities of balsam and hemlock are taken.

In 1907 the total lumber cut reached a maximum of 3,170 million feet, and formed about 7 per cent of the total for the country. In 1918 it had dropped to 1,400 million feet or about 4½ per cent of the total lumber cut of the country. Particularly noticeable is the decline of softwoods. In 1907 the cut of softwoods in New England formed 7.6 per cent of all the softwoods cut in the country, while in 1918 it was only 4.3 per cent. The cut will continue to decline, the report states, and within the next ten years will probably drop to about one billion board feet.

Only 8 Per Cent Virgin Forest

Although the New England States have a present forest area of about 25 million acres, only about 8 per cent is virgin forest. Forty-four per cent is in saw timber or pulpwood, while 34 per cent contains nothing but fuel wood and 22 per cent, or 5,570,000 acres, is non-productive. "With nearly three-fourths of the saw-timber and pulpwood area in Maine, the poor condition of the remaining New England forests is apparent," the report says.

The total stand of wood in New England is estimated to be 21 billion cubic feet, or about 70 billion board feet. Of this, 40 per cent is saw timber or pulpwood and 60 per cent is fit only for fuel. Of the total stand, about three-fourths is softwood and one-fourth hardwood. About one-half of the stand consists of such pulpwood species as spruce, fir, hemlock and poplar.

The total annual cut of the New England States amounts to about 650 million cubic feet, according to the report. There is in addition a loss of about 20 million cubic feet due to disease, insects and fire. The total annual drain on the forests, therefore, is about 670 million cubic feet. The total growth of the forests is estimated at 475

million cubic feet, of which about 340 million cubic feet takes place in timber not suitable for lumber. "The annual drain upon the saw timber is nearly three and one-half times the annual growth," the report says. The drain upon the fuel wood stands is, however, less by 106 million cubic feet than the growth. As regards lumber, pulp, and other high-grade material, the situation is anything but encouraging, the report says.

Becomes Important Region

About half of the present stand of saw and pulp timber in New England is in commercial tracts. The remainder is in farm woodlots. It is particularly from the commercial tracts that the cut of most of the high-grade material comes at present. Few of even the larger timber owners have more than a 20-year supply. Most of the pulp mills will be cut out in 20 years. Not over four or five companies own stumpage enough to last for a longer period.

"Up to about 30 or 40 years ago," the report points out, "New England was not only self-supporting in timber but exported large quantities. Within the last 20 years it has become an importing region and it is now estimated that fully 30 per cent of all the lumber used now comes from outside the region. This is in addition to the importations of large quantities of pulpwood." The report further says: "Within the next few years New England will have to import more than half of the material it now uses. This is of vital interest to a region that has about 300 million dollars invested in wood and forest industries and employs in this connection over 90,000 wage earners." The White Mountain National Forest and the State forests may be counted on to furnish a continuous supply of saw timber, the report points out; but unless their areas are materially increased the amounts produced will be relatively small.

Protection of the remaining forests from fire and the growing of new forests are the two principal measures advocated by the Forest Service to remedy existing conditions. There are millions of acres of land in the region now lying idle which can be most profitably employed in the production of timber, it is pointed out. If this land is put to growing trees and an effective system of protection from fire is established, the New England States can materially increase their timber output and keep within their own borders millions of dollars now spent for lumber brought from other regions.

Canadian Paper Mill Merger

A press dispatch from Montreal says:

"In connection with the reports regarding the approaching formation of a huge pulp and paper merger with Sir Omer Goulin at the head, a story is told that some months ago Price Brothers & Co. received an offer from William Randolph Hearst of \$750 a share for the company's common stock, possession of which would have resulted in the Hearst papers having sufficient news print for at least a lifetime.

"When negotiations were proceeding a financier, who is strongly anti-Hearst, was convinced that there was grave danger of the Canadian supply going into anti-British hands. It was at once decided to attempt to form a group to take over a number of Canadian mills, not merely to prevent Hearst and other Americans getting them, but to insure British newspapers a supply of news print. The name British Empire Pulp and Paper Corporation is said to have been selected.

"The most important purchase ever made by English capitalists of Canadian pulp holding has been closed as the result of the Northcliffe interests of London having purchased a two-thirds interest in the Gulf Pulp and Paper Company at Clarke City, below Quebec. The price, it is understood, was \$5,000,000 United States currency."



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ON
 EVERY
 COIL

New York Trade Jottings

L. C. Anderson, of Miami Valley, Ohio, visited the offices of the American Pulp and Paper Association on August 9th.

* * *

F. S. A. Cherric, of Castle, Gottheil and Overton, is on a fishing trip to Venetia, N. Y. He expects to return to New York in about two weeks.

* * *

John W. Scoville, statistician for the American Writing Paper Company, Holyoke, was recently in town on a business trip to the company offices in this city.

* * *

Jack Galewitz, sales manager of the New York Waste Paper Company, Inc., is spending his vacation on a camping trip in the Berkshire Mountains near Lee, Mass.

* * *

Word comes from Dover, Del., that the Beaver Board Companies of Buffalo, N. Y., have filed notice of an increase in their capital stock from \$80,000,000 to \$130,000,000.

* * *

The Upson Company, Lockport, N. Y., which manufactures fibre board is going to be in the market for Paper Stock, especially folded news, about the middle of this month.

* * *

During the past few weeks the National Association of Waste Material Dealers has secured twelve applications for membership from companies distributed all over the United States.

* * *

The American Pulp and Paper Association has registered with the Western Union Telegraph Company the cable word "Ama-pulp" which it will be glad to have any of its members make use of.

* * *

The National Association of Waste Material Dealers has recently received inquiries from a concern in Peru which is anxious to sell in this country various articles for the manufacture of paper, including scraps and waste from sheep, llama and alpaca, tails of horses, goats and foxes and various kinds of waste paper stock.

* * *

The General Paper Goods Manufacturing Company, which is now located in the Bush Terminal Building, recently purchased a block of lots on the west side of 19th Avenue, between 51st and 52nd streets, Brooklyn, on which it will erect a concrete warehouse which will have a railroad siding from the Long Island Railroad tracks, which are close by.

Chemical Show to Be Biggest Yet

With accepted applications for space near the 400 mark, a new record, the preliminary details of the Sixth National Exposition of Chemical Industries in Grand Central Palace, New York City, September 20 to 25, inclusive, make certain that the show will outclass the five previous ones. The program aside from the exhibition proper, is also the biggest that has ever been scheduled.

On the afternoon of Thursday, September 23, the Chemical Engineering symposium will take place. The American Institute of Chemical Engineers will hold a meeting in the Palace, in the afternoon, and papers of great interest will be read. In the evening the engineers will have a dinner at the Technology Club.

Three other symposiums will be held during the week. One will be on Fuel Economy; one on Materials Handling, and one on Industrial Management. The Fuel Handling Division and the Material Handling Division have developed such progress that it is necessary to give each a separate section at the coming exposition.

Important topics will be discussed on the days these two divisions meet.

Entering as it does practically every phase of industry the exposition offers a remarkable opportunity to the manufacturer and business man to see what has been accomplished since American chemists entered the field in earnest, or during the war. Discoveries that have revolutionized many manufacturing processes have been made. These have increased production and improved the quality of the merchandise and have resulted in those who have spent money to aid research, finding that the investment paid.

A feature of this year's exposition will be moving pictures. These will prove how American chemistry has advanced and the subjects will be placed before the public in a manner that will enable the veriest novice to understand the difficulties that have been overcome during the past five years.

Research and experiments during the past five years, though successful to a wonderful degree, have proved that despite all that has been accomplished there is still a big field to be explored in dyes, pharmaceuticals and various organic products. American chemists are rapidly solving these problems, but they have no easy task. However, the United States has reached out and grasped the highest pinnacle obtainable in world chemistry and its chemists are determined that it will never again relinquish its position.

Pulp Resources of British Columbia

The Merchants Bank of Canada, in its monthly letter, states that steps are under way to increase British capital in the development of the pulpwood resources in British Columbia. For instance, a representative of British Columbia has gone to the British Empire Forestry Conference in London, and will lay before them a report of the timber resources of the Province, and will also show some exceptionally fine moving picture films, illustrating the logging operations. The letter continues:

"Experiments in new methods of logging, new machinery and the possible cutting of small timber for pulp, are the economic phases of forestry now concerning the people of British Columbia. Much money is spent in the Dominion on agricultural research and now the time has come for research into the important development of timber resources.

Western forest fire prevention and forest fire lighting will probably attract attention at the conference. The introduction of the aeroplane as a means of locating forest fires marked an epoch in forest preservation in British Columbia last year.

Northern and central British Columbia will have a great future as pulp producing regions. The pulp and paper mills on the coast have established thoroughly sound trade connections and many new mills are coming into operation. Canada's wise policy of benefiting by the home manufacture of her natural resources is exemplified in her pulp and paper industry."

Frank J. Marshall Goes to England

WESTFIELD, Mass., August 9, 1920.—Frank J. Marshall, founder of the Marr's Paper Company and later an official of the American Writing Paper Company, will sail for England soon. Mr. Marshall is a noted authority on paper making and upon several occasions has been summoned to England as an expert in that line. The object of the present visit is to form a company in England to manufacture high grade tissues and carbons, the product to be sold in this country.

England controls practically all high grade linen, according to Mr. Marshall, and there is an embargo on the product at the present time. He stated that the grades of paper could be manufactured for less money in England and product could compete with the local output. Plants will also be established in Ireland, the home of high grade linens, and in Italy. Mr. Marshall's stay will be indefinite and the present outlook is that he will make his home in England.



The Late
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PAPER DISTRIBUTION

1921

SOME day, you will again face the problem of distribution. Your machines today are full, but it is hardly possible that the present abnormal conditions will continue indefinitely.

Perhaps the demand for paper will decrease, or the supply be augmented by additional equipment. In either case, you will find it desirable to seek a market for at least a portion of your output.

The distribution of paper is as scientific as its manufacture. You follow your formula for furnish and beating no more closely than we follow our sales-plan. And just as the paper-making formula is the result of experiment, experience and study, so is the sales-plan; and it might add, equally as expensive.

As an organization we have analyzed very carefully the problems touching on distribution—the field, the customer, the demand, the delivery requirements, solicitation, the necessary advertising, the question of samples, the most suitable lines and grades in various localities and the present consumption of similar grades.

Thanks to the mills we represent, and a sales policy that we try at all times to make progressive, we have grown from a small local house to one of the foremost paper distributing organizations in the United States. Additional distributing points are at Baltimore, Washington, Richmond and Wilkes-Barre, and sales offices at Harrisburg and Trenton. The Ward Company Sales-force is covering this field intensely, and the business developed is constantly exceeding our expectations.

Offering as we do, an economic service to the manufacturer and trade alike, we will be very glad to discuss with you, at any time, matters of mutual interest.

D. L. WARD COMPANY

A handwritten signature in cursive script, reading "Roy H. Ward".

President.

Editorial

Vol. LXXI. New York, August 12, 1920 No. 7

Guaranteeing Prices

The interesting announcement comes from Washington that the Federal Trade Commission will hold a "trade practice submittal" on the subject of guarantee against decline in prices.

The conference is to be held at 11 o'clock on the morning of Tuesday, October 5, at the Federal Trade Commission's offices in Washington.

"Guarantee Against Decline in Price" has been described as the practice of guaranteeing customers against the decline in the price of goods, purchased and not resold at the time of any subsequent decline in the prevailing market price of such goods, that is to say, a seller would guarantee to purchasers of his products that in the event the market price of the goods thereafter declined, the seller would refund an amount of money equal to the difference between the purchase price of such goods as were undisposed of at the date of price decline, and the price to which the goods had declined. There are many variations involving various factors as to time limit of the guarantee; guarantee against own price; against competitor's price; against general market price, and so on.

A "Trade Practice Submittal" it was explained by the Commission was a meeting of a whole industry, or group of industries, in the presence of the Commission, to discuss the merits and demerits of business practices which have been generally complained of to the Commission, to the end that expert expressions of opinion by the industry as to the fairness or unfairness of various competitive methods be crystallized and recorded, the findings of the meetings being accepted by the Commission as the judgment of the trade as to a given practice.

The question of guarantee against decline in price has been the subject of so many complaints lodged with the Commission and opinion seemed so diverse that questionnaires, to the number of two thousand, were therefore sent out inviting, generally, purchasers, manufacturers, merchants (wholesale and retail), and consumers, to set out their views to the end that every party at interest be adequately represented, and that the Commission have the benefit of full statements with respect to the various phases of the question.

Hundreds of replies to the questionnaires have been received and carefully digested. The result has been printed in pamphlet form. These replies which indicate the wide divergence of opinion on the subject have been arranged by industries and by firms, showing those favoring and those opposing guarantee against decline in price as a commercial practice. Certain non-committal replies and those favoring the practice with reservations are set out in separate groups.

Of the replies, digests of which are printed, about 250 favor the practice and 150 oppose it, while a large number give qualified opinions.

A survey of the questionnaire answers shows that more than 50 separate major lines of industry are represented. These include

agricultural implements, automobiles and accessories, canning, cotton and woollen textiles, drugs, groceries, hardware, iron and steel, lumber, machinery, and tools, oil and petroleum, paper, plumbing supplies, paints and varnishes, chemicals and dyestuffs, coffees, teas and spices, electrical supplies, knit goods and hosiery, dry goods, manufactured food stuffs, shoes and rubber goods, soaps, milling, and the construction industries, etc.

Sufficient preliminary data being in hand and in shape to form the basis of oral discussion, and in response to requests which have come to the Commission from time to time to hold hearings, the Commission has fixed a date for public hearings and addressed a letter to interested parties inviting their attendance upon the conference at Washington.

Course in Paper Making

The large registration reported in the new four years' course in pulp and paper making in the School of Forestry of Syracuse University at Syracuse, N. Y., will not surprise those who have been in a position to learn the great interest that has been developing of late years throughout the country in the technical side of pulp and paper making. In the early years of the industry the raw materials were so abundant, competition interfered so little with the business and conditions otherwise were such that even though little attention was paid to the scientific method of manufacture, the makers of pulp and paper prospered fairly well.

This situation, however, has changed recently. Perhaps the need for a change has been emphasized by what occurred during the war, when so many industries found themselves illy equipped for the demands made on them by the unusual situation and were only able to meet it successfully by a bigger application of brains than they had ever been required to use before.

The new course in pulp and paper making at Syracuse will be a success because it has been carefully and intelligently planned and it is to be hoped that similar courses will be offered soon at other suitable institutions of learning.

Safety Convention

The best methods of saving fingers, hands, arms, legs, and lives and of conserving labor and increasing production through accident prevention and industrial medicine, will be discussed at the Ninth Annual Safety Congress of the National Safety Council at Milwaukee, September 27 to October 1, the program for which will soon be completed.

During these five days, four thousand men and women—safety engineers, industrial relations managers, municipal traffic officers, educators and plant executives—will gather at the Milwaukee Auditorium to throw into the common pot all the information on accident prevention that has developed during the past year.

The 1920 Safety Congress will be the most important in the history of the safety movement. One hundred and eighty speakers, each an expert in some particular line of safety work, are on program. Accident prevention will be discussed not as a humanitarian proposition alone, but with reference to the most important industrial problems of the day—under-production and labor unrest. Safety is no longer a hap-hazard proposition; it has been developed through the expenditure of millions of dollars by the indus-

tries of America and through years of research and experimentation, into a science with fundamentals as definite as those of chemistry, biology or physics.

A special session of the Congress has been arranged where beginners in the field of organized accident prevention will be instructed in these fundamentals. This "A. B. C." session will be addressed by experts in the organization and operation of industrial safety departments. The Congress program includes a debate on the bonus system in safety work between J. Claude Smith, Safety Director of the Inland Steel Company, and Philip Stremmel, superintendent of the Hot Mills, National Enameling and Stamping Company.

