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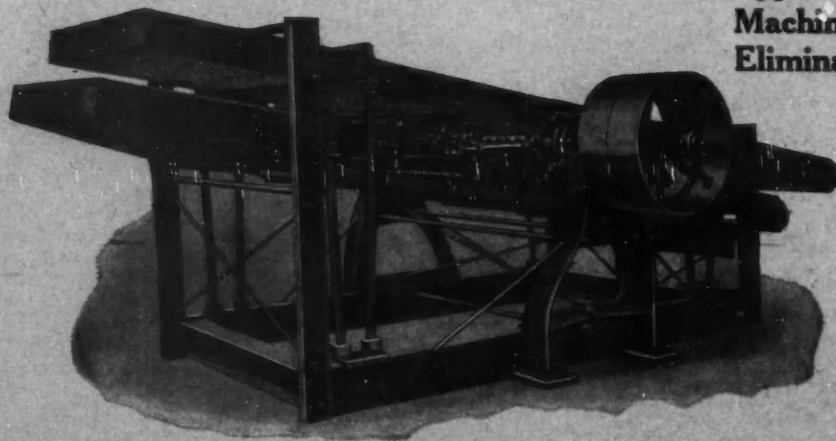
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PAPER TRADE JOURNAL

The International Weekly of the Paper and Pulp Industry and the Pioneer Publication in its field

FIFTY-FIRST YEAR

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NORTHWEST SUPERINTENDENTS HOLD SUCCESSFUL MEETING

Business Sessions Are Held at Wisconsin Rapids and Port Edwards and Mills Are Visited in Various Sections—Nekoosa-Edwards Paper Co., Consolidated Water Power & Paper Co., and Whiting-Plover Co. Provide Entertainment—American Lakes Pulp & Paper Co. to Take Over Paper Converting Business of the Thilmany Pulp & Paper Co.—Hoberg Mills Damaged by Fire.

[FROM OUR REGULAR CORRESPONDENT.]

APPLETON, Wis., May 28, 1923.—More than 175 men, including superintendents, mill managers and owners, technical men and cost men, attended the convention of the Northwestern division of the association of the American Pulp and Paper Mill Association at Wisconsin Rapids on Friday and Saturday. It was the largest and most successful convention this division has ever held. It is probable the next meeting will be held in Appleton late in October or early in November. A committee consisting of B. T. McBain, Nekoosa, chairman; W. A. Kelly, Green Bay; V. P. Edwardes, Appleton; Fred Boyce, Brokaw; Joseph H. Slater, Escanaba, was appointed to arrange for the next meeting, when officers will be elected and annual business transacted.

Session at Wisconsin Rapids

About 75 superintendents, 50 technical men and 25 cost men attended the sessions, which opened Friday noon at Wisconsin Rapids. Most of the first afternoon was devoted to visiting the mills at Wisconsin Rapids, Biron, Nekoosa and Port Edwards. This was followed by a banquet in the evening at which Walter F. Rooney, of the Albany Felt Company, Albany, N. Y., gave an illustrated lecture on felts and on his recent trip to Japan. An interesting discussion followed this address. The delegates were the guests of the Nekoosa-Edwards Company at this banquet, which was served in the Port Edwards Hotel. L. M. Alexander, president of the Nekoosa-Edwards Company, opened the program with an address of welcome.

At Stevens Point

Saturday morning the visitors were taken through the paper mills at Plover and Stevens Point and at noon they were the guests of C. L. Babcock, president of the Whiting-Plover Company, at a luncheon at Hotel Whiting. About 125 men attended the luncheon. In the afternoon the second business meeting of the convention was held at the Biron community hall in Biron. The entire afternoon was devoted to reading papers and discussion. More than an hour was spent in discussing the paper read by W. H. Millspaugh of the Sandusky Foundry and Machine Company of Sandusky, Ohio. Other papers during the convention were read by Joseph Slater of Escanaba, Mich.; V. P. Edwardes of the Interlake Pulp and Paper Company, Appleton; J. L. Woodson of the J. L. Woodson Company of Chicago, on paper drying; J. L. Williams of the J. O. Ross Engineering Corporation, Chicago; W. J. McNaughton of the Technical Association of the Pulp and Paper Industry; C. K. Boyer of Wisconsin Rapids. Mr. Edwardes' paper dealt with sulphite manufacture and Mr. Boyer discussed the woodroom and its problems. Mr. Williams' paper was a discussion of heat transference.

Banquet at Bullseye Country Club

The afternoon session continued until nearly seven o'clock, after which the delegates were taken to the Bullseye Country Club, near Wisconsin Rapids, for the closing banquet. About 80 persons attended this meeting. Entertainment was provided for the visitors.

The delegates to the national convention at Springfield, Mass., were given their instructions in resolutions adopted at the Saturday afternoon meeting and resolutions expressing appreciation for the courtesies extended by the paper mill owners of Wisconsin Rapids and nearby cities also were adopted.

American Lakes Paper Co. Incorporates

Organization of the American Lakes Pulp and Paper Company, a Delaware corporation, with its main offices in Chicago, to take over the paper converting business of the Thilmany Pulp and Paper Company, Kaukauna, was announced last week. The new company has purchased a four-story brick factory building at Waukegan, Ill., for approximately \$150,000 and the machinery in the Thilmany company's bag mill at Kaukauna now is being moved to the Illinois city. The transfer will be completed in about two weeks and manufacture of bags in the new location probably will be started in a month.

Officers of the new company are M. A. Wertheimer, president; K. E. Stansbury, vice president; C. W. Stribley, treasurer; G. J. Stansbury, secretary. C. C. Hockley, Appleton, will be manager of the new plant and will move to Waukegan. Other members of the Thilmany company's organization in Kaukauna also will be transferred to the Illinois city.

For the present the new company will confine itself to the manufacture of paper bags, but it is probable that other paper products will be made when the new organization is functioning properly. No announcement of future plans can be made at this time, however, it is said.

Telulah Mill Improvements

Installation of a 500 horsepower Wickes boiler in the Telulah mill of the Fox River Paper Company at Appleton is to be started soon. The installation will represent an expenditure of about \$15,000. Last fall the company installed a 750 kilowatt turbine at an expense of \$25,000. The new installations are increasing the capacity of the mill and to some extent replace old equipment.

The Fox River Paper Company has been making improvements in the mill constantly since it purchased the property from the Kimberly-Clark Company in July of 1920. It is the ambition of the Fox River company to make the Telulah mill one of the finest writing paper plants in the entire country.

Consolidated Signs Agreement with Unions

The Consolidated Water Power and Paper Company of Wisconsin Rapids has signed its annual agreement with the paper mill unions. The contract, which dates from May 1, provides for practically the same conditions in effect last year.

The agreement, which applies to the company's mills at Wisconsin Rapids and Biron, was reached at a conference between C. E. Jackson, mill manager at Wisconsin Rapids, and representatives of the unions affected.

John Hoberg Mills Damaged by Fire

Spontaneous combustion caused by a hot journal of Machine No. 3 of the John Hoberg Paper Company mills at Green Bay caused a \$10,000 fire loss. Suction fans carried the flames out of the machine room into other portions of the building and the fire worked up between the tin sheathed walls where firemen had extreme difficulty in getting at it. They were obliged to cut holes in the roof and through the walls.

Because of the difficulty in getting at the flames, the fire gained considerable headway and for a time threatened the entire structure. Prompt work by the mill's fire fighting crew prevented the fire from spreading more rapidly.

Although the loss was quite serious, the mill was in operation again the next day. The most serious losses were the damaged machine and in the offices into which the flames were sucked by the fans.

CONTRACT FOR POWER LET BY FRANK SMITH PAPER CO.

Company Is Making Rapid Progress Towards a Start on the New Million Dollar Paper Plant Which It Is to Erect at Middletown—Champion Coated Paper Co. Reports Prosperous Year at Annual Meet Last Week at Hamilton—Good Progress Being Made on New Factory Building for the Piqua Paper Box Co. at Piqua—Advance Bag Co. Give Two Million Dollar Mortgages.

[FROM OUR REGULAR CORRESPONDENT.]

DAYTON, Ohio, May 21, 1923.—An important contract has been signed by the Frank Smith Paper Company, Middletown, and the Ohio Gas and Electric Company whereby the latter will supply the paper concern with electrical energy to operate its proposed new plant, plans for which were drawn by Pretzinger & Co., architects of this city. The contract calls for 1,000 horsepower, according to L. E. Marshall of the electrical company.

The paper company is the first industry in Middletown to contract for so large an amount of current as most other mills have their own electrical plants. The Frank Smith Company, which is backed by some of the most substantial paper mill men in the Miami Valley, is preparing to erect a million dollar plant and at present is making rapid strides toward a start on the structure.

The company has been contemplating the advisability of building an electrical power plant. It was stated, however, that negotiations were in progress with the public utility company, for supplying electrical energy as that plan probably would prove more economical.

The Hamilton Service Company, which purchases its power from the Middletown Company, furnishes current to a number of the largest industrial plants in Hamilton, including the Beckett Paper Company, the Hamilton Machine Company, the Estate Stove Company, the Mosler Safe Works, etc. It is said the paper mill contract will result in the construction of a new high tension line to take care of the new load.

Electrification of industries, such as was done some time ago with the various Colin Gardner plants in Middletown, is regarded as the up-to-date method of securing efficient power, according to experts in the industry. The completion of various super-projects in the Miami Valley is enabling utility companies to furnish energy cheaper than industries can produce it in their own plants. It is announced the Smith Paper Company's plant will be operated almost entirely by electricity.