This organization deserves the increasing support of the pulp and paper industry which it is receiving.

International 1921 Sales Policy

The International Paper Company has sent the following letter, which is self explanatory, to its roll news print contract customers, having fixed yearly tonnage in 1920:

"For the past two or three years, in spite of precautionary measures, we have not succeeded in limiting our commitments of news print paper to the capacity of our news print machines, and only by dint of extraordinary efforts and the use of specialty machines have we been able to carry out our obligations with a fair measure of satisfaction to our customers and ourselves. In so doing, we have furnished thousands of tons of paper at an absolute loss.

"Notwithstanding innumerable obstacles, both during the war and subsequently, such as embargoes, car, coal and other shortages, storms, blockades, epidemics, strikes and other conditions wholly beyond our control, we have been fortunate enough to produce nearly normal tonnage, but many of these obstacles have been overcome only at great expense. Indications are that next winter most of these troubles will continue, and we anticipate that coal, cars and pulpwood especially will be scarcer than ever before. We are extremely apprehensive, therefore, that we will not be able to turn out full production in 1921. Under these circumstances, we feel that it would not be prudent to contract to supply our customers as much paper in 1921 as we have this year.

"Furthermore, we feel that a recurrence of this year's panic among both small and large publishers is to be avoided, if possible, in the interests of both small and large publishers, and, in a less degree, of the manufacturers. To that end we intend to reserve a reasonable tonnage to supply to one or more of the small publishers' agencies that may be formed for collective buying.

"In view of the troubles of the past, the uncertainties of the future and necessities of the small publishers, we have decided to offer to extend over 1921 our present quarterly-adjustment, contracts on the basis of a maximum tonnage for 1921 of 80 per cent of the net contract tonnage for 1920. We shall be glad to receive applications for such extension before September 30, 1920, from any customer to whom this letter is addressed.

"We are making this announcement at this early date so as to give our customers as much time as possible in which either to buy additional paper from other sources or to perfect arrangements for a curtailment of consumption. We strongly advise the latter course, as we anticipate a continued over-demand for paper next year, in spite of new tonnage coming on the market and in spite of the higher prices for all grades of paper likely to prevail on account of the rapidly mounting cost of pulpwood and other elements of cost. Present prices for paper do not nearly reflect current prices in the general market for raw material, viz.: \$35 per cord for pulpwood; \$140 per ton for ground wood pulp and \$170 per ton for sulphite pulp. This advance in costs is world-wide and if it continues must inevitably cause a higher level in prices for paper.

"We expect to have a new mill of upwards of 200 tons daily capacity now under construction at Three Rivers, Quebec, in operation the latter part of 1921, and in disposing of its output for the remainder of the year (1921), while giving no positive assurance on account of building uncertainties, we now intend to give priority to the needs of our contract customers to compensate as far as possible for the contemplated reduction in their 1921 contracts."

Auer & Twitchell Give Life Insurance

In appreciation of the work done by its various employees, the Auer & Twitchell Corporation, Beverly, N. I., which is the holding company of the Consolidated Paper Tube Company and the Fibro Manufacturing Company, has given to each employee of the various organizations a life insurance policy of not less than \$500. This becomes effective when the employee has been in the corporation service a period of three months and increases after the expiration of the first year to \$600, the second year \$700, and so on until it reaches a maximum of \$1,500. In some instances there are employees having a policy today amounting to \$1,100, which indicates the length of service with Auer & Twitchell.

It is the policy of the house to protect its various employees in every way that is possible, and this plan has appealed to the management as being one of material assistance to the average employee.

This is right along with the general plan of co-operation between the organization and its employees and is a step towards a closer relationship between the interested parties.

Paper Men to Attend Forest Conference

The members of the American Pulp and Paper Association have been invited by Secretary Philip W. Ayres, of the Society for the Protection of New Hampshire Forests, to attend a conference to discuss forest conservation at Colby Academy, New London, N. H., August 24 to 26. One of the main questions that will be gone into will be the question of the future supply of pulpwood in relation to the paper industry of the United States.

George W. Sisson, Jr., of the Racquette River Paper Company, and president of the American Pulp and Paper Association will address the conference on this subject. R. S. Kellogg, of the News Print Service Bureau of New York will follow him, and there will also be talks by E. A. Sherman of the National Forestry Service, Dr. James W. Toumey, Director of the Yale Forest School, A. L. Dawe, secretary of the Canadian Pulp and Paper Association, and others.

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BRITISH PAPER PRODUCTION SHOWS A BIG DEVELOPMENT

Industry Recovering From War Effects—Consolidations Contemplated—Various Concerns Show Profit—Raw Materials More Abundant—Success Is Believed in Sight—Expansion of the Industry in the Lines in Which It Is Now Running Has Been Delayed Owing to the Uncertainties Arising From the War and to the Impossibilities of Getting Raw Material—This Has Been Changed.

[FROM OUR REGULAR CORRESPONDENT.]

LONDON, July 28, 1920.—Important steps, according to correspondence in the *Journal of Commerce*, are now being taken to consolidate and put on a broader financial basis the paper interests of the United Kingdom. The first of what may prove an accumulating list of amalgamations has been announced within the past few days. The most notable probably is the appeal of the Imperial Paper Mills, incorporated in 1909 with a share capital of a million sterling, to the public to subscribe to an issue of £800,000 7½ per cent guaranteed fifteen-year first mortgage debenture stock at an issue price of 98 per cent and repayable at 103 by equal annual drawings. This stock is secured by a first mortgage on the mills of the company at Gravesend on the Thames and on shares in a Canadian company.

Imperial Mills

The Imperial Paper Mills were especially erected to supply the requirements of the Amalgamated Press, Ltd., in the production of its seventy periodicals and magazines, besides supplying paper in large quantities for the production of the *Times*, the *Daily Mail*, the *Daily Mirror*, the *Sunday Pictorial*, and numerous other papers. Altogether, the mills have a capacity of 1,500 tons of paper per week, and extensions are in progress to bring the output up to 1,800 tons.

The Imperial has recently, jointly with Lord Rothermere and companies with which he is associated, purchased the whole of the capital stock of the pulp mills carried on by the Gulf Pulp and Paper Company at Clarke City, in the Province of Quebec, on the St. Lawrence, together with timber limits extending to 625,000 acres, the output of pulp from which is given officially as 25,000 tons per annum. Under the arrangements for purchase the Imperial Company will acquire two-thirds of the capital, the remaining third being taken up by others interested in the purchases of paper. The following auditors' statement of profits for the past six and a half years, from 1914, when the works came into full operation, is instructive. (The total is arrived at in each case after providing for depreciation of buildings, plants and machinery and management expenses, but does not include interest on loans and income tax):

Year Ended August 31—	Before Charging Excess Profits Duty.	After Charging Excess Profits Duty.
1914	£72,534	£68,605
1915	75,360	72,885
1916	149,784	111,978
1917	135,830	96,818
1918	160,898	98,457
1919	297,278	180,419
1920*	162,405	(say) 95,000

*Six months, August-February.

The above table is a good example of financial success during war conditions, notwithstanding the scarcity and abnormal cost of raw material.

The Amalgamated

Another forward movement is the incorporation of "The Amal-

gamated Paper Mills, Ltd.," combining the business of Edward Collins & Sons (of Glasgow) and Henry Leigh Slater (of Manchester) with a share capital of £900,000, now issued at par, £400,000 of which being 8 per cent cumulative participating preference shares.

The Kelvindale mills of Edward Collins & Sons are among the oldest paper-making concerns in the United Kingdom, having been established so long ago as 1746, their products being fine and supercalendered printings, enamels, etc. The business of Henry & Leigh Slater is of recent date. The average output of the two concerns is 190 tons per week. Recently the Slater company in association with M. A. Berges, of the Papeteries Berges (Paris) formed a new company, the Societe Franco-Anglaise de Papiers Speciaux, which is building new works at Eragny, near Paris, for the purpose of coating the papers manufactured by the Berges company. The profits of the Collins and Slater firms combined advanced from £86,797 in 1916 to £220,219 in 1918, but fell away to £56,291 in 1919 owing to exceptional war difficulties and the mills running short time. The profits this year are estimated to be at the rate of £294,803 per annum.

Large Profits

It is regarded as certain that expansion of the paper industry on the lines on which it is now moving has been delayed owing to the uncertainty arising out of the war and to the impossibility of getting adequate raw material. Within the past few months this has been changed and there is every reason to believe that the paper trade of Britain is on the highway to unprecedented success. Almost uniformly all companies did well in the first year after the armistice, and although not fully restored to pre-war levels the output was of a substantial character and enabled a very good business to be done. Only a few of the paper companies make public their balance sheet, but the following results of the principal concerns additional to those already referred to afford a very fair idea of the success attending the industry generally:

Profits after providing for excess profits duty:

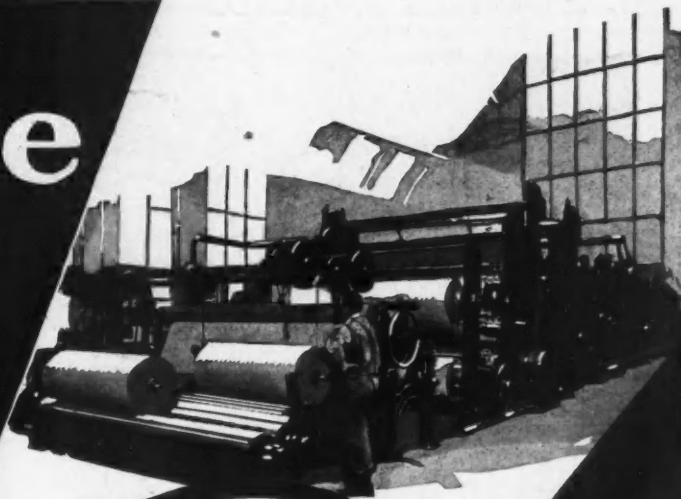
	1919.	1918.	1917.
Edward Lloyd	£223,032	£177,940	£151,536
Ordinary dividend	13¾%	11¼%	11¼%
Alex. Pirie & Sons	£105,543	£102,500	£83,833
Ordinary dividend	6%	6%	6%
C. Marsden & Sons	£97,930	£66,180	£26,884
Ordinary dividend	9%	8½%	6%
A. M. Peebles & Son	£43,287	£38,349	£21,102
Ordinary dividend	9%	5%	..
A. E. Reed & Co.	£135,485	£111,295	£73,308
Ordinary dividend	14%	10%	10%
Spicer Brothers	£236,500	£155,584	£155,345
Ordinary dividend	14%	12½%	12½%

In the case of Spicer Brothers the gross profit after providing for excess profits duty was 52 per cent more than in the preceding period, while the net profit advanced from £54,800 to £104,100, or getting on for 100 per cent. Compared with Germany, for example, where there are, or were, several cartels, the British paper industry is almost without organization. Every individual firm moves along in its own individualistic way. Before the war there was no price convention among British makers. It was only under stress of war conditions that British makers came to arrange a price agreement which is compulsory under penalties. Some firms are not in it, but it is said to represent over 80 per cent of the industry. There is fear of the ill effects of foreign competition and a duty of 15 per cent has been suggested in order in some measure to safeguard the British paper makers. The wall paper manufacturers are, however, a strong combination. Beginning with eight firms and an authorized capital of £4,000,000 the combine has gradually secured complete dominance of the trade in the United Kingdom.

(Continued on page 46)

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Increased Efficiency

follows rapidly in the wake of Increased Light—for better light allows your helpers to work with more assurance, reduces the possibility of accidents, and reduces fatigue as it stops eye-strain.

Talk to any expert on illumination. His first recommendation—and the easiest one to follow—will be to paint your building interiors with a white paint such as DU-LITE—the Scientific Mill White Paint that Doubles Daylight—is ideal for the purpose as it forms a gleaming white coating on all surfaces that *stays* white for long periods and is easily cleaned when soiled.

NOW is a good time to get more light into your plant. Specify DU-LITE.

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But perhaps of greater importance is the JONES determination to put quality materials, quality work, and quality thought into each individual appliance.

With the policy decided upon, the precedent established, and the standard maintained, JONES transmission now is, and is destined to be, the QUALITY line of the transmission world.

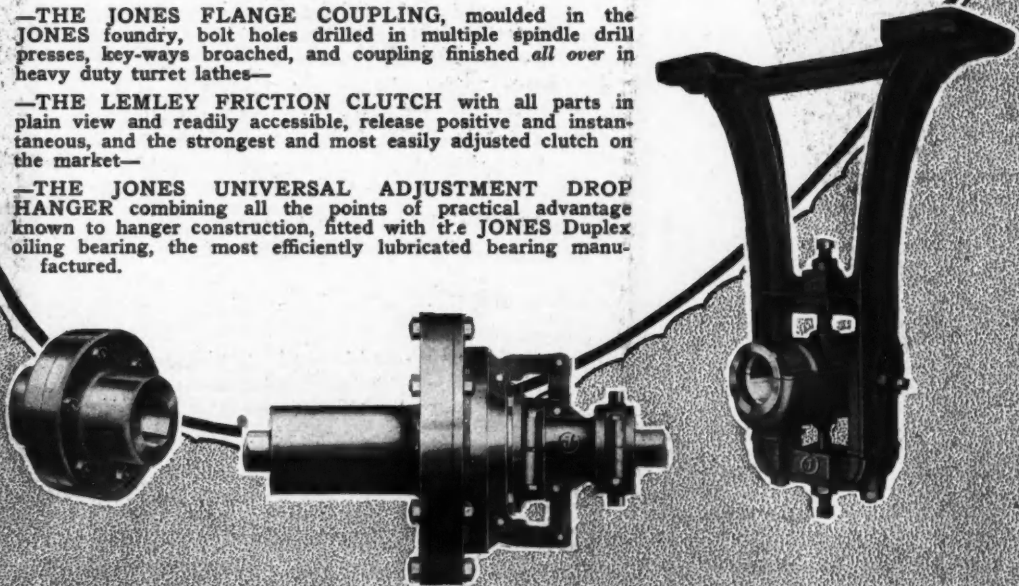
Compare individual items of competitive lines and JONES will win your favor instantly.

From left to right

—THE JONES FLANGE COUPLING, moulded in the JONES foundry, bolt holes drilled in multiple spindle drill presses, key-ways broached, and coupling finished *all over* in heavy duty turret lathes—

—THE LEMLEY FRICTION CLUTCH with all parts in plain view and readily accessible, release positive and instantaneous, and the strongest and most easily adjusted clutch on the market—

—THE JONES UNIVERSAL ADJUSTMENT DROP HANGER combining all the points of practical advantage known to hanger construction, fitted with the JONES Duplex oiling bearing, the most efficiently lubricated bearing manufactured.



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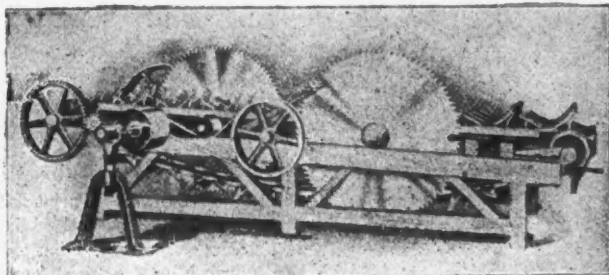
Calco

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THE

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is the most efficient and the lowest cost method of reducing long logs to uniform short lengths suitable for further manufacture into pulp and paper.



Built in all sizes to handle logs from 4 feet to 32 feet in length. Can be arranged to trim either one or both ends of logs if desired.

RYTHER & PRINGLE CO.,
Carthage, N. Y.



Obituary

Joseph R. Clarkson

[FROM OUR REGULAR CORRESPONDENT.]