A prosperous year was reported the past week at the annual meeting of the Champion Coated Paper Company, at Hamilton. The board of directors assembled at the offices of the company and in addition to reviewing the past year's work and the prospects for the future, re-elected Peter G. Thomson, president; Alexander Thomson and Walter Randall, vice presidents; and Logan G. Thomson, secretary and treasurer. These officers, together with C. C. Benedict and H. G. Pounsford are members of the Board of Directors. The Hamilton plant, one of the largest of its kind in the world, has been running at full capacity.

Progress on Piqua Paper Box Co. Plant

Frank Hill Smith, Inc., engineers, are making satisfactory progress in the construction of a new factory building for the Piqua Paper Box Company at Piqua. The structure is three stories in height, of reinforced concrete construction and thoroughly fireproof. It will afford 40,000 square feet of space for the concern which is adding to its line of box manufacture, having built up an extensive trade in this immediate locality. Dayton, Piqua, Springfield and Richmond, Ind., take much of the output of the company.

According to the Dayton architects and builders the company

contemplates the addition of another story to the building which would give 13,000 or more feet of additional space. At present the building is about half-completed. It is a substantial contribution to the industrial improvements now in progress in the Border City.

Advance Bag Co. Gives Mortgage for \$2,000,000

A first mortgage of \$2,000,000 given by the Advance Bag Company of Middletown, to the Pennsylvania Company for the Insurance of Lives and Granting Annuities Trustees, has been filed for record in the Butler County Recorder's office. The indenture covers lands and lots, water power along the Piscataquis river in Maine; and also a right in the Advance Bag and Paper Company (Howard Pulp and Paper Company), including real estate in Middletown.

Mr. and Mrs. Colin Gardner Return

Mr. and Mrs. Colin Gardner have returned from their wedding trip and are located at Middletown where Mr. Gardner is at the head of large paper industries. His wedding to Miss Elinor Vandegrift, daughter of the late Mr. and Mrs. Lewis Vandegrift of Wilmington, Del., was a brilliant ceremony. The bride will be welcomed in Dayton society where she is favorably known.

Gardner-Harvey Paper Co. Installs Machinery

A large amount of machinery has just been installed in the new factory of the Gardner-Harvey Paper Company on Charles street, Middletown, constructed to house the plant of the Universal Products Company, recently acquired by the Gardner-Harvey interests, with E. T. Gardner as president. The Universal Products Company was located at Clyde, Ohio, and workmen were sent from that town to man the rebuilt plant. Now that new machinery has been installed, a greater number of workmen is expected.

Definition of Standard News Awaited

WASHINGTON, D. C., May 21, 1923.—The Customs Service of the Treasury Department will have to define standard news print paper in the very near future because increased pressure is being brought to bear on the Administration from newspaper publishers in various parts of the country.

There is apparently no disposition on the part of Washington officials of the Customs Service to hold up this definition but they are waiting for a report on the subject from the officials of the New York Custom House. Up to this time the report has not been received.

Back in November the New York authorities began to look into the matter of a definition for standard news print paper for use in connection with the administration of the tariff law.

A few weeks ago the matter was brought up informally, it is understood, with Assistant Secretary of the Treasury Moss, who is in charge of the Custom Service. At that time the statement was made by one of the New York officials who attended the conference that a report would be made to Washington in a short time. It is probable, that if the report is not received within a reasonable time that a definition will be written here without reference to any New York report.

Winners in "Certificate Bond" Essay Contest

The Crocker-McElwain Company, of Holyoke, Mass., is sending out printed copies of the prize winning essays in the "Certificate Bond" essay contest recently conducted by the company. The winners in the contest were as follows:

First prize, Guy F. Humphreys, Paper Supply Company, Minneapolis, Minn.

Second prize, C. Cecil Likings, Springfield Paper Company, Springfield, Mo.

Third prize, Claude Hartwell, Rouke-Eno Paper Company, Hartford, Conn.

BUYING ON SOUND BASIS IN PHILADELPHIA MARKET

Prices in All Varieties of Paper are Unchanged But Firm—

Only a Few Sales of Paper Stock are Being Made by the Packers to the Mills and These Usually are on a Substantially Lower Basis Than Has Been Prevailing. Especially for the Cheaper Grades of Stock—E. D. Hemingway Co. Plans to Buy Building for One of the Largest Paper Stock Plants in the City.

[FROM OUR REGULAR CORRESPONDENT.]

PHILADELPHIA, May 22, 1923.—It was the sound and substantial character rather than the activity or gross results of the week's trading that gave most satisfaction to both the fine and the wrapping paper distributors.

The conservatism in buying was noticeable particularly in the fine paper branch and conditions in it were of a more contrasting character than in the coarse paper branch. In the coarse paper market selling continued without so much change from day to day as in the fine, but generally was rather quiet. None of the grades stood out with prominence. Values were firmly maintained on all save for gray wrap which eased off a little in price. Krafts, manilas and tissues all were firm, but supplies are adequate. The principal factors in the Kraft situation are advising their customers that business is being taken on the basis of price prevailing at time of delivery and this is interpreted by the jobbers as due not so much to anticipations of substantial advances as to a safeguarding by the mills against cancellations. While the mills generally are not making promises of early deliveries, it is a fact that shipments from them are exceedingly expeditious suggesting that they are not in an oversold condition.

Stock Dealers Marking Time

The paper stock market continues without the slightest change from the waiting conditions which have been its characteristic since the month began. Only a few sales are being made by the packers to the mills and these generally are on a substantially lower level than had been prevailing, particularly for the cheaper grades of stock. Most of the packers and all who have storage facilities are holding in reserve all that they possibly can in the opinion that sooner or later the mills must come into the market and that there will be sufficient competition to restore prices to a profitable basis. They believed that the mills stocked up heavily some time ago and that although they are producing finished goods in large volume, are holding back orders for additional raw material in the hopes that by doing so they can drive better bargains. Inquiries for stock are very plentiful, but the prices which the mills are making are not of such character as to draw forth liberal response from the packers and they are accepting mills orders only where it is inexpedient to hold back the goods for advances. There is only a small amount of stock coming into the market, and unless there is an unexpected increase in its volume, the packers will continue to store it away, certainly until the end of this month and probably well on into June. Some with larger facilities will continue to hold it from the market until there is a decided strengthening in the prices which the mills are willing to give.

Hemingway Co. Plans Removal

When the E. D. Hemingway Company, now located at 243 Elbow lane, in quarters long occupied by it, but which have been outgrown by the expansion of business, closes on the option it now has for a new business home, it will become possessed of one of the three largest and possibly the very largest structure in the city used wholly for paper stock purposes. The firm holds

an option which it is only awaiting cablegram approval from its proprietor, E. D. Hemingway, who is now in England, to confirm, on a five-story building in the neighborhood of Fifth and Spring Garden streets and which contains upwards of 40,000 square feet of space with exceptional facilities for the handling of bulk goods through three shipping doors on a main thoroughfare. The suggested site is close to the Philadelphia approach of the Delaware River bridge now in course of construction and that will be most advantageous in either bringing stock from Camden and lower south Jersey points by automobile or of delivery packed material to some of the larger users on the other side of the Delaware River. It is probable that the lease will be effected within the week. The other paper stock warehouses in the city to which the new Hemingway home, if taken, will be comparable are those of Hinde & Dauch and the Penn Paper & Stock Company.

Wedding Bells Sound Again

Wedding bells again sounded during the week in the office of the Paper House of Pennsylvania before their echoes over the nuptials of Edgerton Warburton of the sales organization had been silenced. Miss Mae Gertrude White, the daughter of Mrs. John J. White, Forty-seventh street and Springfield avenue, was united in marriage to Thomas A. Convery on the sales organization of the Paper House, by the Rt. Rev. Bishop Crane at the Church of St. Francis De Sales in West Philadelphia. Mr. and Mrs. Convery enjoyed a honeymoon at Hot Springs, Va.

Exhibits at Scranton

The Paper House of Pennsylvania was in the forefront of paper distributors to make displays in the Hotel Casey, Scranton, Pa., at which during the week there was held the Third District Federation meeting of the Typotheta. It was in charge of Henry Considine and of Earl R. Wheatley, who recently joined the organization, coming from Atlanta. Mr. Wheatley during the week distinguished himself at the outing of the Poor Richard Club on the grounds of the Philmont Country Club by winning two prizes for the low net and the low gross in golf, while treasurer Raymond J. Considine won even greater attention in the baseball game by making ten hits and bringing in ten runs in an eight inning match between scrub teams of the Poor Richardites.

Rose & Son Remove

The paper stock business of A. Rose & Son was removed during the week from quarters long occupied by it at 2527 East York street to his newly constructed building at Twenty-third and Clearfield streets. Erected for the purpose of a garage and office building, the new brick structure covers an area of 15,000 square feet and is a single story in height. With removal to new quarters the firm proposes to conduct a stock brokerage business rather than a stock packing as heretofore, all mill contracts being delivered direct from the producer to the mills. A fleet of trucks will be maintained for the purpose of delivery and will carry the stock directly to the freight cars. The main offices will be located in the fore part of the new home and will be used by the firm's proprietor, Abraham Rose, and his son, Harry. The firm has been in the mill supply business for almost a quarter of a century and was founded by Abraham Rose, who is not now actively engaged in the business, his place having been taken by his son, Harry.

F. W. Farrell Co. Liquidates

Liquidation of the F. W. Farrell Company, which maintained offices in the Real Estate Building for many years and whose late proprietor and founder was widely known in trade circles, is being completed. After the death of the senior Farrell, the business was conducted for several years and until recently by his son, T. G. Farrell, who, however, is about to enter another line of business activity. Some of the Farrell mill representations and

(Continued on page 28)

Van-Stoning

BYERS PIPE

GENUINE WROUGHT IRON

OVER six years ago, the Byers Company conducted experiments which showed conclusively that Byers Genuine Wrought Iron Pipe was capable of being Van Stoned. But the proper equipment was lacking for doing the work on a commercial basis.

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We now take pleasure in announcing that these efforts have been entirely successful, so that Byers wrought iron pipe is now being easily, quickly, and satisfactorily Van Stoned. The strength of the joints leaves nothing to be desired.

Through this new development, power and industrial piping specifications calling for Byers Genuine Wrought Iron Pipe, Van Stoned, are now being filled promptly and at an economical cost. Information and prices on request.



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BUYING ON SOUND BASIS IN PHILADELPHIA MARKET

(Continued from page 26)

some of its accounts have been taken over by C. F. Koenig, who for several years was on the sales force and who will specialize in book, tracing and drawing papers and in other products sold to converters.

Fleming Co. Expands

Considerable additional equipment has just been installed in the plant of the H. J. Fleming Company, 1017 North Front street, in order to increase its production of the many specialized lines of small roll products and of specialties and particularly a line of cash register tape which at this time is an entirely new venture in the firm's business and these products are to be made in a full line of sizes. There was added to the equipment a new 74 inch Hamblet sheeter of the Gibbs & Brower Company of New York to be used in the production of die wiping papers and a new 40-inch Kidder slitter.

Paper Trade Association Elects Officers

Decision to invite N. A. Schoenbucker, the statistician and cost accounting expert of the National Paper Trade Association, to spend a week in Philadelphia, where he first developed the system now so widely in use, was reached by unanimous vote at the annual meeting of the Philadelphia Paper Trade Association held during the week in the Chamber of Commerce. The annual election resulted in the re-election of Arthur B. Sherrill, as president; Harry F. Donahue, as vice president; Raymond J. Considine, as secretary, and Harvey E. Platt, as treasurer. Mr. Donahue was re-elected as the representative of the paper trade on the Executive Committee of the Typotheta of Philadelphia. George W. Ward was chosen as the trade representative on the Industrial Committee for the Philadelphia Sesquicentennial Exposition.

Coarse Paper Dealers to Organize

Representatives of thirty firms in Philadelphia engaged in the coarse paper and twine business met at the Bourse during the week and decided to take the necessary steps to organize a Service Bureau in accordance with plans outlined by William J. Loring of New York, who conducts similar organizations in that city and in Boston. A committee was appointed consisting of George W. Ward, chairman; Joseph Weaver, of the Garrett-Buchanan Company; Park Weikert, of Park Weikert & Co.; Charles Wilder, of Wilder Brothers, and Frank A. O'Neill, of the Paper Manufacturers Company, to formulate plans to be submitted at a subsequent meeting.

News Notes of Interest

The new chipper house recently constructed by the W. C. Hamilton & Sons mill at Miquon on the Schuylkill, just above Philadelphia, is now in full operation and provides for the chipping of 50 cords of wood in eight hours. The new building is a one-story brick structure and is one of the congenial ones used by the mills in the manufacture of high grade fine papers. Measurement of the building is 40 by 50 feet. The combined educational classes of the Typotheta of Philadelphia made an inspection of the mill last week.

A. H. Siler, manager of the Pittsburgh branch of the Alling & Cory Company and well known in Philadelphia paper trade circles, was one of the principal speakers at the Third District Federation meeting in Scranton on Friday and Saturday of last week.

The Charles Beck Company, Sixth and Chestnut streets, during the week added to its stock the line of United States Uncoated Blotter made by the Standard Paper Manufacturing Company of Richmond, Va.

The trade was advised during the week that in the recent fire in the mills of the Castanea Paper Company, at Lock Haven, Pa.,

which is affiliated with the New York and Pennsylvania company, there was consumed by the flames 1,500 tons of paper stock.

Blades of the powerful paper cutter in the plant of the Kieckhefer Container Company at Delair, N. J., just above Philadelphia, during the week severed the right leg of Louis Cox, an employee, living at 711 Linden street, Camden. He was taken to the Cooper Hospital and is in a serious condition.

Thomas R. Haviland has been appointed referee in the involuntary bankruptcy proceedings recently instituted against F. M. Rudolph & Son, paper manufacturers, Downingtown, Pa.

Transfer of the property which the Franklin Paper Company purchased at 810 Sansom street and which it now occupies as a sales room and warehouse was recorded during the week, the ownership being conveyed by J. E. Hughes to H. A. Jacobs for a consideration named as \$32,000. Although the firm took possession of the premises several months ago, when it remodeled and modernized the place into an up-to-the-minute paper jobbing house.

S. S. Shryock, veteran head of Shryock Brothers, and member of a family identified with the manufacture of binders and box-board from the pioneer days of the industry in Pennsylvania, is in the West Chester Hospital seriously ill, in part from the infirmities of old age.

The John Lang Paper Mills, Twenty-fourth and Vine streets, during the week advised city authorities of its purpose to cooperate in the campaign against emission of smoke in the central part of the city by purchasing electrical power from the Public Service Company in this city which enjoys a monopoly of that privilege. At the present time all the power used in the mills is manufactured by the Lang Company, but this was regarded as too great a load to carry without the emission of considerable smoke.

Fire Damages Two Boston Houses

BOSTON, Mass., May 21, 1923.—Two Boston houses were hard hit by fires last week. They are the Northern Paper Box Company, in Everett, and the Morey Paper Company, at 27 Commercial street, East Cambridge.

The Northern Paper Box Company's plant, a two-story wooden block, on Williams street, Everett, was swept by fire Friday night, two alarms being sounded, and help called from Chelsea. When the engines arrived, the whole center of the building was in flames. Firemen were hampered by thick smoke from burning cardboard. A second alarm was sent in immediately, and a telephone call for help was sent in to Chelsea. The fire started in the basement near the staircase, it is believed, from spontaneous combustion. A gas main was located nearby, and flaming gas began to spread through the building. The building is owned jointly by Scott Gray, of Winchester, president and general manager of the Northern Paper Box Company, and Mrs. N. M. Baker, also of Winchester. Eighty per cent of the loss was covered by insurance.

One hundred girls and almost as many men were driven from their work at the Morey Paper Company building on the same day, when fire broke out in the tissue paper baling room on the third floor of the structure. The blaze started in a pile of waste paper, from some undetermined cause. Most of the damage was caused by smoke and water. The apparatus which responded found much smoke but little fire.

Pioneer Paper Co. Installing New Machine

VERNON, Cal., May 17, 1923.—The new mill building of the Pioneer Paper Company is fast nearing completion and the erection of the company's new three-cylinder Black-Dawson roofing paper machine is soon to be started. It is expected that the new machine will be placed in operation early in the fall.

Marathon Paper Mills Co.

makes butter carton stock, ice cream and oyster pail stock, white Swan Bristol, Sulphite bonds, bleached wax specialty stock, second sheets, machine glazed and machine designed paper. Daily production, two hundred fifty thousand pounds.

Their screening requirements have been satisfactorily filled for the past two and a half years by:—

Two BIRD SCREENS on their 102 inch Board machine.

Two BIRD SCREENS on their 120 inch Fourdrinier.

One BIRD SCREEN on their 120 inch Yankee machine.

Three WALPOLE SCREENS on their 120 inch Fourdrinier machine.

BIRD MACHINE COMPANY

South Walpole

Massachusetts

*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, Canada*

BIRD SCREENS



**12,000 Tons of Paper pass through
Bird Screens Daily**

PROPOSED FEDERAL EMBARGO ON PULPWOOD FROM CANADA

Hon. S. Fielding, Minister of Finance, in Budget Speech Says Suitable Persons Will Be Appointed to Inquire Into This Matter—Hamilton Cove Pulp & Paper Co. to Float Half Million Dollar 6½ Per Cent Bonds—Reorganization of Western Canada Pulp & Paper Co. Said to Be Under Way—Chicoutimi Pulp Co. Decreases Stock—St. Lawrence Paper Co. Starts.

[FROM OUR REGULAR CORRESPONDENT.]

MONTREAL, QUE., May 21, 1923.—A definite step towards the serious consideration by the Federal Government of the proposal to put an embargo on pulpwood has been taken by the decision of the Government to appoint a commission to investigate the subject. The matter was brought before the Parliament when the Honorable S. Fielding, Minister of Finance, delivered his Budget speech. The statement of Mr. Fielding is worth quoting in full. According to the official Hansard Report, Mr. Fielding said:—

"The question of forest conservation has of late commanded ever increasing interest. Where a country has a lavish supply of anything we are apt to be careless in the conservation of it. Too often it has been assumed that there is no limit to the forest wealth of Canada. Those who have given the matter closest attention realize that with the extensive operations of the lumbermen, the immense damage by fire and by insects a timber famine in Canada is by no means impossible. Every effort that can be made in the way of conservation should be and is being encouraged. For some enthusiasts there is a call for more drastic methods. It is proposed that we prohibit the exportation of pulpwood. In several of the provinces this prohibition is already in effect through provincial regulations. Only the Federal Parliament can prohibit any exportation, but where Provincial Governments are owners of timber lands they can in their leases, stipulate the conditions under which operations shall be carried on. In this way several of the provinces have practically prohibited the export of pulpwood. But there are in all the provinces private lands which are not subject to provincial legislation. The object of the movement to which I refer is to prohibit the export of wood by these private owners. Such a policy, while it would find favor in some quarters, would certainly be objected to by the private land owners who will argue that they should be as free to dispose of the products of their land as other land owners are. Before reaching a conclusion in this matter we think there should be a more thorough investigation than there has been before and shall, therefore, during the recess, endeavor to find suitable persons—one or more—to inquire into the matter and get all the information which it is possible to obtain before coming to a conclusion."