TORONTO, Ont., August 9, 1920.—Word has been received in Toronto of the death of Joseph R. Clarkson who passed away suddenly at his old home in Helensburgh, Scotland. He was for some years managing director of the Partington Pulp and Paper Company (now the Nashwaak Pulp and Paper Company) of St. John, N. B. and leaves a wife and two sons, one of whom J. R. Clarkson is on the staff of the Fraser Companies, Limited, Edmundston, N. B. The late Mr. Clarkson had lived in retirement for a number of years.

BRITISH PAPER DEVELOPMENT

(Continued from page 42)

The output of wall papers not controlled by the combination is insignificant.

Raw Material More Plentiful

The most hopeful feature for the continued and future success of the British paper industry is the apparently adequate supplies of raw material, of which it usually receives 75 per cent from abroad. In the first half of the current year (January-June) the imports of pulp of wood, grass, rags, etc., exceeded 600,000 gross tons, a total of which is far greater than in either the corresponding period of last year or even of 1913, the last pre-war year, when the net imports were 380,000 tons and 563,758 tons, respectively. Pulp of wood is, of course, the principal material, the net import for the past six months being 505,195 tons, esparto grass, rags, etc., amounting to only 94,830 tons, the value of the aggregate being returned at nearly fourteen and a half million sterling (£14,403,831).

With regard to the overseas trade, Britain is still importing from abroad huge quantities of manufactured paper of all kinds, the aggregate for the six months January to June (re-exports deducted) being 346,047 gross tons as compared with 303,638 tons in the same period of 1913. The enormous increase in the value of paper is well illustrated by the fact that the slightly larger bulk of the import (14 per cent more) had a value of £14,051,606 against only £3,568,270 in 1913. On the other side of the account exports of paper manufactured in the United Kingdom were but a poor showing, the total for the six months weighing only 48,484 gross tons and having a f. o. b. value of £4,535,653, the balance against Britain on paper manufactures thus being over 9½ million sterling. In January to June, 1913, the United Kingdom exports were 88,781 tons, and the value £1,888,828. It is this extraordinary excess of imports of foreign-made paper over the comparatively small quantity of British-made exported that gives paper manufacturers here cause for anxiety, and it is obvious to them that they have a long way to go and much to do before the balance can be redressed or British made self-supplying. A very considerable quantity of the imported paper comes from Sweden and Norway, who supplied in the past half year 45 per cent of the printing and writing paper (reels and large sheets) and 75 per cent of packing and wrapping paper, including tissue paper. An interesting item is the reappearance of Germany as an exporter, the quantity arriving from this quarter being approximately 8,000 tons.

Franklin Progressing as Paper Mill Center

[FROM OUR REGULAR CORRESPONDENT.]

FRANKLIN, Ohio, August 9, 1920.—Franklin is experiencing the greatest prosperity in its history. As a paper mill centre it takes rank with the most substantial communities of the country.

Just now all paper and board mills are running, with one exception; labor troubles have been adjusted, and activities are at their height.

The Beaver Board Company, which some time ago purchased

the Patent Vulcanite Roofing Company's plant in Franklin, is making an important improvement. A large three-story addition is well under construction and will be completed as soon as labor can be obtained, as well as all materials, though in the latter respect the company is fairly well fixed.

When the addition is completed the company should have a doubled capacity. Modern machinery for the manufacture of beaver board and vulcanite roofing will be installed and it will be necessary to double the force of employees.

Some time ago the Franklin Board and Paper Company made substantial changes and improvements and the mill is now running on a good grist of orders.

The Miami Valley Tissue Mills plant, now known as the Superior Paper Company, following the legal troubles which have been brought to a finish, is the only one in town that has been idle on account of bankruptcy proceedings. Now, however, that the firm has been taken over by other interests, operations will be resumed at the earliest possible date. A modern tissue paper making machine was installed by a Miami Valley concern and other equipment used in a plant of this kind is modern.

Franklin is operating under only one handicap—most of the larger concerns are owned chiefly by out-of-town investors. But for this there would be a greater spirit of civic pride displayed at times. Some of the paper mill concerns are owned by local interests, however. At one time, before the panic of '93, most of the plants were owned by Franklin or Miami Valley men. With the flight of time and important trade developments, outside interests became interested in paper enterprises. The industry had been so well established that no difficulty was encountered in securing outside buyers when trade changes were contemplated. Practically the first outside firm to cast a longing glance at the Miami Valley was the American Writing Paper Company, which acquired the famous mills of the Harding Paper Company, the founder of which established the first paper mills west of the Alleghenies.

Albany Felt Co. to Build

ALBANY, N. Y., August 10, 1920.—Work has been started upon a considerable addition to the mill of the Albany Felt Company in north Broadway at the city line. When completed, November 1 next, the increased facilities will give employment to many more people in the northern part of the city.

The plans for the construction were prepared several months ago by Lockwood, Green & Co., engineers, Boston, Mass. The contract has been let to the Turner Construction Company, New York, one of the largest contractors for big work in the country. The blue prints show a three-story brick, mill-construction edifice, 273 feet, eight inches long, and 85 feet, two inches wide, with an unfinished basement. The framework will be steel girders, and the roof of tar and gravel. The construction will be an extension of the present mill building to the north. The work calls for about 3,400 cubic yards of excavation. The Turner Construction Company began to place workmen and machinery on the job on June 25, and is making good progress under its efficient organization. The extension, when completed, will be used for the manufacture of papermakers' felts and jackets for which the local company has built an enviable reputation since it was established on a small scale in July, 1895.

Spain to Cancel News Print Duty

MADRID, August 7, 1920.—Import duties on news print and paper for books will be abolished by a royal decree which the Minister of Finance has decided to issue. He expressed the opinion today that the measure would have little influence on the price of paper, but said he consented to the experiment in order to meet the demands of publishers and authors.



Announcement

We have inaugurated a special coarse paper department, and propose to carry in stock, in large quantities, a complete line of

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Our fair policy of buying and selling, so successful in our fine paper departments, will be applied to our new coarse paper department.

We are now ready to entertain offers from all mills seeking new or additional reliable sales connections, for the present and future.

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THE Canadian Pacific Railway, through its Bureau of Canadian Information, will furnish you with the latest reliable information on every phase of industrial and agricultural development in Canada. In the complete Reference Libraries maintained at Chicago, New York and Montreal are complete data on natural resources, climate, labor, transportation, business openings, etc., in Canada. Additional data is constantly being added.

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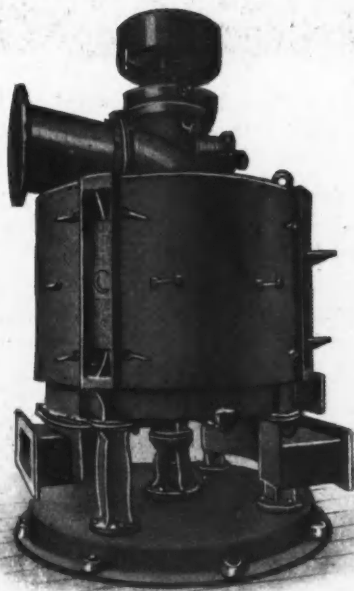
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Tested in Du Pont Service these Shevlin Centrifugal Screens

Now Released to Increase Efficiency in Your Paper Mill



TALK to the man who operated these machines during the war. He is now located in our Wilmington office. He says he never had to swear at them but could always swear by them.

His experience clearly demonstrated that to produce clean stock the screen must have a vertical barrel because slivers and dirt always settle at the bottom and cannot be carried from a horizontal barrel.

To save the time and labor of cleaning we installed these self-cleaning Shevlin Screens which automatically carried off the impurities with the water at the bottom, the stock being forced through perforated copper plates having a mesh of .065 or .050 of an inch.

From the moment of its installation until the day of the armistice our screening outfit "worked like a charm." The Shevlins needed little attention and their upkeep cost was nominal. Our operator firmly maintains that this is THE apparatus for positive efficiency.

We guarantee that these screens are still in usable condition and we offer them

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"OLD HICKORY"

The Greatest of



In its continued effort to get back to a normal peace-time basis the Government has now found it necessary to dispose of the gigantic "Old Hickory" plant, built during the War by the duPont Engineering Company.

It has an ideal location, 15 miles from Nashville, in the Hadley Bend of the Cumberland River, with adequate rail and water transportation facilities. 54 miles of standard gauge track are within the limits of the plant, with a freight yard capacity of 660 cars.

With the largest steam power plant in the world; economic and convenient proximity to three practically inexhaustible coal fields; directly connected with the Louisville & Nashville; Nashville, Chattanooga & St. Louis, and Tennessee Central Railroads, the Old Hickory plant offers unparalleled manufacturing opportunities.

STEAM POWER

all parts of the plant.

ELECTRIC POWER ENGINE POWER

capacity as prime mover or source of power.

COAL HANDLING

silos where it may be diverted to the coal storage, or distributed directly to the boiler bunkers. Two large locomotive cranes are available for the storage of coal. This equipment is capable of handling seventy-three 45-ton cars every 24 hours, but has never been taxed to its full capacity.

WATER

BOSTON. Water is pumped from the Cumberland River by 10 pumps and these are connected with a booster system having a capacity of 37,500 g.p.m., against a 130 foot head. All water, excepting that used for cooling and condensing, in the Acid Area, is FILTERED AND PURIFIED AND CONSTANTLY TESTED IN THE PLANT LABORATORY. The filtrating equipment includes 96 FILTER TUBS WITH A 24 HOUR CAPACITY OF 63,000,000 GALLONS.

of 60,000 h.p., is generated by 48 B & W built, Sterling type boilers. The boilers are rated at 823 h.p., with an actual development of 1250 h.p., each, at a working pressure of 175 lbs. Seventeen 16" mains all on overhead trestles, carry steam to

sufficient in volume for all plant and village uses is generated by 5 turbo generators of 11,500 k.w., capacity at 2300 v., which can be stepped up to 6600 v.

is more than sufficient to operate the various machinery of the plant and is developed by 47 heavy duty Corliss Engines of 350 h.p., each. These engines are in various parts of the plant, in excellent condition and ready to function in any

operations are conducted efficiently, economically and with a minimum use of labor by an electrically driven and controlled system of belt conveyors of 300 t.p.h., capacity, which convey the coal from the track hoppers to the crushers, then to the

for use throughout the plant and village is available in sufficient quantities to meet every requirement and has a volume great enough to supply a city the size of

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Industrial Projects



A mammoth, highly efficient refrigeration unit is ready for operation. It consists of thirteen 250 ton units with all auxiliary equipment. The total refrigeration effect is 3,250 tons. In conjunction with this is an ice plant of six hundred 300-pound cans with complete equipment for handling and storing the ice. **THE CAPACITY OF THIS PLANT IS GREAT ENOUGH TO MEET THE ICE REQUIREMENTS OF A CITY AS LARGE AS THE ENTIRE RESERVATION.**

The several units of the plant are: Cotton Purification, Nitration, Filtration, Power, Refrigeration, Causticizing, Sulphuric Acid, Diphenylamine, Box Factory, Storage Tanks, "Shock" Houses, Round House, Garages, Laboratory, and a Machine Shop sufficiently equipped to take care of the needs of the several units.

Adjacent to the works is the town, covering an area of 560 acres upon which are 3,867 buildings of various types from 6 room bungalows to 6 family apartments, hotels, restaurants, civic centers, two Y. M. C. A.'s, a Y. W. C. A., with perhaps the largest auditorium in the country; stores, a completely equipped fire and police department with the latest signal devices, hospital, court-house, theatre, schools and other buildings common to the average community. Every feature conducive to permanent labor is within the limits of the village. The homes are in a splendid state of preservation, ready for immediate habitation and have every modern convenience such as electric cooking plates and bath rooms.

The several units of the plant are readily adaptable to many industries, including: **VARIED INDUSTRIES** Chemical, Rubber Goods, such as Automobile Tires, Pulp and Paper Mills; Sugar **WHICH CAN USE** Refinery; Coking and Coke By-Products; Food, both evaporated and concentrated; **THIS PLANT** Iron and Steel foundries; Fibrated Products, such as Asphaltum Shingles; Aluminum; Wood Box or Refrigerator Manufacture; Cellulose and Photographic Film Manufacture, and a number of other minor industries, such as Cold Storage and Ice Manufacture.

Through the sale of "Old Hickory," the Government offers an unprecedented opportunity to the American business public. Its ideal location, near Nashville, on the navigable Cumberland River, its proximity to three great coal fields; healthful climate, ample housing accommodations, completeness and excellence of the plant equipment; enormous potential production capacity of its various units—these are but a few of the many advantages to be considered.

When the armistice was signed "Old Hickory" was just getting its stride. The vast **CAPACITY OF THE PLANT HAS NEVER BEEN FULLY UTILIZED. ITS GIANT POSSIBILITIES ARE NOW READY TO BE RELEASED BY THE GENIUS OF THE INDUSTRIAL WORLD.**

Are excessive power costs, high wages, adverse labor and housing conditions **CUTTING DOWN YOUR PROFITS?** Do you lack room for expansion? A magnificent opportunity is offered you here to reach the peak of your business aspirations.

The War Department recommends that prospective purchasers for **A PART OF THE "Old Hickory" project** associate themselves for the purpose of submitting a bid for **THE ENTIRE PROPERTY.** Government agents will render every assistance in putting such prospective purchasers in touch with each other and in forming an association to facilitate bidding and the immediate acquisition of the property.

SEALED BIDS for the **ENTIRE** property will be received now and up to 10 A. M., Eastern Standard Time, September 2, 1920. Requests for information, proposals to purchase a part of the property, permission to inspect and for detailed information, should be addressed to the **CHAIRMAN.**

Inspection Can Be Arranged
Through Commanding Officer

OLD HICKORY POWDER PLANT

**JACKSONVILLE
TENNESSEE**

Sulphite Alcohol as Motor Fuel

STOCKHOLM, July 20, 1920.—Sulphite alcohol as motor fuel is officially recognized a success. The finding is based upon the result of queries sent broadcast to the industry. In order to get reliable information the Swedish ministry for commerce asked Prof. C. E. L. Hubendick to undertake this inquiry. He received 668 answers to his questions.

An old horse will balk when driven to a new stable. Old engineers and machinists have fault to find with a new fuel. It would be a miracle should they bestow unstinted praise upon a new discovery or invention. So this kicking and growling about details in the hundreds of answers has to be discounted as a frailty of human nature.

Ten per cent of the answers reported alcohol motors running satisfactorily in every respect. On the other hand, 4 per cent reported the alcohol had done damage to machinery parts.

Some of the answers indicated that industrials could not get the purity of alcohol desired. Also the proper kind of lubricating oil was missing. These deficiencies caused corrosion and clogging. The answers, however, showed also that in many cases the conversion from benzine to alcohol had not been performed completely nor correctly. So many of the difficulties experienced are not to be blamed on alcohol as fuel as such, but upon imperfect and slipshod adjustment. No doubt, all these shortcomings will be remedied in the course of time.

Some of the shortcomings noted were the resistance of alcohol unless warmed sufficiently in advance, which increases the consumption of fuel and lubricating oil; fluid fuel collecting on the walls of cylinders, washing off the lubricating oil and thus leading to increased wear and tear; improper mixing causing incomplete combustion and thereby lowering of motor power.

Prof. Hubendick found many answers to indicate that the alleged increased wear and tear charged to alcohol was in reality chargeable to inferior lubricating oil. For some of the reports blamed alcohol for corroding parts of the machine, which could not possibly come in contact with the fuel when properly handled. However, there is no doubt that salts of iron used in the production of alcohol have something to do with the increased wear.