It is thought that the result will be that the Government will either forbid the export of pulpwood from Canada from private lands, which pulpwood is now permitted to be exported freely, or will impose an export license so heavy that it will prevent export. At present the provinces forbid export of wood cut on Crown lands, or rather make stipulations that amount to this in connection with leases. The Provinces, however, have no jurisdiction over export in the ordinary sense, and cannot prevent export of wood cut on private lands. This power rests with the Federal authorities, and it is this power that Mr. Fielding may exercise. The export of pulpwood from Canada has not increased largely in recent years, but with the decrease in supplies in the United States the pressure for Canadian wood will become stronger. Last year there were exported from Canada 1,096,462 cords, which would produce about 670,000 tons of paper on the basis of 1½ cords to the ton. This would represent about two-thirds of Canadian exports

of news print which amounted to a little over 1,000,000 tons, of which 941,000 went to the United States. The argument of those who favor a tight embargo on the shipment of pulpwood out of Canada is that this should be manufactured in this country. At the same time there was exported 642,000 tons of wood pulp to the United States, a quantity that would require about 975,000 cords of wood. The paper made in Canada would need about 1,700,000 cords of wood, or total consumption of about 2,600,000 to 2,700,000 cords. Thus, there is exported to the United States about 40 per cent of the entire quantity of wood used in Canada for the manufacture of pulp and paper.

Hamilton Cove Co.'s Bond Issue

The Hamilton Cove Pulp and Paper Company, which was granted provincial letters patent last week, and has its head office at Quebec will float an issue of \$500,000 6½ per cent bonds. This company will exploit the Mille Vaches Seigneurie timber limits on the north shore. It is understood that the St. Regis Paper Company will take half of the total of that bond issue, having a ten-year contract for purchase of the production of the newly organized company. The timber limits of the Hamilton Cove Company are now being inspected on behalf of Mr. Swezey, the Montreal forestry expert.

Western Canada Pulp

It is announced that a reorganization of the Western Canada Pulp and Paper Company is under way. The plant is located on Howe Sound, B. C., and two companies have been formed, one to assume the assets, the Howe Sound Pulp and Paper Company to have control of the pulp and paper mill, which is about 12 miles from Squamish and might eventually be fed by power from the Bridge River Power Company's plant. The timber limits on the north end of Vancouver Island are said to have been taken over by the Port McNeill Lumber Company. It is anticipated that if negotiations are completed in Toronto and New York soon and the market picks up for kraft, pulp and paper, the Howe Sound plant will resume operations.

Chicoutimi Pulp Co. Decreases Capital Stock

The Chicoutimi Pulp Company has been granted supplementary letters patent under which it has decreased its capital stock from \$4,100,000 to \$400,000 by the cancellation of 37,000 common shares of a par value of \$100 each. Power has also been granted the Saguenay Light and Power Company to decrease its subscribed capital stock from \$1,500,000 to \$400,000. Both these companies are owned as to capital stock by the Saguenay Pulp and Paper Company, and the decrease is a technical one.

The Belgo Paper Deal

The Belgo Paper Company is reported to have definitely passed into Canadian hands. It is understood that there remain only a few formalities to be complied with because this company will be controlled by a strong Canadian financial syndicate. The situation has been watched here with much interest for some time, since direct negotiations with the Belgian interests were entered into some time ago by Harry Newman, of Newman, Swezey & Co., who, with Wood, Gundy & Co., have been the interests striving to bring the control of this important news print producer to Canada. Mr. Newman went abroad some time ago and was followed by J. H. Gundy. The news of the practical completion of the Belgo deal is particularly interesting in view of the talk that there has been of a merger of some of the more important paper companies of the St. Maurice Valley. This gossip has mentioned Belgo, Laurentide, St. Maurice and others. It is scouted in quarters which are close to the interests in question, while in others it is still regarded as a distinct possibility. Such a merger as the three companies mentioned would have an output of approximately a thousand tons of news print per day, and would be a most powerful factor in the Canadian industry.

HEARKEN YE!

Superintendents of the Paper and Pulp Industry

You are urged to attend the Annual Convention of the National Association of American Paper and Pulp Mill Superintendents to be held at the

HOTEL KIMBALL—SPRINGFIELD, MASS.

May 31—June 1—June 2

Be prompt in arriving and stay to the firing of the last gun.
Every minute of your time will be valuably spent.

There will be no dull moments as the speakers are of the best, practical men who know their subjects thoroughly. Their talks will open up lively discussions.

Not only you but the company you represent, will benefit by your attendance.

This will be the largest and best convention ever held and your presence will help to insure its success.

DON'T OVERLOOK THIS OPPORTUNITY

to compare notes with brother superintendents and gain knowledge which may serve you in solving some of your problems.

Arrange Your Plans Now — Don't Miss It!

PRODUCTION OF WOOD PULP DURING THE MONTH OF MARCH

Statistics Just Issued by the Federal Trade Commission Place the Mill Stocks on Hand at the End of the Month of Ground Wood at Thirteen Days' Average Output, of News Grade Sulphite at Seven Days' Average Output, of Bleached Sulphite at Ten Days' Average Output, of Easy Bleaching Sulphite at Ten Days' Average Output and of Mitscherlich at Five Days' Average Output.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., May 21, 1923.—In connection with the Federal Trade Commission's current statistics of the paper industry, a summary of the monthly reports from manufacturers of wood pulp and other kinds of pulp used in paper making is submitted herewith for the month of March, 1923. The table shows the kind of pulp, the stocks, production, pulp used in shipments for the month. The pulp shipped during each month represents only pulp shipped to a concern different from the one producing it. Loss of production is shown by giving the idle machine time.

Pulp Production

The following is a tabulation of the production, pulp used by the company producing it, shipments to outside concerns, and stocks of finished pulp, in tons of 2,000 pounds on an air-dry basis, for March, 1923, compared with March, 1922, 1921, 1920 and 1919, for the reporting mills. The average production is based upon the reports covering the years 1919 to 1922, inclusive, and the average stocks on hand at the end of the month are for the 48 months of 1919 to 1922, inclusive.

	Number of Mills	On hand first of month Net tons	Production for month Net tons	Used during month Net tons	Shipped during month Net tons	On hand end of month Net tons
Ground Wood Pulp:						
March, 1923*...	145	56,374	124,175	113,170	7,216	60,163
March, 1922....	158	125,725	143,596	119,929	10,002	139,390
March, 1921....	166	155,997	142,850	107,010	9,810	182,027
March, 1920....	167	105,574	139,667	125,476	10,477	109,288
March, 1919....	161	132,147	137,766	113,045	7,193	149,675
Average			127,467			144,471

	Number of Mills	On hand first of month Net tons	Production for month Net tons	Used during month Net tons	Shipped during month Net tons	On hand end of month Net tons
Sulphite News Grade:						
March, 1923*...	56	15,757	67,240	60,531	6,191	16,275
March, 1922....	62	23,694	63,458	57,153	6,798	23,201
March, 1921....	62	22,728	55,370	45,610	7,862	24,626
March, 1920....	63	18,896	72,904	61,689	11,568	18,543
March, 1919....	62	24,233	54,598	45,144	6,543	27,144
Average			64,206			20,839
Sulphite, Bleached:						
March, 1923*...	27	15,051	47,181	30,245	15,578	16,409
March, 1922....	32	7,967	39,321	26,139	11,260	9,889
March, 1921....	31	13,229	25,057	16,034	8,105	14,147
March, 1920....	33	6,210	46,643	28,542	17,629	6,682
March, 1919....	34	11,579	35,644	19,266	13,717	14,240
Average			42,606			9,591
Sulphite, Easy Bleaching:						
March, 1923*...	7	1,647	5,005	4,870	262	1,520
March, 1922....	10	697	6,278	4,231	1,426	1,318
March, 1921....	8	1,774	5,968	3,419	3,405	918
March, 1920....	7	941	5,392	3,763	860	873
March, 1919....	7	2,509	5,632	3,124	1,988	3,029
Average			5,751			1,318
Sulphite, Mitscherlich:						
March, 1923*...	7	1,302	6,959	4,659	2,386	1,216
March, 1922....	7	1,600	7,936	4,235	2,736	2,585
March, 1921....	7	3,990	3,467	3,763	2,834	2,834
March, 1920....	7	1,560	7,008	3,895	2,996	1,677
March, 1919....	7	1,731	6,627	3,888	1,995	2,475
Average			6,534			1,854
Sulphate Pulp:						
March, 1923*...	19	5,276	23,293	16,834	7,024	4,711
March, 1922....	22	8,307	22,039	16,031	5,858	8,457
March, 1921....	19	9,354	7,892	7,977	1,202	8,067
March, 1920....	21	4,808	18,759	12,671	5,750	5,146
March, 1919....	21	6,756	8,627	5,567	2,969	6,847
Average			17,172			6,706
Soda Pulp:						
March, 1923*...	26	10,087	38,886	22,216	15,413	11,344
March, 1922....	28	10,599	30,680	20,231	9,725	11,323
March, 1921....	26	9,378	21,116	14,862	5,890	9,742
March, 1920....	27	3,282	36,031	19,872	15,903	3,538
March, 1919....	28	5,737	29,096	19,085	8,368	7,380
Average			32,319			7,327
Other than Wood Pulp:						
March, 1923*...	6	236	1,038	952	137	185
March, 1922....	6	120	1,263	1,255	34	94
March, 1921....	4	156	612	598	15	155
March, 1920....	4	157	739	693	86	117
March, 1919....	3	90	685	648		127
Average			810			194
TOTAL—for all grades:						
March, 1923*...		105,730	313,777	253,477	54,207	111,823
March, 1922....		178,709	314,591	249,204	47,839	196,257
March, 1921....		216,606	262,332	199,273	37,149	242,516
March, 1920....		141,428	327,143	256,725	65,982	145,864
March, 1919....		184,782	278,675	209,767	42,773	210,917
Average			296,865			192,300

* Revised figures.

(Continued on page 34)

Loss of Production

MONTH OF MARCH, 1923 (WITH MARCH, 1922, FOR COMPARISON)

Grade	Lack of Orders		Repairs		Other reasons		TOTAL	
	1923	1922	1923	1922	1923	1922	1923	1922
Ground Wood Pulp:								
Number of grinders.....	8	75	146	146	533	546	687	767
Total hours idle.....	4,800	13,377	10,700	14,948	*134,923	**100,127	*150,423	**128,452
Sulphite, News Grade:								
Number of digesters.....	2	45	5	26	24	45	31	116
Total hours idle.....	864	6,903	758	849	6,266	4,469	7,888	12,221
Sulphite, Bleached:								
Number of digesters.....	29	27	37	31	16	21	82	79
Total hours idle.....	2,831	2,458	2,702	1,927	1,301	4,067	6,834	8,452
Sulphite, Easy Bleaching:								
Number of digesters.....	0	0	3	0	5	4	8	4
Total hours idle.....	0	0	36	0	1,200	168	1,236	168
Sulphite, Mitscherlich:								
Number of digesters.....	0	0	8	17	0	0	8	17
Total hours idle.....	0	0	424	1,278	0	0	424	1,278
Sulphate Pulp:								
Number of digesters.....	0	23	0	14	0	0	0	37
Total hours idle.....	0	632	0	1,089	0	0	0	1,721
Soda Pulp:								
Number of digesters.....	0	77	2	0	27	32	29	109
Total hours idle.....	0	11,480	90	0	3,083	5,583	3,163	17,063
Other Grades:								
Number of digesters.....	0	2	0	0	2	2	2	4
Total hours idle.....	0	240	0	0	600	472	600	712
TOTAL number of machines.....	39	249	201	234	607	650	847	1,133
TOTAL hours idle.....	8,495	35,090	14,700	20,091	147,373	114,886	170,568	170,067

* March, 1923, other and total include 131,984 hours due to water power conditions.
 ** March, 1922, other and total include 68,493 hours due to water power conditions.

Why You Should Buy Niagara Beaters



Reason No. 7

THE INITIAL INVESTMENT IS LOWER

For a given capacity it costs less to install Niagara beaters. Fewer engines are necessary to do a given amount of work, with a corresponding saving in equipment investment. A much smaller beater room is needed which saves materially in construction costs. In every way it costs less to install Niagara beaters.

Learn more about Niagara Beaters. Write a letter today asking for further information.

VALLEY IRON WORKS COMPANY

Plant:
Appleton, Wis.

New York Office:
350 Madison Ave.

We are also builders of:

Holland Beaters and Washing Engines

Valley Jordans

P. A. P. A. Rotary Screens for paper and pulp Cylinder and Four-drum Paper Machines

Here Are Seven More

- 1.** Niagaras save power.
- 2.** Niagaras shorten beating time.
- 3.** One Niagara does the work of two and sometimes three Holland beaters.
- 4.** Niagaras save tremendously in floor space.
- 5.** Niagaras lower labor costs.
- 6.** The beating is more uniform.
- 7.** Niagaras save on motors and belting.

MICHIGAN SUPERINTENDENTS HOLD MEETING AT KALAMAZOO

J. R. Watson, Engineer, and H. J. Gephardt, President of the H. J. Gephardt Co., Address the Meeting on Interesting Subjects—Plans Made at Meeting For Participation of the Kalamazoo Delegations in the National Convention of the American Pulp and Paper Mill Superintendents' Association at Springfield, Mass.—Will of Late Frank D. Haskell Is Probated—General Trade News.

[FROM OUR REGULAR CORRESPONDENT.]

KALAMAZOO, Mich., May 23, 1923.—The Michigan Division of the American Pulp and Paper Mill Superintendents' Association was held Thursday evening at the Park-American Hotel.

Following the dinner there were two addresses by representatives of the H. J. Gephardt Company, Chicago. J. R. Watson, engineer, spoke on "Synchronous Motors, Their Control and General Application," while H. J. Gephardt, president of the H. J. Gephardt Company, took for his subject "Steam Losses by Condensation in Cylinders and General Applications." Mr. Gephardt during the course of his talk showed economical results obtained through the use of the Prosser engine. Both addresses were illustrated with a series of comprehensive lantern slides.

This meeting, called just a fortnight in advance of the annual international gathering in Springfield, devoted some time to consideration of Kalamazoo's participation in those sessions.

The Michigan Division will elect officers for the June meeting next year.

Dependable Club Meets

Messrs. McDonald and Prell, representing the Lamport-McDonald Company, South Bend, Ind., who are handling the national advertising account of the Allied Paper Mills, attended the May meeting of the Dependable Club, held Tuesday evening, at the New Burdick Hotel. They talked on standardization of papers and methods being employed to promote Allied sales. A. G. Gilman, president of the Allied Paper Mills, also addressed his fellow workers on numerous problems confronted in the operation of the plants.

Dinner was served as usual on such occasions, with a general round table discussion following. It was a particularly interesting meeting for the heads of departments present, many helpful suggestions being offered.

Michigan Incorporations

The Plainfield Paper Company, Childsdales, Mich., has filed articles of incorporation with the Secretary of State. The capital is placed at \$150,000 and authority is asked to engage in the manufacture and sale of paper. The incorporators are Burke M. Baxter and Emery C. Prior, Cleveland, and Nathan C. Post, Grand Rapids.

The Detroit Paper Stock Company, Detroit, has been organized with a capital of \$100,000. David E. Hokin, Max Unger and Claude K. Goldberg, all of Detroit, are the incorporators.

Will of Late Frank D. Haskell

The will of the late Frank D. Haskell, western representative of the American Wood Pulp Corporation, has been probated. It shows that he left an estate of \$65,000. The real estate is placed at \$10,000, personal making up the balance. F. M. Hodge, president of the Kalamazoo Paper Company, is administrator.

General News of the Trade

Collins S. Fuller, formerly with the wall board department of the Eddy Paper Company, has accepted the position of sales manager of the Plainfield Paper Company, Childsdales, Mich. Mr. and Mrs. Fuller have moved from Three Rivers to Grand Rapids and will make the latter city their home in the future.

The Denning Building, Monroe, long used as a plant for manufacturing crating for the numerous paper mills in Monroe, has been destroyed by fire. The loss to machinery and building was \$10,000.

PRODUCTION OF WOOD PULP FOR MARCH

(Continued from page 30)

Total stocks of all grades of pulp in the mills on March 31, as reported to the Commission amounted to 111,823 tons. Mill stocks of groundwood, sulphite, news grade, bleached sulphite and soda pulp increased during the month; all other grades decreased.

Ratio of Stocks to Average Production

Comparing the stocks on hand at the domestic pulp mills at the end of the month with their average daily production based on the reports covering the years 1919-1922 inclusive, the figures show that:

Groundwood pulp stocks equal 13 days' average output.
News grade sulphite mill stocks equal 7 days' average output.
Bleached sulphite mill stocks equal 10 days' average output.
Easy Bleaching sulphite mill stocks equal 7 days' average output.
Mitscherlich sulphite mill stocks equal 5 days' average output.
Sulphate mill stocks equal 7 days' average output.
Soda pulp mill stocks equal 9 days' average output.
Mill stocks of "other than wood pulp" equal 6 days' average output.

Total mill stocks of all grades equal 10 days' average output.

Loss of Production

The idle machine time of grinders and digesters reported to the commission for the month of March, 1923, is shown in the attached tabulation. The number of grinders and digesters include only those for which idle time was reported during the month. The total number of machines may include duplications because the report may count the same machine twice if idle for different reasons during the different parts of the month. The reasons tabulated for lost time are "lack of orders" and "repairs." "Other reasons" include water conditions, etc. The time lost in March, 1922, is shown by grades and reasons, for purposes of comparison. Neither the number of machines nor hours idle include idle machines and the time lost in nine reporting mills not in operation during the month.

Eaton, Crane & Pike Co. Expands

[FROM OUR REGULAR CORRESPONDENT.]