Alcohol's obstinacy, when it is to be started, is its most serious deficiency. But, as a whole, the answers to queries prove that sulphite alcohol is available as a practical fuel and that the use of alcohol does not imperil the life of the machine as long as proper precautions have been taken.

Prof. Hubendick sums up his findings by declaring: There is no reason why alcohol should not be used as fuel.

More Electric Power For Holyoke

[FROM OUR REGULAR CORRESPONDENT.]

HOLYOKE, Mass., August 9, 1920.—Announcement was made last week that contracts had been let by the Holyoke Water Power Company for two electric power installations. One is to be located at the second level canal lock between the first and second level above the Whiting Paper Company mill, and the other at the company's electric plant between the second level canal and the river.

The installation at the lock will consist of a Leffel turbine generating 750 horsepower, and direct connected with a Westinghouse motor and necessary adjuncts. The motor will be of the three-phase 60 cycle type. The installation at the plant now in service will complete the capacity of that plant, it being the third hydro-electric installation there. It will furnish 1,250 horsepower through a pair of Leffel turbines direct connected with a Westinghouse three-phase 60-cycle generator. The present indications are that the municipal department of the city of Holyoke will buy the 2,000 horsepower thus generated. The company previously has been generating 2,000 horsepower, part of which has been taken by the Japanese Tissue Mills, Inc., and other paper concerns. The municipal lighting department supplies part power to many paper mills

and paper converters, and as the limit of the city plant is about reached, will probably come to some agreement with the Holyoke Water Power Company to take on this current and resell to the consumers.

To Show Fuel Saving Device

In view of the present great scarcity of fuel and the unusual public interest in the economical utilization of it, the Uehling Instrument Company, 71 Broadway, New York City has decided to exhibit its fuel saving devices at two of the leading expositions of the year, namely the Chemical Show, Grand Central Palace, New York September 20-25 and the National Association of Stationary Engineers' Convention, Milwaukee, Wis., September 13-17.

The principal products to be displayed will be the new "Style U" Co.'s recording equipment. This instrument keeps tabs continuously on by far the largest item of waste in the boiler room, namely the heat discharged up the chimney, thus enabling the operators to make adjustments that will reduce this loss to the minimum. A gauge on the front of each boiler serves as a working guide for the firemen and a recorder in the office of the engineer or superintendent simultaneously makes a permanent record of the performance of each boiler furnace. Other boiler room instruments, including Uehling pyrometers and draft gauges, will also be exhibited.

Strathmore Company Making Improvements

[FROM OUR REGULAR CORRESPONDENT.]

HOLYOKE, Mass., August 9, 1920.—Work on the new five-story addition to the Strathmore Paper Company of Mittineague, now being erected in the rear of the No. 1 mill next to the Agawam river is making rapid progress. The walls are up four stories and it is expected that the internal construction will be finished October 1.

This addition to the plant will allow for extensions to several departments. The machine shop will use the first floor; the finishing department the second floor; the printing department has plans for the third floor, and the two upper floors will be used for the storage of paper in the process of manufacture.

The work was begun last April and is the second of this year's building operations for the Company. The work is being done by the Daniel O'Connell's Sons of Holyoke and the supervising engineer is G. F. Williamson of the Strathmore Paper Company. The building will cost \$90,000.

River Raisin Safety Committee Meets

MONROE, Mich., August 10, 1920.—The River Raisin Paper Company's Safety Committee of Monroe, Mich., held a very successful banquet at which there were forty-two members present together with many local physicians and the chief safety engineer of the Michigan Mutual Liability Insurance Company on the evening of August 5. Subjects of safety and welfare were extensively discussed in a number of well turned speeches.

The River Raisin Paper Company's Safety Committee has been in existence for more than seven years and was in fact one of the pioneers in the movement which has since swept through all the industries of the United States and Europe. Many of the other factories who have taken up welfare and safety work have patterned directly after the accomplishments of the Monroe paper plant.

Several carloads of coal consigned to the Riverside Fibre and Paper Company, Appleton, were seized by officials of the Chicago, Milwaukee and St. Paul railroad for use in its locomotives. The threatened coal strike was not of serious consequence to Fox River Valley mills inasmuch as the major portion of the coal used here comes from the eastern mines which were not affected by the strike movement.

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MANUFACTURERS

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

ALASKA AS A SOURCE OF NEWS PRINT

By E. A. SHERMAN, ASSOCIATE FORESTER OF THE FOREST SERVICE.

WASHINGTON, D. C., July 28, 1920.—Following is the speech of Associate Forester E. A. Sherman, of the Forest Service, made recently before the Southern Newspaper Publishers' Association, at Asheville, N. C., on "Alaska as a Source of News Print":

I am expected to talk about Alaska as a prospective source of raw material out of which you gentlemen may make your newspapers. Your interest in such a subject at this time is particularly pertinent. The high cost of living confronts the newspaper as well as the man. It costs more to feed the presses as well as the masses, and the consuming powers of both are increasing.

So short a time ago as 1909 the United States was on a self-sustaining news print basis. Today we are dependent upon foreign sources for two-thirds of our print paper or the material from which it is produced. Production within the States has remained practically at a standstill since 1909, but fortunately the products of Canadian mills and woods have been largely at our command. In 1909 Canada produced less than 13 per cent as much news print as this country. In 1919 it produced over 60 per cent as much news print, besides furnishing us a vast amount of wood pulp and pulpwood.

Meanwhile the price has gone up. I do not need to discuss the exact average range. What matters a few per cent either way when increases become a matter of multiplication instead of addition. The price is high enough, goodness knows. The point you no doubt would like to have me make is what can be done about it.

No Immediate Relief in Sight

Frankly, I am rather afraid you will find my talk rather disappointing if immediate relief is expected. The paper making business is rather ponderous industrially. It requires great masses of capital which must be invested in extensive buildings and heavy machinery. The mills should preferably be located near to large sources of raw material supply. Since the structures are relatively permanent the investment is necessarily for an indefinite period, and the supply of raw material should be correspondingly permanent, and some one must invest his capital in that supply and carry it for the industry.

Now, then, if the situation could be remedied by building new mills in the regions of present demonstrated paper-making success, it would be a simple matter. Those regions are New York, New England, and the Lake States. But, unfortunately, the news print industry in the three regions named is already over-developed for its supply of raw material. About 50 per cent of the news print manufactured in the States comes from New York, where the supplies of raw material are estimated as only enough for the next 10 years at the present rate of cutting. In New England it is estimated that the established mills at their present rate of consumption will exhaust their supplies of pulpwood in twenty years. One company has supplies which may last 40 or 60 years; but in all of New York and New England not a single mill controls a permanent supply of raw material. Such is the present status of the mills producing 85 per cent of our news print. In the Lake districts, where most of the remaining 15 per cent is produced, the situation is but little better. Pulpwood is being shipped to the mills from points in the woods 1,000 miles distant, and some of the Wisconsin mills are even considering shipping supplies from northwestern Montana across the Rocky Mountains and the great plains of the Dakotas and Minnesota in order to keep their expensive plants in operation. In the face of such a situation it is therefore useless to talk about establishing new mills anywhere between Chicago and the North Atlantic Coast.

Where, then, shall we turn? Not to Canada, if we can help ourselves, for we should all wish our source of news print (which may in turn largely control public intelligence) to be free from foreign influence so far as possible. Furthermore, it is not improbable that the development of the industry in eastern Canada has already reached the limit of assured permanent supply of raw material, taking into consideration the heavy demand certain to be made upon their forest resources for other wood products both at home, in this country, and in Europe. It will be conceded that any objection against Canada as a source of raw material for news print, because of the influence of another flag, would apply with equal or still greater force to any other foreign source of supply.

Where Shall We Turn?

Within our own boundaries the South Atlantic and Gulf States present possibilities, but owing to the excessive resin in the southern conifers there are serious difficulties to overcome in the manufacture of anything above the grade of craft paper. The lumber industry is making such inroads into your remaining stocks of native timber that the establishment of paper mills in your territory, unless carefully controlled, would only hasten the beginning of the end. From a careful survey of the entire field we are forced to the conclusion that for future large supplies of pulpwood we must turn to the Pacific Northwest and Alaska. Owing to the difficulties of establishing a new industry upon an extensive scale in a new region, and the heavy freight charges separating the point of manufacture from the region of market demand and use, the change will not be made until every possible alternative is exhausted. No regional alternatives remain. How about substitutes for wood pulp? Cotton is out of the question because the raw material itself is prohibitive in cost for that purpose. Cotton linters, once a total waste, present some possibilities, and the supply from this source has been increased by improved machinery and the accession of cotton shavings. But this material produces writing paper grades. This, of course, relieves the pressure upon other grades, but the total volume of cotton linters, when all is said and done, is not sufficient to take up our average increase in news print consumption for a single year. Furthermore, the material must be assembled from widely scattered sources, involving a big problem of transportation at heavy cost.

What Prevents Use of Substitutes

The difficulties of assembling at one point a sufficient volume of raw material to supply a news print mill is what prevents the use of substitutes such as cornstalks and other classes of material which might be designated as waste. Wood seems to be the only substance that meets the economic requirements of the industry.

The Pacific Northwest is rich in woods suitable for the production of news print. As you are no doubt aware, there has been some development of the news print industry on the Pacific Coast. The Inland Empire Paper Company has a small mill at Millwood, Washington, with an estimated capacity of 35 tons a day, and the Crown-Willamette Paper Company, with main office at San Francisco, has a mill in each of the three Pacific Coast States, Washington, Oregon and California, with a daily tonnage of 337 tons. Farther up the coast we find two large mills, each with a capacity of over 200 tons a day, operating in British Columbia. As yet no paper or wood pulp is being manufactured in Alaska, nor are the Alaskan forests being drawn upon for pulpwood. However, it is the belief of the Forest Service that

(Continued on page 56)

SABIN ROBBINS PAPER CO.

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National Distributors of Jobs in Paper
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WE BUY JOBS IN PAPER

Enameled Book and Card Board Seconds
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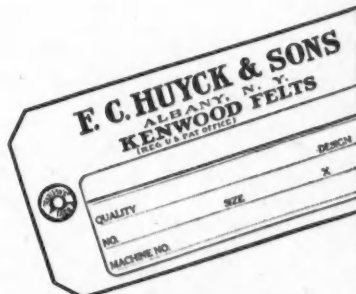
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The distinguishing mark
of Kenwood Felts.

ALASKA AS A SOURCE OF NEWS PRINT

(Continued from page 54)

conditions are favorable for the successful establishment of the news print industry in that region.

Possibilities in Alaska

The possibilities of establishing the news print industry in Alaska are at the present time limited to what is locally known as Southeastern Alaska, a little over fifteen million acres, which is included in the Tongass National Forest. This embraces the narrow strip, tongue, or panhandle extending down the coast from the main body of the territory. The climate is very similar to that of Washington, Oregon and British Columbia, being much milder than the average resident in the States is likely to imagine. The winter climate of Ketchikan, Alaska, is very similar to that of Washington, D. C., while the winter climate of Sitka is milder than that of Richmond, Va. This is due to the influence of the Japan stream, which modifies the climate of the entire Pacific Northwest. This tremendous current of warm water flows north on the Atlantic side and is deflected by the rotation of the earth and the configuration of the country eastward along the Aleutian Islands, the Kenai Peninsula, and with a mighty sweep is carried along the entire western coast of North America. Alaska is encountered in its earlier course before reaching British Columbia, Washington, Oregon and California, and the correspondingly warmer current at that point to a considerable extent appears to counteract the difference in latitude. The region has a heavy rainfall, which, combined with other favorable climatic conditions, has blessed the country with a wonderful forest growth. Most of this forest is found on land almost devoid of mineral soil. In ages past the entire region was scraped by glaciers. This was at a relatively recent period from a geological standpoint, so that there has not been sufficient time elapsed for soil to accumulate from the weathering of the native rocks. The timber grows among the rocks and in a bed of vegetable duff several feet in depth resulting from the deposit of leaves, twigs, and the decay of fallen trees through the centuries past. When cleared, such land is entirely unsuited for farming, but it will raise magnificent timber. It should be kept on the job. Most of the timber lies within a mile of tidewater. The timber line is low, an elevation of 1,500 feet above the sea. The Tongass National Forest is estimated to have 12,000 miles of shore line. It may have twice this or half as much, but whether it be 10,000 miles or 40,000 miles, the frontage on tidewater is staggering. Practically all the timber within the forest may be said to be accessible to tidewater, which, in turn, makes it for all practical purposes accessible to any suitable manufacturing point within the general region. According to a rough estimate made by the Forest Service, there is 70 billion feet board measure of standing timber in the Tongass National Forest. The Forest Service also estimates that this forest can produce permanently two million cords of pulpwood, or, in other words, approximately one-third the present consumption of the country. If the mills were available and established, two million tons of print paper could be taken from the Tongass National Forest this year, and the forest property, from the standpoint of permanent production and increased production, would be improved by such cutting instead of injured. I wish it were economically possible for it to furnish such a service this year. If it were possible many of your present difficulties would be removed.

Attention Given to Alaska

About ten years ago the Forest Service turned its attention to Alaska as a possible future source of raw material for news print. A number of outfits applied for timber concessions upon which to base the establishment of paper mills, but their demands were excessive. They hoped to secure unlimited concessions such as decades ago were secured by interests in Mexico and from irre-

sponsible Central American governments. The most conspicuous example of this kind was a Norwegian outfit that offered to put in a paper mill, but upon conditions which substantially meant making them a gift of an extensive and valuable timbered region.

A careful study of the situation at that time convinced the Government experts that the establishment of the news print industry in Alaska was not then justified by the economic conditions which it would unavoidably encounter. By 1914, however, the situation had somewhat changed, and it was then believed that capital might be safely and profitably invested in such an industry in that region. Capitalists became interested, but before the project was launched the world war came on, interfered with their financial plans, and necessarily matters have been practically at a standstill ever since.

Situation Changed

This year, however, the situation has changed. The demand for news print equals the available supply, at prices heretofore unprecedented. The demand is increasing, while there is no great increase in the production under our own flag. Capital is now looking to Alaska with a more favorable gaze. Already one small sale has been consummated for one hundred million feet of timber in the Tongass National Forest. The outfit plans to put in a small pulp mill and produce about 25 tons of pulp a day. If this is successful, a large commercial newspaper print plant is contemplated. Other applications are under consideration, one of them having in view the operation of an extensive plant at Juneau, where the water power is already developed and available for immediate use.

Aside from the possibility of the early construction of a plant at Juneau, or in that vicinity, I see no possibility of Alaska timber contributing to the relief of the news print situation short of five or ten years. In making this statement I realize that to many of you it may sound disappointing, but I feel that you would prefer to have me tell the truth as I see it and not hold out false promises.

Big Investment Required

The establishment of a news print mill upon a satisfactory basis means the investment of \$4,000,000 or \$5,000,000 and requires extensive water power development. Extensive water power development takes time. The construction work alone means two or three years, but before construction work is undertaken a great deal of preliminary study is required. The streams in southeastern Alaska are short and the drainage basins relatively small. The behavior of the streams, the fluctuations in flow through a considerable period of time, should all be known in order to draw a proper plan of development and in order to justify the investment of capital. Even under the settled economic conditions prevailing in the older States, capital considers that the stream flow measurements and study should cover a period of not less than ten years. The Forest Service began the study of hydro-electric power possibilities in southeastern Alaska in 1915, so that some data is available for some streams as far back as five years. Where conditions are most favorable it is quite possible that work might be undertaken in Alaska, based upon such additional information as the investors might be able to secure upon their own initiative, in one or two more seasons. The point is that, with the exceptions I have made, it is hardly probable that any capital will actually begin the basic construction work for the establishment of the news print industry in Alaska before the spring of 1922. Allowing 1922 and 1923 for construction work and trial runs, it appears that 1924 would be about the earliest date we can possibly expect to see news print from Alaska put on the market, excepting always the possibilities of the small plant I have already

(Continued on page 58)



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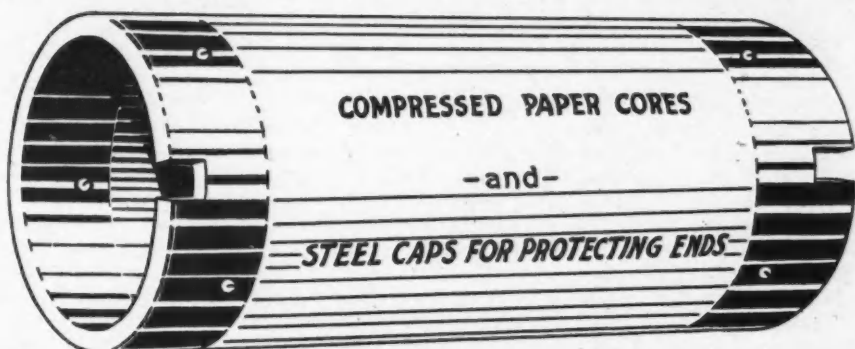
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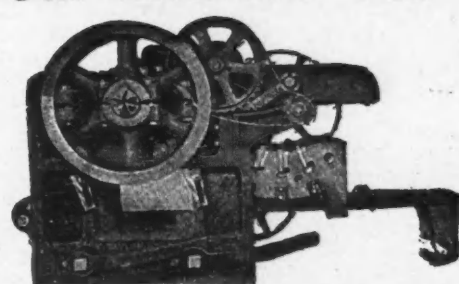
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ALASKA AS A SOURCE OF NEWS PRINT

(Continued from page 56)

spoken of and the possibilities of the earlier establishment of a plant operated at Juneau by electric power already adopted.

Furnishes Permanent Opportunity

But while I see no assurance of early relief being furnished by the Alaskan forests, it does appear to me that the Pacific Northwest and the forests of Alaska furnish an opportunity for a permanent news print industry. It is the opinion of the Forest Service that the timber in the Tongass National Forest will serve its greatest usefulness, both to the States and to Alaska, if a news print industry is established in the Territory and the product shipped to the States in finished form. Ketchikan, Alaska, is only 670 miles from Seattle, a 60 hour trip by steamer. The trip is practically all by inside waters, well protected against the storms and dangers of the open sea. It is only 93 miles from Prince Rupert in British Columbia, the terminus of the Grand Trunk Pacific Transcontinental Railroad, which railroad has expressed its willingness to establish a car ferry service between Ketchikan and Prince Rupert; so that a news print mill at Ketchikan might load its product directly into the car at the mill and bill the car through from Ketchikan to Atlanta.

As a matter of fact, however, the probabilities are that the bulk of the Alaskan product will move by ocean freight through the canal and serve the southeast and eastern coast. It is natural to expect that the mills already established in British Columbia and in California, Oregon, and Washington, and those which may hereafter be established in the western States, will provide the supply for the trans-Mississippi trade.

Forest Service a Special Study

The Forest Service has made a special study with a design to bring about the regional development of pulpwood resources of Southeastern Alaska. There is room, timber, and market for a great many mills. There is no reason why development should not proceed simultaneously at a number of different points. Any outfit having sufficient capital backing will find in the Tongass National Forest a timbered region available for exploitation without interference by any other outfit. With a view to bringing this about fifteen different development areas have been laid out in the Tongass National Forest, each one containing what is believed to be a sufficiently potential water power chance and a volume of timber sufficient to supply the mill for all time. In addition certain areas have been set aside for the time being as neutral, these areas to be drawn upon to furnish supplies of pulpwood to any of the 15 regions for which the original supply proves to be inadequate. The terms of sale are very reasonable. The operator is guaranteed a 40 years' supply under the terms of his contract. The initial minimum stumpage price fixed by the Government is equivalent to 50 cents a cord for spruce and 25 cents a cord for hemlock. It is estimated that in the proportions ordinarily used the timber cost entering into a ton of print paper manufactured under one of these contracts in Alaska would amount to about 37½ cents; let us say 50 cents, for good measure. It will be seen from this that when paper from Alaska is put on the market the price that you pay will not be due to excessive profiteering by your Uncle Sam. The stumpage rates are subject to readjustment under definitely specified conditions made in the contract at five year periods, the first readjustment coming 7 years after the execution of the contract, two years being allowed for construction work.

Alaska Should Be Producing in Five Years

Within five years Alaska news print should be a fairly common commodity in the States. Within 10 years the industry should be well established; within 20 years it should be developed to the total wood-producing capacity of the Tongass Forest.

Such are the revelations of time. When Seward purchased Alaska it was pointed to as "Seward's Folly." The \$7,000,000 paid to Russia was looked upon merely as a token of national appreciation for friendship expressed at a trying period. When we found that the region was actually rich in furs, and was after all a good investment, we were surprised. When rich placer mines around Fairbanks, Nome, and Kuskowim began to pour their treasures into the States, we were astonished; but today the salmon fisheries, which are permanent, exceed in value the Territory's products in gold. The cod fisheries, which are undeveloped, are the richest and most extensive in the world; and now the forests promise to rival the fisheries in usefulness to our people.

I have not mentioned the forests of Prince William Sound or in the interior region. There are possibilities of establishing pulp mills in the Prince William Sound country, but development will come first in that part of the country nearest to the States. Furthermore, I believe that Southeastern Alaska will always market its product in the States, and that the States may count upon that region as a permanent source of supply. I hope to see the products of the Chugach Forest and of the timbered regions in the interior contribute to the upbuilding and development of the future great State of Alaska, a State larger and richer in future possibilities than any now participating in the blessings enjoyed under our country's flag.

The Publishers' Present Problem

Meanwhile, it is your problem to arrange with the present producers for their product at a price fair to both producer and consumer, and you must arrange to keep the demand within the possibilities of the supply by some form of regulation. Meanwhile, also, this should be a lesson to us as a nation and we should profit by it. As surely as little apples are the handiwork of our Creator, just as surely is every industry which is dependent upon wood or wood products in the United States certain to encounter within the next quarter of a century the same problems with much more serious consequences. You are lucky, for your pulpwood supply is already raised for harvesting. It is only necessary to move the machinery to a new field. This is the comparatively simple problem of a few years, but it takes a century to replace a forest. We are using four times as much timber each year as we are growing. One hundred and forty-six years ago we set up housekeeping as a nation with 3,000,000 people and a continent of timber. Three-fifths of our timber is gone, and yet our nation is only in its infancy. To our 110,000,000 people today the world is as young and they are as full of hope as our forefathers were in 1776. But tell me, if you will, the answer to this problem: If three-fifths of a continent of timber lasts 3,000,000 people 146 years, how long will two thirds as much timber last 37 times as many people?

Must Change Our Ways

I am not an alarmist. We are not, as a nation, going to encounter economic destruction. But we must change our ways. We must make forest destruction a crime. We must put slacker lands to growing timber. We can do it. We have the land, we have the money, we are confronted with the necessity, and France, Germany, and Switzerland have furnished us the example. We must insist that ownership of land under our flag carries with it certain obligations as well as privileges; that farm land must be farmed; grazing land grazed; and timber land kept producing timber. Only in this way can we grow as a nation to our full stature. I commend this problem to your consideration and suggest to each of you individually that you advocate,

(Continued on page 66)

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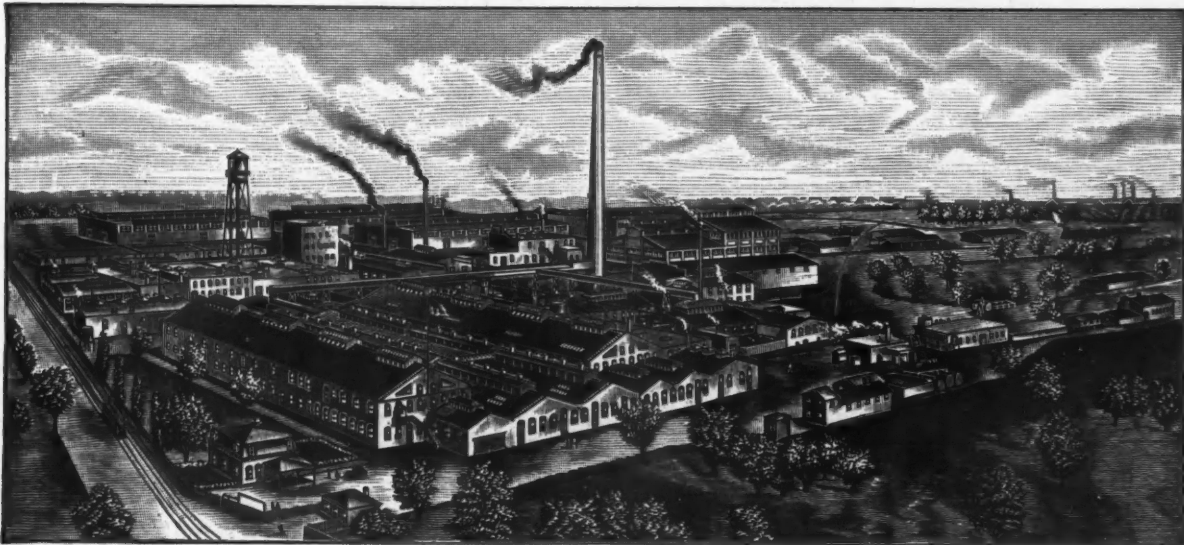
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PAPER PRICES ADVANCING IN PHILADELPHIA MARKET

(Continued from page 20)

John R. Lipsey who for sixteen years was with a prominent printing concern, lately on the sales end. The Whiting-Patterson baseball team with salesmen Merrill Deery, W. R. Armacost and P. H. Diffenbaugh as members, crossed bats this week with the team from the Charles Bond Company.

As a committee of one Edward Newhauser of the Dill & Collins Company recently paid a visit to the Willow Dell Farm of Col. Charles L. Carter of MacAndrews and Forbes making preliminary arrangements for the housewarming shortly to be held.

Leon Beck of the Charles Beck Company is on a motor trip to Chichester, New Hampshire.

Receipt of a large stock of Safepack waterproof paper is reported by Manager Henning in charge of the local branch, 231 Chestnut street.

President J. B. Mitchell of the Quaker City Paper Company is vacationing at Spring Lake, N. J.

David Martin Patton formerly with Jessup and Moore and now conducting his own business with offices in the Arcade Building, is seriously ill but on the road to recovery, in his home in West Philadelphia.

Formal transfer has been made by M. Potash to the Gatti-McQuade Company of the warehouses 606-12 North American street extending through and including 601-603 Bodine street assessed at \$40,000 and sold for about \$70,000.

Morris Griffin of the E. Latimer, 126 North Fourth street sales force is spending a vacation at High Point, N. J.

The Lowe Paper Company, 231 Chestnut street, is adding a lace paper line to its stock. President Morris P. Lowe has returned from his vacation at Wildwood but Ralph Clements and George K. Hooper, salesmen, have gone respectively to Beach Haven and to Stone Harbor.

The Paper House of Pennsylvania has leased the upper floor of its building 28 North Sixth street to E. F. Greahed, printer for many years located at 10th and Chestnut streets.

The five story warehouse at 127-129 Catharine street occupied for many years as a stock house by the late Gilles Monville was sold this week by his executor Rev. Joseph P. Monville to the Hess Manufacturing Company.

Charles Labor of the local of the Champion Coated Paper Company, has returned from an extensive trip throughout the United States.

Location for the paper specialties manufacturing plant of the D. L. Ward Company has not yet been secured although one or two buildings had virtually been decided upon until for structural deficiencies, they had to be given up.

John Dats and Howard Marcus of Datz & Son and Lester E. Pfeifer, printer, enjoyed a two days' fishing trip to Somers Point during the week.

National Safety Council Meeting

The program for the Paper and Pulp Section of the National Safety Council, to be held at Milwaukee, September 27 to October 1, is as follows:

WEDNESDAY MORNING:

The Safety Game As It Is Played In One Plant.

- a. The Man on the Job. (Mike Corcoran, Kimberly-Clark Company.)
- b. The Foreman. (Henry Bongers, Kimberly-Clark Company.)
- c. The General Superintendent. (Ernst Mahler, Kimberly-Clark Company.)
- d. The Employment Secretary. (Miss Mary Baker, Kimberly-Clark Company.)
- e. The Safety Director. (M. G. Hoyman, Kimberly-Clark Company.)

THURSDAY MORNING:

Paper Mill Accident Records. (R. H. Guerrant, safety engineer, National Safety Council.)

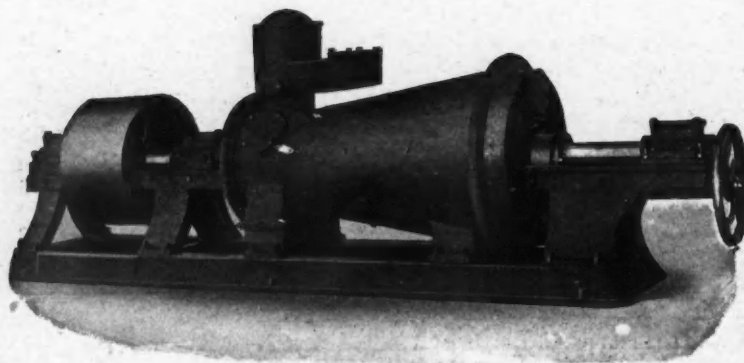
What Is Being Done in the Pulp and Paper Industry to Bring Education Within the Reach of Every Employee. (J. R. Stephenson, editor, *Canadian Pulp and Paper Magazine*, Quebec, Canada.)

The Economic Aspects of Safety Work and Kindred Efforts. (H. T. Carruth, general manager, Mead Paper and Pulp Company, Chillicothe, Ohio.)

Dahlem Institute for Fiber Research

The Institute for Fiber Research at Dahlem, Germany, has been organized by the appointment of Prof. Dr. R. O. Herzog, formerly with the Technical High School at Prague, as director. The institute will devote itself to bio-chemical research in the world of fibers. The institute is supported by public funds as well as by contributions from the industries interested in the work.

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American dyestuff manufacturers are straining every effort to keep these thousands of factories running, these millions of workers employed and the flow of manufactured products unbroken. For these efforts to be successful however, American manufacturers, American workers and American consumers must themselves provide the means of safeguarding this industry in such a way that its permanence, stability and continuous development is assured.

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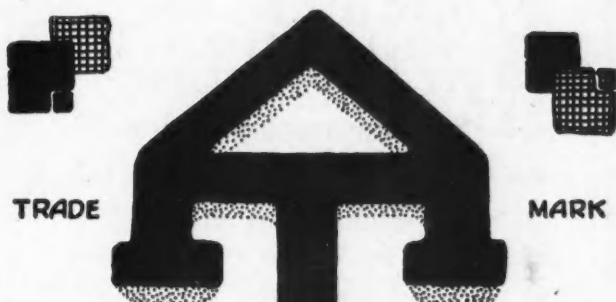
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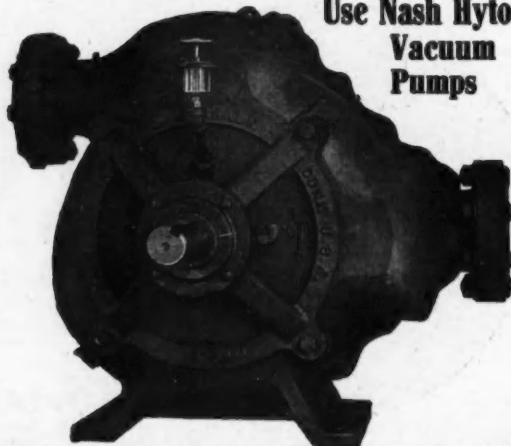
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Manufactured by

APPLETON WOOLEN MILLS, Appleton, Wis.