PITTSFIELD, Mass., May 16.—The Eaton, Crane & Pike Company has recently established in the principal cities of the Middle West, South and Pacific Coast, eight additional warehouses and service stations, making the total number 12 in all. Because of the increasing business and because of the establishment of these warehouses the company will authorize the issue of \$1,500,000 cumulative preferred stock, \$350,000 in series A at 7 per cent and \$843,000 in series B at 8 per cent.

The company was incorporated in Massachusetts in 1922. It was founded in 1893 and is the sole manufacturing agent for the Z. & W. M. Crane and for Crane & Company, paper manufacturers of Dalton, Mass. Its chief output is high grade correspondence paper sold direct through its own sales organization under the trade names of "Eaton's Highland Linen," "Crane's Linen Lawn," etc. The main plant of the company is located at Pittsfield.

The decision to open these additional warehouses was reached by the company with the belief that through their medium customers could get goods promptly and without the long delays which have ordinarily prevailed on the railroads the past few years. Under the new system the goods are shipped to the warehouses in carload lots, saving both freight costs and time.

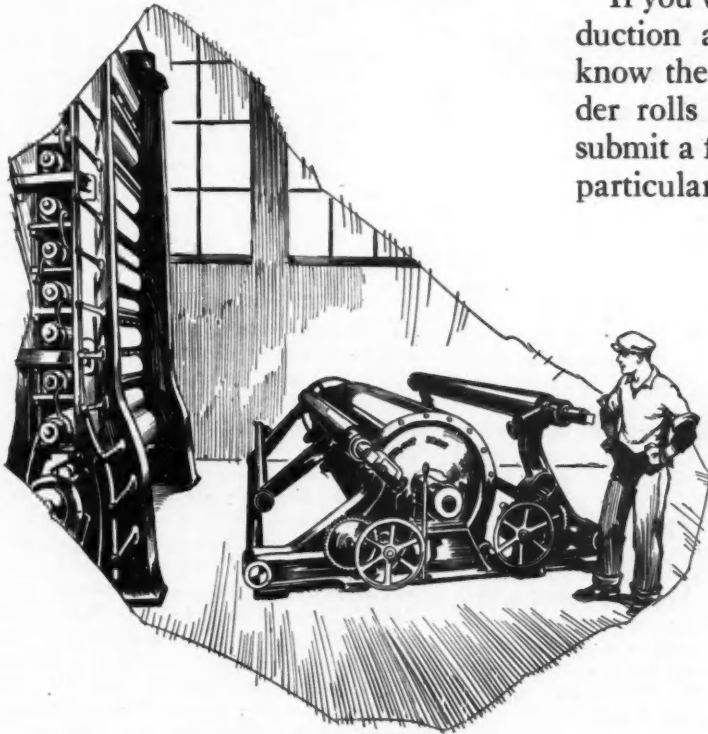
At the main plant of the concern there are now three modern factories in which are employed approximately 1,400 hands.



Speed Up Production



HE BELOIT UNIFORM SPEED REEL will speed up production in your mill. It is the modern method for increasing mill efficiency. It is a time and labor saver and has safeguards that protect your workmen from accidents. The passer does not have to change hands when paper is started on the drum.



If you wish to speed up production at your mill let us know the face of your calendar rolls and we will gladly submit a figure covering your particular case.

Beloit Iron Works



Beloit, Wis., U. S. A.

TORONTO PAPER MERCHANTS DISTURBED BY SALES TAX

Paper Merchants Will Not Be Able to Exist, It Is Said, If the New Six Per Cent Sales Tax Is Imposed on Them—Output of Abitibi Power & Paper Co. Reaches 463 Tons, Monday, May 12, Which Is a Record Production for the Plant on the First Day of the Week—Good Report Is Presented at the Annual Meeting of Ritchie & Ramsay, Coated Paper Manufacturers.

[FROM OUR REGULAR CORRESPONDENT.]

TORONTO, Ont., May 21, 1923.—The imposition of the new six per cent sales tax by the Federal Government is creating much discussion in the paper trade. The application of the new tax is not yet clear and is arousing a great deal of speculation with respect to how it is to be levied and from whom it will be collected. The attention of the Canadian Paper Trade Association has been called to this matter as, it is contended, that the printing paper merchant could not exist if called upon to pay the six per cent tax on purchases as the big percentage of his business is done with printers, who, under the act, are rated as manufacturers and could buy from the manufacturer without a tax when such paper is further processed.

The distribution of printing paper is somewhat different from that of distributing wrapping paper or other lines, which are used by the ultimate consumer in the same state of processing as when they leave the mill. It is contended that nothing carried in a warehouse by any wholesaler handling book and writing papers should be subject to tax, except when sold from warehouse to other than a licensed manufacturer printer, when six per cent could be collected for transmission to the government. If printing paper passes through the jobber, who virtually is the mill salesman, it should have no pyramiding of the tax, which means that printing paper should go from the mill to a licensed wholesaler free of tax and, from a licensed wholesaler, to a licensed printer free of tax. The licensed printer should collect and pay the government six per cent on the completed work, including paper as sold to him but, should the jobber sell to the unlicensed printer or other, he should collect and be responsible for the six per cent on such sales.

If a paper mill sells direct to the consumer (who would buy as a separate item the added work of printing) six per cent would be charged or, if sold to a licensed printer, no tax would be collected as the printer, being a manufacturer when licensed, would be responsible for the tax, after adding his process to make the paper into form as used by the consumer.

The new sales tax is evidently intended to be fair to all, but it is up to the merchants of printing paper (which, as carried in stock by merchants, is under the meaning of the act an unfinished product, being conveniently collated for passing along to the printer) to make their case clear so that no misunderstandings will come up later.

Making Big Addition to Plant

The Reg. N. Boxer Company, Limited, manufacturers of wall papers, New Toronto, who recently were incorporated with a capital stock of \$750,000, are erecting an addition to their plant at a cost of \$125,000. The extension will be 300 x 300 feet and will be two stories high, being of steel, concrete and brick construction. Good progress is being made on the work.

American Sales Book Dividend

S. J. Moore of Toronto, president of the American Sales Book Company, announces a dividend of one dollar on the common shares of the company. The company hopes to be able to make three payments of one dollar per share on common during the present year

but this action will be contingent on a continuation of the profitable business, which is now being experienced. The company announced an initial dividend on common in November last, being at the rate of eight per cent. As the common has a par value of twenty dollars, a distribution of three dollars per share is equivalent to a rate of fifteen per cent. A dividend has also been declared on preferred at the rate of one and three-quarter per cent quarterly. Both common and preferred dividends are payable in New York funds.

Abitibi Co. Breaks All Records

Monday of the week ending May 12 broke all records of production at the plant of the Abitibi Power and Paper Company at Iroquois Falls, Ont. The output was over 463 tons and was the biggest start-up day in the history of the organization. The next best Monday in the record of the mill was on July 10, 1922, when over 455 tons was the output. Speaking at a banquet tendered the employees recently, when production for one day topped 500 tons, R. A. McInnis, manager, said that the only way to secure such good results was to give employees their heads and let them work as far as possible without strict supervision. With speedier machines running up to one thousand feet a minute and additions, Mr. McInnis added that, in a few years they may reach 700 tons of news print daily.

Pacific Burt Co. Make Big Profits

The profits of the Pacific Burt Company, manufacturer of sales books, of which S. J. Moore of Toronto is president, were during the past year ending March 31, the largest in the history of the company. The profits amounted to \$235,990 as compared with \$115,146 last year. In October last the company took over the business of the Pacific Coast Sales Book Company of Los Angeles, of which it had been part owner for some years. A part of the large increase in profits is accounted therefore in the acquisition of the latter company. President Moore said that the outlook for the ensuing year was very satisfactory. During the past year the company provided for capital expenditures made during the last ten years and for additional working capital rendered necessary by the increased business done, by the issue and sale of \$350,000 first mortgage bonds.

Notes and Jottings of the Industry

At the annual meeting of the Ritchie & Ramsay, Limited, coated paper manufacturers, Toronto, the president of which organization, F. A. Ritchie, passed away a few weeks ago, being the pioneer coated paper manufacturer in Canada, good reports were presented on the operations during the past year. A. V. Ritchie was elected president, C. N. Ramsay, vice-president, J. M. Finlay secretary-treasurer and George W. Pauline, managing director. The company has been incorporated nineteen years and previous to that was for ten years a private concern.

A caller upon the Toronto trade during the past week was B. Coolie, representing Aitchison, Stearns & Co., Christchurch, New Zealand, who are widely known importers of paper.