New York Market Review

OFFICE OF THE PAPER TRADE JOURNAL,
WEDNESDAY, AUGUST 11, 1920.

The market has been rather quiet for the past week and has shown little change except for the fact that transportation seems to be a great deal better than it has been at any other time during the summer. This very fact would tend to slow up buying a little since the mills are beginning to receive long delayed shipments of raw material but the dealers are not much troubled by this since it gives them a breathing spell to catch up with their back orders. Little is heard now of the fuel situation, so, presumably it is not quite so acute as it was a month ago, although there is still a good deal of anxiety about the supply for next fall and winter. Pulp and news print seem to be the liveliest things on the market, but book paper and fine paper have also been very active. Roofing rags still refuse to be resuscitated. There is next to no interest shown in them by buyers and the dealers say that they would not buy another pound even for the most attractive price. They are absolutely at the bottom of the market.

It now seems to be the general belief of paper men in this city that there will be no drop in prices in the industry for a long time to come. The great demand, which is constantly increasing, and the small supply is bound to keep everything high. Nothing except a big slump in the entire market all over the country is going to affect it. Nothing from inside the industry itself is going to cause a break. In holding this position in the business world paper is almost unique.

In news print there has been little or no change over last week. Little of the stock is reaching the open market and consequently there is a very small amount of business being done in the spot stuff. The big publishers are gobbling up all of this stock which they can get and are crying for more, so that this makes it rather hard for the smaller houses. The mills are swamped with orders and are not promising deliveries for long periods, in fact there are many future orders being placed for which delivery is to be made some time during the first of next year.

The book paper shortage seems to be just as pronounced as ever and with a number of the mills shutting down the latter part of this week for repairs the supply is very likely to become even more inadequate. All of the manufacturers are filled up with orders and few are taking on any more obligations, although inquiries are as numerous as they were during the spring. Prices are approximately the same as last week, although there has been great activity in this market.

The supply of tissue seems to be very low at present so that the demand is very strong. There are few mills which wish to take any new orders and buyers are having a good deal of difficulty in getting much of this stock. As a result of this condition there is very little doing in the spot market.

There is but a small supply of board in the hands of the New York dealers, but the slight decrease in the demand has eased things up a bit. All board stock in which it is necessary to use sulphite pulp are proving hard to obtain and manufacturers are very eerie of placing heavy "futures." Shipments are reported to be very good in this line as compared to the condition a month ago.

Mechanical Pulp

For some mysterious reason a slight weakening in prices in this market is reported this week. This is all the more surprising in consideration of the shortage of the stock and the almost unlimited demand. Some seem to think that this condition is due to the fact that several of the biggest mills have given up hope and are now evincing less interest in this market than before.

Chemical Pulp

There has been no more than the usual amount of activity in this market during the past seven days. The demand is excellent

and the supply while fairly good in kraft and sulphite remains very limited in bleached sulphate and soda. Shipments are said to be coming through with reasonable regularity, although there is said to be some difficulty over transportation on one or two particular roads.

Domestic and Foreign Rags

Throughout the greater part of this market the demand is fair and the supply is more than able to take care of it. New white shirt cuttings are doing excellently, as indeed are all shirt cuttings. In general this field seems to be the scene of a good deal more action than was noticeable a week or two ago, although roofing rags are extremely low. However, the more sanguine are looking for a change for the better in this stock and believe the crisis has now been passed in its decline.

Old Rope and Bagging

Old rope and bagging are both pronouncedly weak. There seems but little demand for this kind of stock although attractive prices are generally being offered. It appears that the mills have all of this commodity that they need for some time to come, at any rate there is little buying being done.

Waste Paper

Waste paper is all to the good with prices still on the climb. The demand is gradually increasing as the autumn approaches and much interest is being shown by the buyers. No. 1 news is being called for a good deal and all of the flat stock is selling very well.

Twine

A good business is reported in twine with no change over last week and prices still rather unsteady within a limited space. There is a general tendency to higher prices and it is probable that the fall will see a definite move in this direction.

NEWS PRINT FROM ALASKA

(Continued from page 58)

endorse and support a progressive forest policy for your county, your State, and your nation.

To outline, in a really understandable way, the practical means which should be adopted to remedy the present situation and to prevent economic disaster resulting from timber depletion would take up more of your time than I feel can fairly be allotted me. This subject is covered in illuminating detail in a report prepared by the Forest Service and filed by the Secretary of Agriculture in response to a resolution introduced by Senator Capper. It gives the cold, hard facts which it is your duty to know and the duty of each citizen to face. The report is printed and is entitled "Timber Depletion, Lumber Prices, Lumber Exports, and Concentration of Timber Ownership." The limited supply available to the Service for free distribution is not adequate to meet all requests. However, if you will write your Congressman, and I urge that you do so, he no doubt can secure a copy for you, or it can be purchased for 25 cents from the Government Printing Office. Bearing more directly and exclusively upon the news print situation is Senate Document No. 234, entitled "Survey of Pulp Woods on the Public Domain." It explains the pulp and wood situation in a nutshell and recommends the first steps toward an adequate remedy.

Consumers' Paper Co. Burned

DETROIT, Mich., August 10, 1920.—The rag-sorting plant of the Consumers' Paper Co., 316-20 Twelfth street, was destroyed by fire that broke out at 5:15 o'clock Tuesday morning of last week. Loss is \$50,000, partly covered by insurance. According to H. S. Blumenthal, the owner, the blaze started from spontaneous combustion.

Market Quotations

Paper Company Securities

New York Stock Exchange closing quotations August 10, 1920.

Table of Paper Company Securities including American Writing Paper Company, International Paper Company, and Union Bag & Paper Corporation.

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

Paper

Large table of Paper prices categorized by type (Bonds, Writing, News, Tissues, Kraft, etc.) and quality (F. o. b. Mill).

Mechanical Pulp

Table for Mechanical Pulp (F. o. b. Pulp Mills) with one entry for No. 1 f.o.b. Mill.

Chemical Pulp

Table of Chemical Pulp (Ex-Dock, New York) including Sulphite (Foreign) and Sulphite (Domestic).

Domestic Rags

Table of Domestic Rags with prices to mill for various types like Shirt Cuttings, News White, etc.

Table of Foreign Rags including White, No. 1 and No. 2, and various other types.

Foreign Rags

Table of Foreign Rags including New Light Silesias, Light Flannelettes, and other types.

Bagging

Table of Bagging prices for Gunny No. 1, Foreign, Domestic, and other types.

Twines

Table of Twines (F. o. b. Mill) including Cotton, India, and other types.

Table of Paper prices including No. 1, No. 2, Tube Rope, and other types.

Old Waste Papers

Table of Old Waste Papers including Shavings and Hard White.

CHICAGO

[FROM OUR REGULAR CORRESPONDENT.]

Table of Paper prices in Chicago including All Rag Bond, Rag Bond, and other types.

Old Papers

Table of Old Papers including No. 1 Hard White, No. 1 Soft Shav., etc.

PHILADELPHIA

[FROM OUR REGULAR CORRESPONDENT.]

Table of Paper prices in Philadelphia including Bonds, Ledgers, and other types.

Table of Paper prices in Philadelphia including Best Tarred, 1-ply, etc.

Bagging

Table of Bagging prices in Philadelphia including Gunny No. 1, Foreign, etc.

Old Papers

Table of Old Papers in Philadelphia including Shavings, No. 1, etc.

(Continued on page 70)

The Home of Quality



FACTORY
132ND TO 133RD ST. & BROOK AVE

PAPER BAGS

Sacks and Specialties

ESTABLISHED 1901

SCHORSCH & CO.

Manufacturers

500 East 133d Street : New York

This Registered
Trade Mark
Octagon



on a Paper
Bag vouches for
its Good Quality

Guaranteed Flat Gummed Paper



The Leader for Seventy-five Years

IDEAL COATED PAPER CO.

Mills and Main Office, BROOKFIELD, MASS.
NEW YORK CHICAGO CINCINNATI

Missisquoi Pulp and Paper Company

SHELDON SPRINGS VERMONT

White and Tinted Bristols — White
Blanks — Index Bristol and Special-
ties in Card Boards.



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

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

Inquiries are solicited for spot and contract deliveries.

THE STANDARD SILICATE COMPANY

MANUFACTURERS OF

SILICATE OF SODA

CINCINNATI, OHIO.

Miscellaneous Markets

Office of THE PAPER TRADE JOURNAL,
WEDNESDAY, AUGUST 11, 1920.

ALUM.—The tone of this market has remained about the same as last week. There is very little spot stuff on hand at New York and this fact together with the condition of the transportation is keeping the price up. The demand is still very good and the mills are having hard work to supply it. Prices are reported as follows: Lump 4.50@5.50, ground 4.62@5.75, and powdered 5@6 cents.

BLANC FIXE.—A limited supply, a very great demand and the seeming inability of manufacturers to deliver all combine to make blanc fixe a very difficult article to procure. The price still sticks right around 6 cents.

BLEACHING POWDER.—A great deal of difficulty is reported in this market over the problem of getting a sufficient number of containers for shipping the bleaching powder. The demand is very strong but the manufacturers seem to think, with the slight easing up of the railroad situation, that they would be able to supply it were it not for this shortage of containers. Prices have remained firm, the price on spot supplies being 7@7.50 cents, when it is possible to procure spot stuff, and contracts for the balance of the year are being filled around 6 or 6.50 cents although many manufacturers refuse to set the price on futures until immediately before shipment.

BRIMSTONE.—The brimstone market has been fairly level for the past month. There is a fair demand but it has not been increasing any so that things continue along about the same from week to week. The price is \$18 per long ton at the mines.

CASEIN.—The first part of the week casein seemed to drop a cent or two when large quantities were being ordered, but within the last two or three days it has risen again to exactly the same place as last week. The demand is very heavy and the supply quite inadequate so that the dealers are having difficulty in delivering. The price is at present 15@15.50 cents per pound in carload lots.

CAUSTIC SODA.—A good demand is reported here with little spot goods on hand and manufacturers are having trouble in filling their orders. Prices remain about the same: \$6 per hundred-weight from the factory, for export about \$6.20, and for spot stuff about \$6.75 per hundred pounds.

CHINA CLAY.—A heavy business is still being done in this field in spite of the summer dullness which is general throughout the entire market. Ocean going freight appears to be coming through a little better since the importers have enough on hand to just about keep up with the present demand, which is very great. If it should increase any, however, it would be very difficult to supply it. Prices are reported as: Domestic per ton, washed, \$13@15; unwashed \$10@12 f. o. b. mines; foreign is running around \$18@20 per ton.

ROSIN.—A very lively demand and small supply is keeping rosin up pretty high. The New York supply, in fact, is just about nil; most of the stuff is moving through Boston, Baltimore and Philadelphia. Grades E, F and G are all reported to be \$15.75.

STARCH.—It is fortunate that the seasonal dullness has lessened the demand for starch because the supply is still very short.

SULPHATE OF ALUMINA.—The heavy demand continues to grow in this market while the trend of prices is upward. The Commercial is quoted at 3@4 cents per pound and the iron free 6.50@7 cents per pound f. o. b. works.

SATIN WHITE.—Dealers report that the easing up of the transportation situation has made it possible for them to just about keep up with the great demand there is for this article. The price sticks at 2.5@3 cents pound.

TALC.—This market has remained absolutely the same since last week. The price is \$18@20 per ton.

Market Quotations

(Continued from page 67)

No. 1 Soft White	6.75 @ 7.00	Cottons—according to grades—	
No. 2 Soft White	5.75 @ 6.00	Blue Overall	12.00 @ 12.75
No. 1 Mixed	3.50 @ 4.00	New Blue	8.50 @ 9.00
No. 2 Mixed	2.75 @ 3.00	New Black Soft	6.75 @ 7.25
Solid Ledger Stock	4.50 @ 4.60	New Light Sec-	
Writing Paper	4.00 @ 4.25	onds	7.00 @ 7.25
No. 1 Books, heavy	3.60 @ 3.75	Khaki Cuttings	7.25 @ 7.75
No. 2 Books, light	2.50 @ 2.75	Corduroy	6.30 @ 6.75
No. 1 New Manila	5.75 @ 5.85	New Canvas	14 @ 14.50
No. 1 Old Manila	4.00 @ 4.25	New Black Mixed	5.75 @ 6.25
Container Manila	3.00 @ 3.25	Old	
Old Kraft	5.75 @ 6.00	White, No. 1—	
Overissue News	2.50 @ 2.75	Repacked	15.50 @ 16.00
Old Newspaper	2.25 @ 2.30	Miscellaneous	12.50 @ 13.50
No. 1 Mixed Paper	2.10 @ 2.15	White, No. 2—	
Common Paper	1.75 @ 2.00	Repacked	7.00 @ 7.50
Straw Board, Chip	2.10 @ 2.15	Miscellaneous	6.00 @ 6.50
Binders' Bd. Chip	2.10 @ 2.15	Thirds and Blues—	
Domestic Rags—New		Repacked	4.75 @ 5.25
Price to Mill, f. o. b. Phila.		Miscellaneous	4.25 @ 4.50
Shirt Cuttings—		Black stockings	4.50 @ 4.75
New White, No. 1	.21 @ .22	Roofing Stock—	
New White, No. 2	.13 @ .13½	No. 1	2.90 @ 3.20
Silesias, No. 1	12.50 @ 13.00	No. 2	2.50 @ 2.60
New unbleached	15.75 @ 16.50	No. 3	1.70 @ 2.00
Washables	10.75 @ 11.00	No. 4	2.40 @ 2.50
Fancy	12.75 @ 13.50	No. 5A	2.25 @ 2.50
		B.	2.00 @ 2.25
		C.	1.25 @ 1.50

BOSTON

[FROM OUR REGULAR CORRESPONDENT]

Paper	Old Papers
Bonds	Shavings—
Ledgers	No. 1 Hard White
Writings—	No. 1 Soft White
Superfine	No. 1 Mixed
Fine	Ledger and Writ-
Books S. & S. C.	ings
Book, M. F.	Solid Books
Book, Coated	Blanks
Label	No. 2 Books, light
New Sheets	No. 1 Manila
News, Rolls	No. 1 Manila
Manila—	Folded News (over-
No. 1 Manila	issues)
No. 1 Fibre	Old Newspaper
No. 1 Jute	Mixed Paper
Kraft Wrapping	Gunny Bagging
Common Bogus	Manila Rope
These prices are f. o. b. mill. Board prices only at time of shipment.	

TORONTO

[FROM OUR REGULAR CORRESPONDENT.]

Paper	Old Waste Papers
(Mill Prices to Jobbers)	Sulphite, news grade
Bond—	Sulphite, bleached
Sulphite	Sulphate
Light tinted	(In carload lots, f. o. b. Toronto)
Dark tinted	Shavings—
Ledgers	White Env. Cut
Writing	Soft White Book
News, f. o. b. Mills—	Shavings
Rolls (carloads)	White Blk News
Sheets (2 tons or over)	Book and Ledger—
Sheets (less than 2 tons)	Flat Magazine and
Book—	Book Stock (old)
No. 1 M. F. (carloads)	Light and Crum-
No. 2 M. F. (carloads)	pled Book Stock
No. 3 M. F. (carloads)	Ledgers and Writ-
No. 1 S. C. (carloads)	ings
No. 2 S. C. (carloads)	Solid Ledgers
No. 1 Coated and litho	Manila—
No. 2 Coated and litho	New Manila Cut
No. 3 Coated and litho	Printed Manilas
Coated and litho, colored	Kraft
Wrapping—	News and Scrap—
Grey	Strictly Overissue
"B" Manila	Folded News
No. 1 Manila	No. 1 Mixed Pa-
Fibre	pers
Kraft, M. F. or M. G.	Domestic Rags—
Pulp	Price to mills, f. o. b. Toronto.
(F. o. b. Mill)	Per lb.
Ground Wood	No. 1 White shirt cuttings
Sulphite, easy bleaching	No. 2 White shirt cuttings
	Fancy shirt cuttings
	No. 1 Old whites
	Thirds and blues
	Black stockings
	Roofing stock
	No. 1
	Roofing stock
	No. 2
	Gunny bagging
	Manila rope

The Mathieson Alkali Works (Inc.)