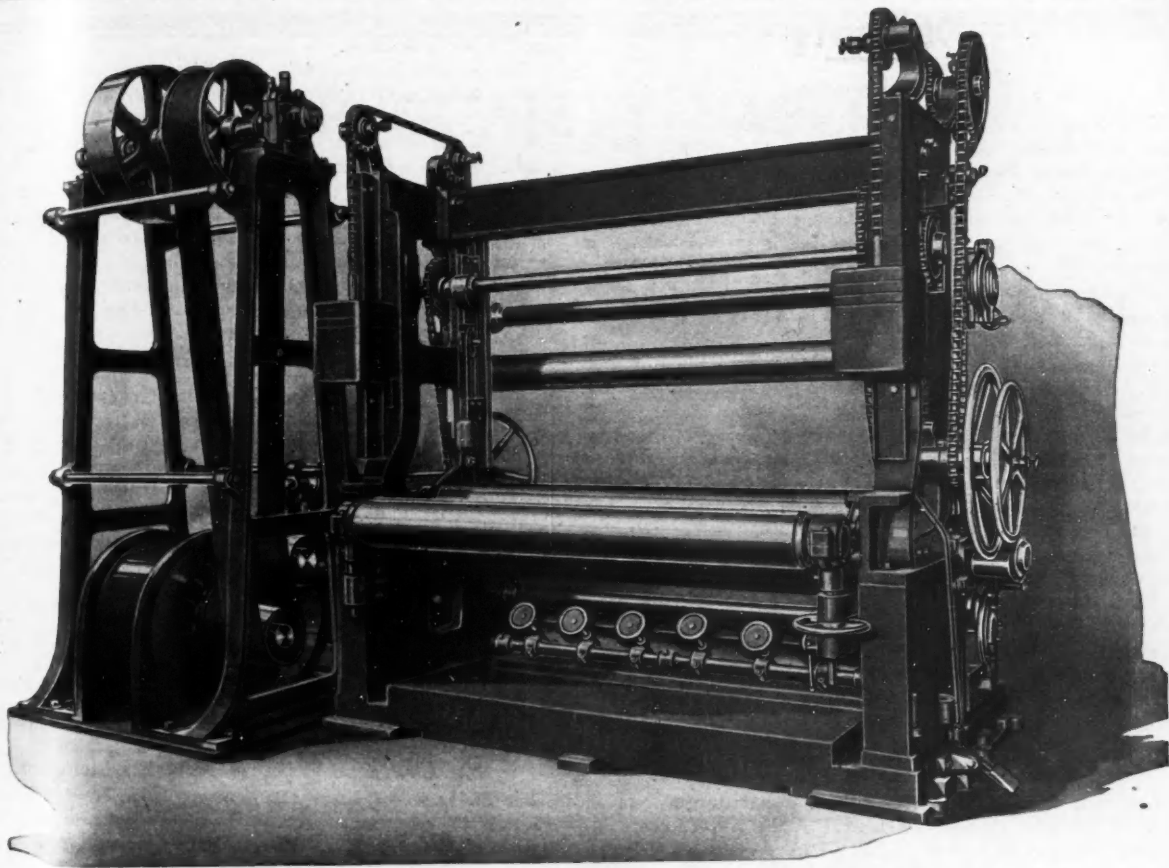
W. S. Barber of the Provincial Paper Mills, Limited, Toronto, was in Cleveland, Ohio, last week attending the annual convention of the Purchasing Agents' Association of America.

The Hinde & Dauche Paper Company of Canada, which has been operating for several years in Toronto, recently granted its two hundred and fifty employees a voluntary advance in wages. The regular workers were given an increase of five cents an hour and the piece workers five per cent.

M. A. Grainger, former chief forester for British Columbia and later managing director of the Timber Industries Council, Vancouver, was in Toronto during the past week on his way west from a business trip to England.

R. F. Dobbertein, of the Standard Paper Company, Kalamazoo, Mich., spent a few days in Toronto last week on business.

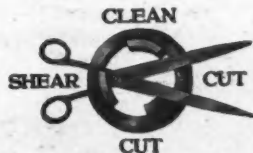
P. L. Colbert, sales manager of the Valleyfield Coated Paper Mills Company, Valleyfield, Que., who was in Toronto last week, reports that conditions are steadily improving.



The LANGSTON "DA" is built for Speed and Endurance. Making 9" rolls on a Slitter and Winder running 2,000 feet per minute and over requires a drive that will be flexible and durable. The above *Self-Contained Slip Belt Drive* takes care of this condition.

The Langston Line of "Shear Cut" Slitters and Winders takes care of all the requirements of a paper mill and doesn't raise any dust doing it.

**Samuel M. Langston
Company**



**Camden, New Jersey
U. S. A.**

Agents: T. W. & C. B. Sheridan Co.
63 Hatton Garden, London, E.C.1

Toronto Type Foundry Co.
Toronto, Canada

Obituary

H. L. Beveridge

INDIANAPOLIS, Ind., May 21, 1923.—Henry L. Beveridge, president and founder of the Beveridge Paper Company, died at Chatham, Mass., May 7, from heart trouble.

As a result of ill health, about two years ago, Mr. Beveridge and his family moved from Indianapolis to Cambridge, Mass., where they made their home. They had a summer cottage at Chatham.

Mr. Beveridge was born at Troy, N. Y., September 20, 1859. Following his graduation from Amherst College in 1881, he worked in a paper mill at Lawrence, Mass., and later worked for the Becket Paper Company, of Hamilton, O.

In 1895, Mr. Beveridge came to Indianapolis and established the Beveridge Paper Company, in West Washington street, which under his management grew to be one of the important industrial plants of the city. He became president soon after the establishment of the company and held the office to his death.

Mr. Beveridge was a member of the First Presbyterian Church, of this city, and a member of the University Club, the Columbia Club, the Indianapolis Literary Club, the Contemporary Club and the Country Club.

He is survived by the widow, who was before marriage Miss Mary M. Gurley, of Troy, N. Y., and two children, Henry L. Beveridge, Jr., and Ruth Beveridge. When in Indianapolis, the family lived in Pennsylvania street at Eighteenth.

Funeral services were held in Troy.

Theodore M. Gilbert

[FROM OUR REGULAR CORRESPONDENT.]

APPLETON, Wis., May 21, 1923.—Paper manufacturers from all parts of the state attended the funeral of the late Theodore M. Gilbert, vice president of the Gilbert Paper Company, Menasha, who died last week. Mr. Gilbert died following several operations for removal of ulcers. He was 62 years old.

Mr. Gilbert was born in Chicago but made his home in Menasha nearly all his life. He was one of the organizers of the Gilbert

Paper Company and was recognized as one of the ablest mill managers in the middlewest.

The decedent is survived by his widow, two sons, George M. Gilbert, treasurer of the Gilbert Paper Company, and Theodore M. Gilbert, Jr., one brother, William M. Gilbert, president of the company, and one sister, Mrs. Ida G. Megargee of Philadelphia.

Mr. Gilbert's will, which has been admitted to probate, disposes of an estate valued at approximately \$250,000. The will provides that Mrs. Gilbert be appointed executrix without bond and that she receive the entire estate, with the provision that if she does not survive her husband long enough to dispose of the homestead and other property mentioned in the will it shall be inherited by Theodore, Jr. The will also mentions that a home has been provided for the other son, George M. Gilbert.

Rollstone Paper Co. Starts on Greaseproof

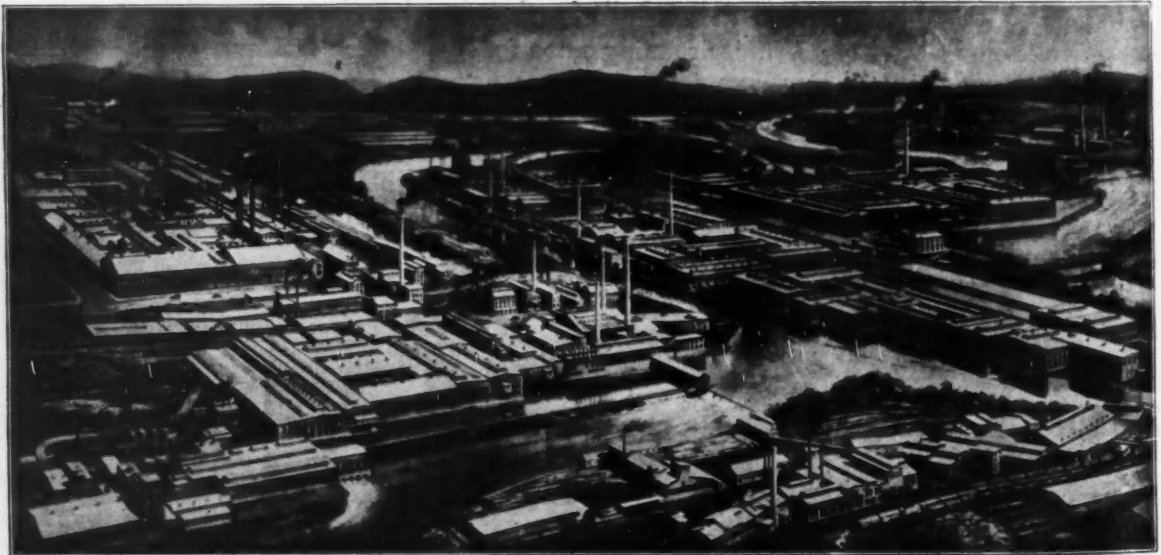
[FROM OUR REGULAR CORRESPONDENT.]

FITCHBURG, Mass., May 21, 1923.—The Rollstone Paper Company, of which Louis T. Stevenson is president and H. M. Wheelwright is treasurer and manager, started its first run on greaseproof paper last week. The initial effort proved most satisfactory and it is intended to manufacture this grade exclusively for the present, as it will require several months before the plant is fully equipped to produce glassine papers.

The Rollstone Paper Company is a combination of individuals interested in the Mountain Mill Paper Company at Lee, Mass., and the George W. Wheelwright Paper Company, of Fitchburg, and from their experience the product of the new company undoubtedly will take a front rank in the grades to be manufactured.