General Offices

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Works
Niagara Falls, N. Y.

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“EAGLE THISTLE” BRAND OF PRODUCTS

Bleaching Powder

Highest Test Manufactured

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

Special wooden lined drums for export.

Liquid Chlorine

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

Soda Ash

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

Caustic Soda

Solid—Ground—Flaked

60%—70%—72%—74%—76%—78% Grades.

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

Bicarbonate of Soda

Packed in Cases—Bags—Barrels—Kegs

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

WANT AND FOR SALE ADVERTISEMENTS

HELP WANTED

CLASSIFIED RATES

Minimum rate for advertisements of 25 words or less, first insertion, \$1.00.

SITUATION WANTED, 4 cents a word for first insertion and 2 cents a word for each subsequent insertion of same ad. No ad of less than 25 words accepted.

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

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

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

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

WANTED—Machine Tender on cylinder tissue, two tours, good wages. Can place at once. Address, Box 2485, care Paper Trade Journal. A-19

WANTED—Back Tender on tissue, excellent chances to be set up running, two tours and good wages. Address, Box 2486 Paper Trade Journal. A-19

WANTED—Two board Machine Tenders, three tours, 95 cents per hour, plus bonus. Address, Box 2489, care Paper Trade Journal. A-19

WANTED—Machine Tender for three-cylinder machine, making rope paper for flour and cement sacks. Eight hour tour, good wages and steady employment. Apply, giving experience, married or single to Box 2490, Paper Trade Journal. A-19

WANTED—Young man as assistant in handling sales of mill lines of wrapping paper and specialties, correspondence and some travel. When replying give references, sales experience previous connections, salary wanted, etc. Address, Box 2493, Paper Trade Journal. A-12

ADJUSTER wanted on a No. 4 Smith & Winchester combination sack machine to make complete sacks. Good pay; steady work. Apply to Snelson Bros., 166 Elm St., Chelsea, Mass. A-12

BACK TENDER wanted. Experienced, reliable man. Eight-hour shifts, six days. Good opportunity. Steady work. Dill & Collins Co., Richmond and Tioga Sts., Philadelphia, Pa. A-19

WANTED—Back Tenders for book mill on Pacific coast. Wages, 70 cents per hour. Address, Box 2506, Paper Trade Journal. A-19

WANTED—Beaterman experienced on white and colored tissues in large progressive mill. Splendid opportunity open. Good wages. Address Box 2507, Paper Trade Journal. A-19

Wanted Superintendent

for Paper Board Mill, manufacturing all grades of Paper Stock Board; good position for man of experience and proven ability. Address The Franklin Board and Paper Company, Franklin, Ohio.

A-19

HELP WANTED

WANTED—Two Machine Tenders to act as foremen on three Rogers' wet machines. Alternate day and night shift. Located in the city. Good wages. American Reduction Co., 1942 Forbes St., Pittsburgh, Pa. A-19

WANTED—Millwright for waste paper pulping plant with three Rogers' wet machines. Located in the city. Good wages. American Reduction Co., 1942 Forbes St., Pittsburgh, Pa. A-19

WANTED—Cylinder Machine Tender, in Eastern three-tour mill, slow running machine; wages 85 cents an hour. Address, Box 2400, care Paper Trade Journal. A-28

WANTED—Head Cutter man to operate six double cutters in book mill. When making reply state what experience you have had, and if at present employed. Give references. Address, Box 2435, care Paper Trade Journal. A-12

WANTED—Man experienced in the manufacture of Waxed Paper, to take complete charge of Waxed Paper factory. Good position. All replies treated confidentially. Address, Box 2454, care Paper Trade Journal. A-12

WANTED—Experienced Backtenders on board machine. Pay averages \$35.00 per week; 8-hour shifts. Mill near Philadelphia. Address, Box 2459, care Paper Trade Journal. A-12

PRACTICAL MAN familiar with sorting, bleaching and beating wanted at once for 2-ton mill in Wisconsin making absorbent papers; must be steady and reliable. Day work only. Address, Box 2461, care Paper Trade Journal. A-12

WANTED—Foreman for binder board mill near Downingtown, Pa. New house available. Write C. C. Dorsey, manager, Shryock Bros., Downingtown, Pa. A-12

WANTED—Machine Tender to run high grade tissue in large mill paying good wages and where ability is rewarded by advancement. Address, Box 2515, Paper Trade Journal. A-26

WANTED—Manager tissue department for New York city firm of mill agents with strong mill connections; preferably young man or woman with knowledge of trade; thorough experience and selling ability; correspondence strictly confidential. Address, Box 2516, Paper Trade Journal. A-26

WANTED—First class, all-round millwright for sulphite and paper mill. Plant well located in Middle West. Good wages; steady employment. Address, Box 2517, Paper Trade Journal. A-26

SPLENDID opportunity for an experienced folding box man who is thoroughly acquainted with the manufacturing details and has selling ability. Address, Box 2519, Paper Trade Journal. A-12

WANTED—Chief Engineer; large paper mill, Middle West, Corliss engines and Curtis turbines; mill partly motor drive. Must understand care of boilers, engines and electrical equipment and be able to organize help. Good living conditions. Will arrange personal interview. Address, Box 2525, Paper Trade Journal. A-26

WANTED—Chief Engineer for Corliss engine plant, in eastern state. State salary desired, experience and name references. Address, Box 2526, Paper Trade Journal. Sep-20

WANTED—Competent experienced wood pulp salesman will find active employment and extensive line with established merchants by applying in confidence and stating full particulars with references. Address, Box 2531, Paper Trade Journal. A-12

WANTED—Machine tender for book mill on Pacific coast. Wages 90 cents per hour. Address, Box 2532, Paper Trade Journal. A-26

HELP WANTED

WANTED—Two machine tenders, two back tenders, two reel boys, one beater tender, four stock pitchers, one fireman and one engineer on straw corrugating. No labor troubles, simply changing from two to three tours. Good wages and a generous bonus on weekly tonnage. Address The Thompson & Norris Co., Brookville, Indiana. A-19

Engineer

Graduate engineer, preferably mechanical, wanted to act as Secretary to Vice-president of large manufacturing plant. Man for this position should know something about pulp and paper manufacturing. Apply Box 2513, Paper Trade Journal.

A-12

SITUATIONS WANTED

WANTED position by an experienced man as Foreman in charge of paper stock department in mills or warehouses. Address, 2497, Paper Trade Journal. S-16

FOREMAN of finishing department would like to make a change. Can handle help and get the work out. Experienced on all grades. Best references. Address, Box 2498, Paper Trade Journal. A-12

SUPERINTENDENT—Practical man on cylinder machine making all grades of box board, chip, news, single and double lined Manillas, seeks a change. Can handle help and get production. Address, Box 2499, Paper Trade Journal. A-12

YOUNG MAN, 24 years old, four years' export and domestic paper experience desires executive or salesman's position. Best references. Address, Box 2500, Paper Trade Journal. A-12

CERTAINLY there is a vacancy in your organization for a sales executive or buyer with eleven years' experience, fine and coarse papers, seeking connection with mill or reputable jobbing house and who has personal acquaintances among mills. Best credentials. Address, Box 2501, Paper Trade Journal. A-19

SUPERINTENDENT with years of experience on practically all grades of paper wishes position where results count. Willing to go anywhere in United States or Canada. Address Box 2508, Paper Trade Journal. Sep-16

WANTED—Executive position by a man thirty-five years of age. Several years' experience and training in cost and general accounting, purchasing and office management of Pulp and Paper Mill. Familiar with general processes of manufacture. Address Box 2510, Paper Trade Journal.

MANAGER or General Superintendent desires position. Eighteen years' practical experience on tissues, all grades; toilet, towels, napkins, crepe, semi-crepe, wax, twine, carpet fibre, fruitwraps, pattern and all lightweight specialties. First class on Kraft. All on colors. Best of references furnished if desired. Address, Box 2464, care Paper Trade Journal. A-19

WANTED—A job as pipe fitter and lead burner. 15 years' experience, accustomed to all kinds of lead work and pipe fitting around sulphite mills, also pipe fitting and ordinary acetylene welding around paper or pulp mills. Address, Box 2474, care Paper Trade Journal. A-12

SITUATIONS WANTED

SUPERINTENDENT wants position in box-board mill. Expert organizer and producer. Twenty years' experience. Can furnish best of reference. State salary in first letter. Address, Box 2472, care Paper Trade Journal. A-12

PULP AND PAPER SALESMAN or Manager, wide trade acquaintance, employed, 16 years' experience manufacturing, selling, exporting, importing, managing, seeks connection with manufacturer or middleman. References. Address, Box 2466, care Paper Trade Journal. A-12

WANTED—Position as Master Mechanic or assistant. 18 years' experience. Good references furnished. Correspondence solicited. Address, Box 2405, care Paper Trade Journal. Ju-8

POSITION WANTED as Superintendent. Have had 27 years' experience on book, board, news and fibre. Last mill I had charge of, I increased the production double and put the mill in good running condition. Can give the best references. Address, Box 2446, care Paper Trade Journal. A-26

WANTED—Position as master mechanic or resident engineer in paper or pulp mills, over 20 years' experience actual work around paper and pulp mills. Especially familiar with construction and operation of sulphite mills, can make working drawings for necessary improvements or proposed new construction. Address, Box 2475, care Paper Trade Journal. A-12

SUPERINTENDENT now in charge of four-machine mill, would like to make a change. Experienced on all grades of board, news, hanging and fourdrinier specialties. Can get production on fourdrinier and cylinder machines. Address, Box 2476, care Paper Trade Journal. A-12

WANTED—Position as assistant to manager or an executive position in sales or purchasing department of paper mill. Have both practical mill and business experience. Young, reliable and successful record in paper trade. Address, Box 2512, Paper Trade Journal. Sep-2

OFFICE MAN 27 years old, have been with paper jobbing concern six years, but wish to connect with large concern where there is good chance for right party. Thoroughly experienced in all kinds of wrapping paper, bags, specialties, etc. Also mill conditions. Have had selling experience and at present in charge of office. Address, Box 2514, Paper Trade Journal. Aug-12

SUPERINTENDENT of eighteen years' experience in making wrappings, news, board and kraft, cylinder or Fourdrinier machines, seeks a new connection. Good on repairs and capable in handling help. Can come on short notice. Address, Box 2520, Paper Trade Journal. A-13

CYLINDER machine tender wishes position in mill making container or chip boards. Can furnish best references. Address, Box 2521, Paper Trade Journal. A-26

SUPERINTENDENT of twenty-five years' experience on all grades of paper and qualified to fill any position, wishes to make change. An organizer and producer. Go anywhere. Can engage on short notice. Address, Box 2522, Paper Trade Journal. A-19

BEATER engineer wishes to make change from his present position. Experienced on all bonds, ledgers and writtings, and all grades of boxboards. Thirty-two years of age. Married, steady and sober. Can furnish good references. Address, Box 2523, Paper Trade Journal. A-26

SUPERINTENDENT now employed with good mill seeks change. Will only consider reliable concern. Best references. Address, Box 2524, Paper Trade Journal. A-12

SITUATIONS WANTED

SALESMAN, experienced, would like side line proposition representing mill or jobber in New York and vicinity. Address, Box 2527, Paper Trade Journal. A-19

MACHINE TENDER with 15 years' experience in fine mills making high grade bonds, ledgers, eddings, etc., wants position as machine foreman or would take position running machine with good company. Eight years with present employer. References. Address, Box 2528, Paper Trade Journal. A-19

FIRST CLASS board machine tender wants position. Competent to get tonnage, keep up machine and cover cylinders. Married, strictly steady and reliable. References. Address, Box 2529, Paper Trade Journal. A-19

SITUATION wanted as boss finisher or shipper. Experienced on news, Manila, wrapping, bond, etc., understands cutters and rewinders. No. 1 references. Address, Box 2530, Paper Trade Journal. A-19

EXPERIENCED paper buyer, domestic or export, will consider change from present position. References. Address, Box 2533, Paper Trade Journal. A-19

TRAFFIC Manager or assistant; experienced young man desires position with domestic or export house, prefer growing paper concern where all around traffic manager will be appreciated. I've been working for the past five years for one of the city's largest paper dealers. Address, Box 2534, Paper Trade Journal. A-12

FOR SALE**Leatherboard Mill for Sale**

Complete Mill, Land, Buildings, Water Power, also Steam Beaters, Jordan, Wet Machines, etc. Mill now running. Can take immediate possession. Address Mills Machine Company, Lawrence, Mass.

A-19

Grinder Motor for Sale

We offer for sale one new 500 h. p. General Electric Co. synchronous motor, 240 r. p. m. for operating on 60 cycle, 3 phase, 2200 volt current. Has complete control panels, and in grinder service will operate under 25% overload. Has flexible coupling for direct connection to grinder shaft.

This motor has been run only to test erection, and is offered for immediate shipment, subject to prior sale, at a price of \$11,000.00 net cash f. o. b. cars shipping point in New York State.

If interested, communicate with Box 2481, care Paper Trade Journal. A-12

FOR SALE—Twelve (12) plate used Monarch Screens in good condition, made by Baker & Shevlin Company. Screen plates are all bronze 12"x43", cut to .009 and .010, also 64 additional bronze plates 12"x43", cut to .009 and .010, in good condition. Nekonegan Paper Company, P. O. Box 927, Bangor, Me. A-12

FOR SALE

FOR SALE—Two 6x18 ft. Rotary boilers. Apply Mountain Mill Paper Company, Lee, Mass. A-12

**PAPER MACHINERY
In first-class condition
IMMEDIATE DELIVERY**

- 1—Winestock Defibering Machine, consisting of tank, pulper and 60 H.P. Turbine.
- 1—Proctor Binders Board Dryer 3½ ton
- 1—Smoothing Press 112", 1-22 rubber covered, 1-20" G. M.
- 1—108", one 36", one 30" Kidder Slitter and Winder.
- 1—24" Pope Brushing Engine
- 2—Horne Jordans, large size
- 3—Double cylinder and two single Wandel Screens
- 3—Auxiliary Screens, Moore and White, 2 plate.
- 2—Clafin Beating Engine No. 1.
- 1—Kollergang, Pusey & Jones, 2—Deckers, Black, & Clawson.
- 1—Jones Wing Duster, 1—Sibley, 1—Noble and Wood.
- 1—Fulmer Save-All, 2—North, 2—Improved
- 1—7" dia. x 21' Loring Rotary
- 1—Barr Fire Pump 16" x 9" x 12".
- 1—Ream Cutter 38" Cranston

FRANK H. DAVIS COMPANY

175 Richdale Avenue, Cambridge, 40. Mass.

FOR SALE

- One (1) Cooper-Corliss Engine, 14x26, fine condition, with new valve gear.
 - One (1) 86", 3-Drum Downingtown Reel.
 - One (1) 10" x 16" Rotary Vacuum Pump.
 - One (1) 10" x 18" Rotary Vacuum Pump.
- Address The Coshocton Straw Paper Company, Coshocton, Ohio.

Aug-12

FOR SALE—One (1) 24" x 43" McIntosh Seymour extra heavy duty horizontal engine; good as new, and valves in perfect condition. Engine has bushed cylinder. Shaft is designed and key seated for adding low pressure side and heavy enough to carry armature for running direct connected. Engine is designed for 125 R. P. M. and 150 pounds pressure. Drive wheel has eleven (11) 3" rope grooves. Engine can be seen running and quick delivery made.

Hoppes Feed Water Heater, steam separator and steam piping.

Pulleys from 4" to 14" face and 4" to 32" diameter.

Shafting and couplings from 1-15/16" to 8".

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8" and 12" Scandinavian Belting, also all sizes leather belting.

All of the above good as new. Walters Milling Company, 30th and Master Streets, Philadelphia, Pa. tf

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Your inquiries are invited and an appointment would be arranged promptly.

THE ENGINE AND MACHINE WORKS OF CANADA, LIMITED.

St. Catharines, Ontario, Canada.

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WHOLESALE PAPER HOUSE, doing local paper business, wishes to expand. Experienced paper man with some capital wanted. Excellent opportunity to make money. Highest personal reference required and given. Address, Box 2479, care Paper Trade Journal. A-12

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

WANTED—A single score with power feet for card board box making. Jos. Lazarus & Sons, Cincinnati, Ohio. A-12

FINANCIAL and practical assistance for paper mills needing same, by organization consisting of practical paper makers and sales specialists. Strictly confidential. Address, Box 2511, Paper Trade Journal. Sep-30

WANTED—Second hand pulp wood grinders and hydraulic presses. Apply Box 2518, Paper Trade Journal. A-12

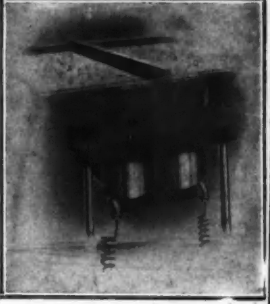
MISCELLANEOUS

WANTED—Parties interested in locating wood pulp mill. Site ideal, inexhaustible supply of wood. Most economical and convenient way of furnishing raw material for plant as well as shipping the finished product. For further information, address S. F. Southard, Blenheim, S. C. A-19

YOUR OPPORTUNITY

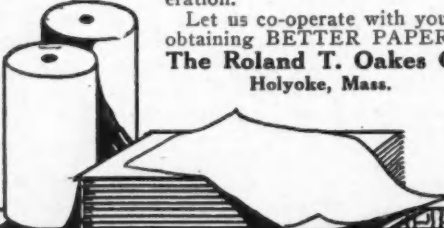
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At the top of the column on page 72 will be found full information covering the classified section of THE PAPER TRADE JOURNAL.

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When replying to advertisers please give the address the advertisement directs.

If the advertisement is keyed with a box number, be sure to give the correct box number and send it in care of THE PAPER TRADE JOURNAL.

Observance of these rules will facilitate our forwarding replies to the proper sources with the least possible delay.

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- BEATERS**—One 61"x48", five Jones, one Downingtown, two Horne, one 60"x60", several 72"x44", two Clafin Refining Engines.
- BED PLATES**—Circled to diameter of roll.
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- CUTTERS**—Two 45" Finlay cutters newly rebuilt with brand new Hamblet expansion pulley drive, 36" Sanborn cutter, 38" guillotine cutter.
- CYLINDER MOULDS**—One 30"x54", one 30"x64", both rebuilt, ready for quick shipment. One new 30"x92".
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- EVERNERS**—Two Mellor eveners.
- JORDANS**—1 Mammoth Jr., several Emerson and Horne type Jordans.
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- PUMPS**—One dry suction pump, single vacuum, 12x22x18 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.
- PRESS ROLLS**—Large number of different sizes on hand. Some suitable for rubber covering.
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 - 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.
- Rags, Paper Stock, Etc.**
- BERLOWITZ, PAUL**, 122 Nassau street, New York. Importer of Rags, Bagging, New Cuttings.
 - CHASE & NORTON**, High Grade Savings and Book Stock a specialty. 277 Water street, New York.
 - FLYNN, MICHAEL**, 54 Columbia street, Brooklyn, N. Y.

GOLDSTEIN, R., & SON, 1162 Scott Street, Baltimore, Md., Cotton Rags and Paper Stock.

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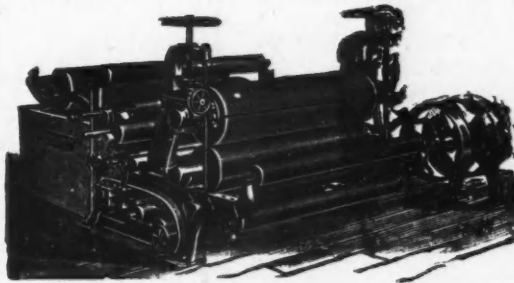
Special Machinery

SWIFT, GEORGE W., JR., Designer and Manufacturer of Special Machinery for Manufacturing and Printing Paper Goods. Bordertown, N. J.

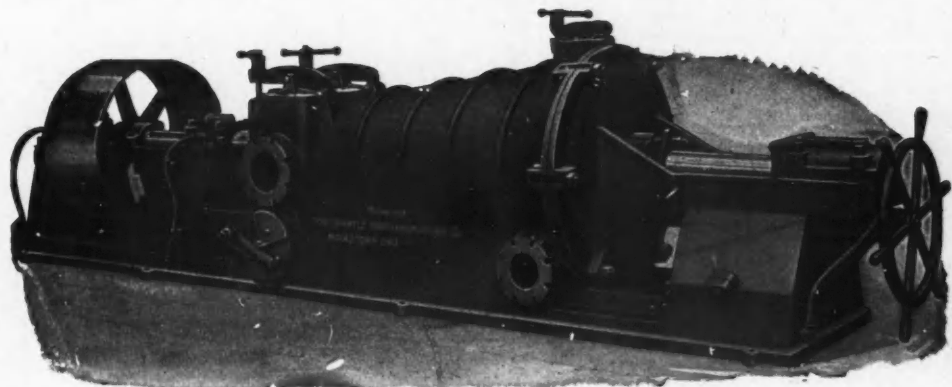
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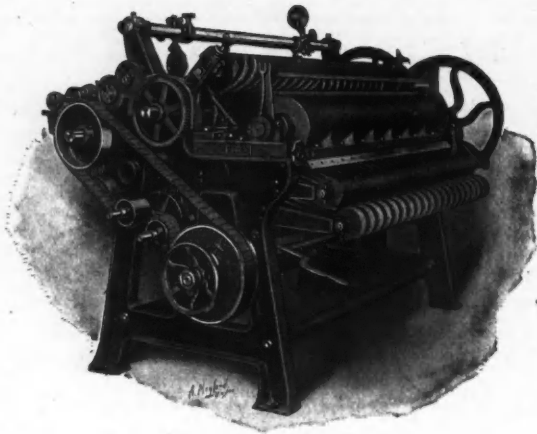
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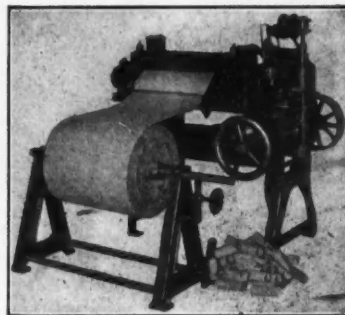
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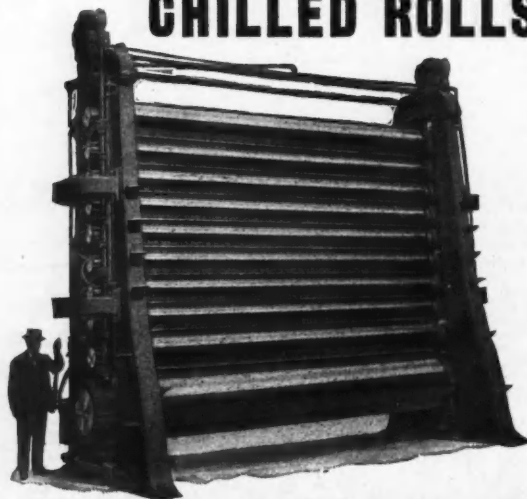
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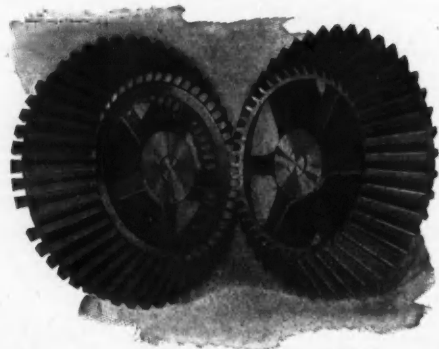
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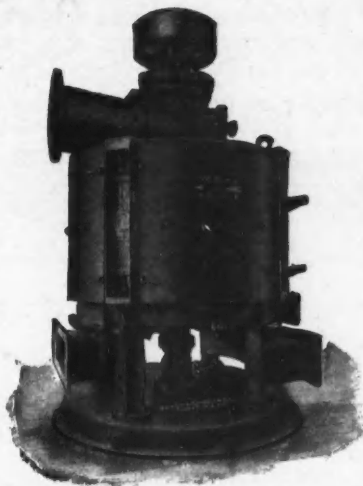
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THIS illustration is of The Centrifugal Screen of which we are the sole manufacturers. This screen is still the peer of all machines constructed for screening either sulphite, sulphate, soda or ground wood pulp. It does more work and better work with the use of less power than any other screen being built today.

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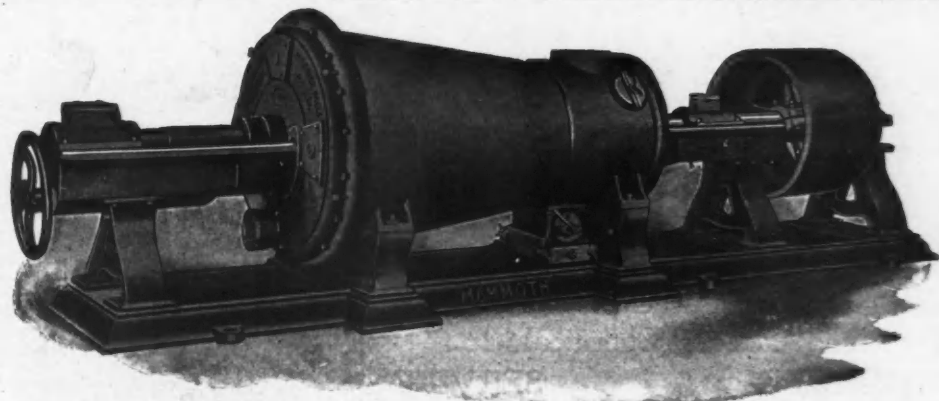
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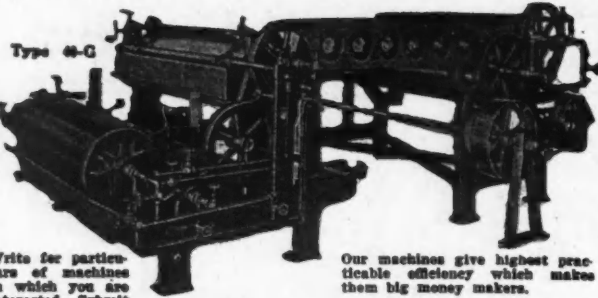
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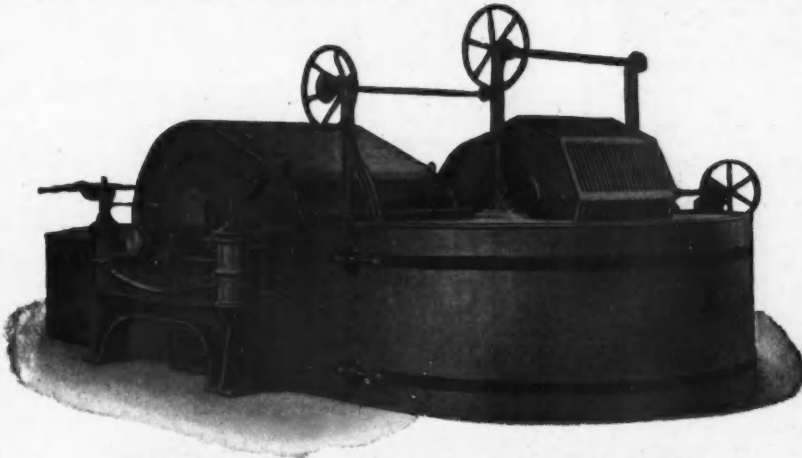
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Fourdrinier
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The clamping power of the Undercut is not equalled by any other cutter, and assures absolute accuracy in trimming. The safety in operating an Undercut is a very important fact to be considered, as well as simplicity of design and construction carried out in the best manner and workmanship possible.

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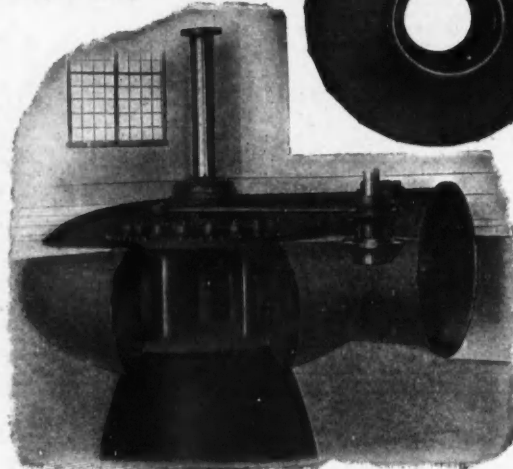
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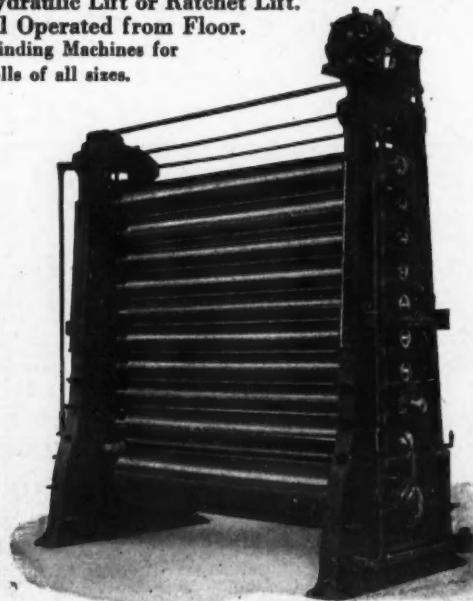
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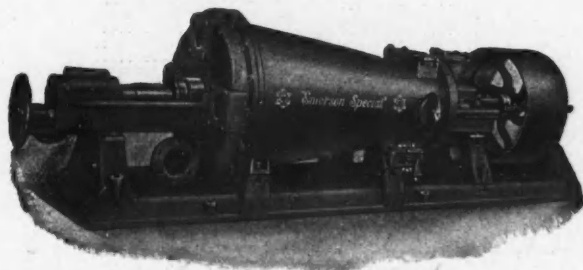
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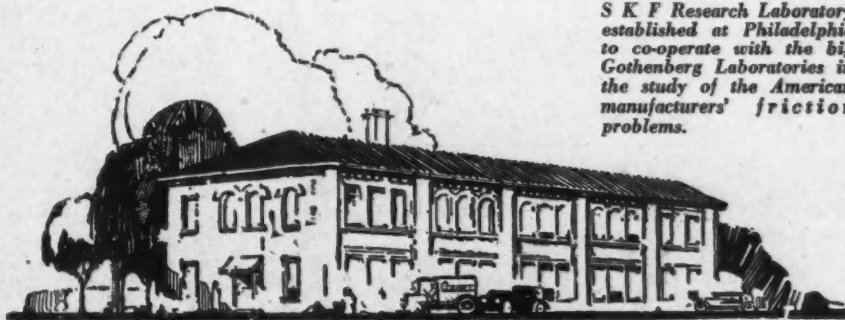
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