St. Lawrence Paper Is Now Producing

The St. Lawrence Paper Company, at Three Rivers, has two machines in operation now turning out news print paper to the amount of 120 tons daily. The company has not yet made arrangements for the sale of its preferred stock of bonds, although these are likely to be offered in due course. The paper being produced is sold to the Munsey publications in New York and the Baltimore News.



COMPOSITE PICTURE OF THE PLANTS OF THE WEST VIRGINIA PULP & PAPER CO.

The picture includes the plants of the company at Tyrone, Pa., Piedmont, W. Va., Luke, Md., Cass, W. Va., Covington, Va., Mechanicville, N. Y., Williamsburg, Pa., and Spruce, W. Va.

FOR QUALITY PAPERS
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Kellner-Partington Paper Pulp Co., Ltd.
Borregaard **Norway**

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Uniform in Quality
Essential for Strength Requirement

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Sole Agents for United States for

CANADIAN KRAFT, Ltd.

Three Rivers, CANADA

New York Trade Jottings

The J. H. Scott Paper Company has removed from 33 West 42nd street to 25 West 43rd street. Telephone Vanderbilt 8892.

The Charles W. Knode Company, paper mill representative, has removed from 52 Broadway to 41 Park Row, where more desirable and larger quarters are occupied. Telephone Cortlandt 3213.

Announcement has been made that the Concord Paper Company has increased its capital stock from \$15,000 to \$100,000. Its offices are at 205 Concord street, Brooklyn, and the concern is a large packer of waste paper.

It is rumored in the trade that determined efforts are being made to unionize the bag manufacturing shops in New York City. There are ten or eleven large factories in this district and it is said that all of them will fight the attempt.

Joseph F. Keene, of Katzenstein & Keene, Inc., importers of papermakers' supplies with headquarters at 200 Fifth avenue, sailed for Europe last week. He will remain abroad for several months visiting the trade in England, France, Holland and Belgium.

John E. O'Brien, who has been in the rag and paper stock business for a number of years and is well known in the trade has become connected with George W. Millar & Co., 284-90 Lafayette street, where he will devote his entire time to the paper stock business of the firm.

Emanuel Salomon, president of the Emanuel Salomon Corporation, dealers in pulp, at 300 Madison avenue, is recuperating from a recent illness in upper New York State where he expects to remain for several weeks. He underwent an operation a short time ago at St. Vincent's Hospital.

The United Paperboard Company declared a dividend of 6 per cent on the preferred stock for the fiscal year ending May 26, 1923, payable July 2 to stock of record June 7. This is the first dividend paid on the preferred since the regular quarterly dividend of 1½ per cent was passed in November, 1920.

Declaration of a quarterly dividend of \$1.50 a share, placing the stock of the corporation on a \$6 a share annual basis, by the Texas Gulf Sulphur Company, created favorable comment in financial circles, notwithstanding reports previously circulated in the financial community that such action was likely. The company previously had been paying dividends at the rate of \$5 a share a year. Since the beginning of operations, in 1919, the company had, up to March 31, accumulated a surplus of about \$6,500,000, over and above dividends paid. During the first quarter of this year \$1.73 a share, or the annual rate of about \$7 a share, was earned on the 635,000 shares of stock outstanding. These amounts are after deducting depreciation and estimated amount of Federal income tax. All indications point to a continued large volume of business and earnings during the remaining three quarters of the year, so that 1923 will establish a new high record in this respect.

Because of political disturbances in the interior of China, D. E. Douty, vice president of the United States Testing Company, Inc., has abandoned the trip he planned to make this Summer with the object of developing a new source of raw silk supply in China. He had intended to go about 2,000 miles west of Shanghai into the third largest Chinese silk-producing center, situated in the province of Szechwan on the Chengtu Plain. Here there are about 70,000,000 people who have little or no export trade. The nature of the

silk produced, however, was deemed of such high quality that it warranted investigation. Mr. Douty was requested by the Silk Association of America to determine the possibilities of extending steam flature production in the district and to urge the flature men to be prepared to ship raw silk for export as soon as transportation facilities improve sufficiently to make it possible. Mr. Douty was formerly in charge of the Paper Section of the Bureau of Standards at Washington and is a member of the Technical Association of the Pulp and Paper Industry.

Lay-Lugo Paper Co. Formed

The Lay-Lugo Paper Company has been organized by L. Oscar Lay and F. M. Lugo with offices at 29 Broadway, New York, to carry on an export paper business.

The members of the new firm have been long identified with the paper business. L. Oscar Lay was connected with the James P. Hefferman Paper Company for more than seven years, traveling through Latin-America, and has many friends in the Spanish-speaking countries. F. M. Lugo recently resigned his position with the export department of the American Writing Paper Company, 41 Park Row, with which he has been connected for the past two and one-half years, to launch the new enterprise. Prior to his connection with the American Writing Paper Company, Mr. Lugo carried on his own paper export business for more than a year. Previous to that time he was in the employ of the Hefferman Company for five years and acted as manager for one year of the paper department of W. J. Farrell, exporters.

The company has organized the Lay-Lugo Paper Company, of Cuba, for the purpose of a wholesale paper jobbing business in that market. It will be the policy of the Lay-Lugo Paper Company to carry a stock of fine papers in Havana of leading standard mill brands, only stocking such brands for which it has the sole agency in the Cuban market. In regard to coarse paper, the company will carry stocks as conditions or demand seem to warrant.

In organizing the Lay-Lugo Company a very efficient system of agencies throughout Latin-America has been affected.

Baker Mfg. Co. to Expand


SARATOGA SPRINGS, N. Y., May 21, 1923.—Fred H. Baker, general manager of the Baker Manufacturing Company, has just closed a contract with the Delaware & Hudson Company for 100 railroad tractor tender trucks of a type recently invented. The contract, it is estimated, will amount to \$1,000,000.

The board of directors of the Baker Corporation when the contract was signed made an appropriation of \$100,000 for the immediate enlargement of the plant in Ballston avenue and the installation of new machinery. Work on the enlargement of the plant and machine installation will commence within the next thirty days, the company announced.

The new work will in no way interfere with the pulp and paper machine production of the plant. The corporation will continue to manufacture this machinery under the patents of the company. The installation of the steel foundry and new boilers will not only serve to increase the capacity for developing the new invention but will speed up the production of pulp and paper machinery.

To Confer on Wages in Holyoke

HOLYOKE, Mass., May 19.—A conference will be held Tuesday between the delegates from the Allied Paper Trade Council and Adam Wilkinson representing the American Writing Paper Company and other paper manufacturers regarding the demands of the unions for increase in pay, elimination of Saturday night and Sunday work. The men want the wages restored to the 1920 basis. The proposition is being coldly received by the manufacturers. While there is no binding agreement the results of the conference, if an agreement is reached, are likely to be generally adopted by all the paper manufacturers in this section.



Liquid Chlorine

—simplifies an important
operation

Many mills have eliminated the disadvantages of the chloride of lime method by substituting EBG Liquid Chlorine.

Liquid Chlorine puts saving simplicity into all bleaching operations. It settles rapidly with little sludge loss; increases bleach production with no additional equipment; produces standard strength solutions; no loss of Chlorine in transportation; operating conditions simple and agreeable.

And EBG Service—the pioneer in this field—is equal to any demand!

*EBG Liquid Chlorine Supplied in
cylinders, ton drums and tank cars.*

Electro Bleaching Gas Co.

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Plant: NIAGARA FALLS, N.Y.

Main Office: 18 East 41st Street, New York, N. Y.

Chicago Office: 105 W. Monroe Street



Recent Incorporations

OLD COLONY PULP AND LUMBER CORPORATION, Wilmington, Delaware. To acquire timber lands. Capital \$600,000.

HARVEST PAPER COMPANY, Manhattan, New York. Capital \$10,000. Incorporators: G. Browner, J. Shapiro, E. V. Sussman. Attorney, W. L. Schwartz, 160 Broadway, New York.

NEUBERTHO PAPER COMPANY, Wilmington, Delaware. Manufacture paper, rope. Capital, \$150,000. Colonial Charter Company.

F. C. SIMES ENVELOPE COMPANY, Manhattan, New York. Capital \$10,000. Incorporators: R. J. and F. C. Simes, H. G. Smith. Attorneys, York & York, 7 Dey street.

CAPITAL INCREASES

CONCORD PAPER COMPANY, Brooklyn, New York. \$15,000 to \$100,000.

Brown Paper Company, Manhattan, New York. Capital, \$5,000. Incorporators: O. Brown, A. & N. Miness. Attorney, M. Lefkort, 1,457 Broadway, New York.

Gilbert & Nash Co. Incorporates

MENASHA, Wis., May 21, 1923.—The Gilbert & Nash Company, manufacturer of wire and felt guides, has incorporated under the laws of Wisconsin. The firm was formed as a partnership twenty-five years ago.

William C. Nash, the inventor of the guide and president of the organization, was the founder of the Lakeside Paper Company of Neenah, Wis., now known as Lakeview Paper Company, and acted as general manager up to the time of its being sold to the Sears, Roebuck interests. Prior to this Mr. Nash acted as general superintendent of the Gilbert Paper Company, Menasha. He has also served in like capacity with the Fox River Paper Company of Appleton, Wis. In the course of his experience and observation he formulated the plans for the one pan wire guide, which carries his name. He has also been the inventor of a special dandy stand and a sectional suction box cover—all of which the company distributes largely each year to the paper mill trade of the United States and foreign countries. Through the Huband & Nash Company, Menasha, he distributes his Acme Shakeless Dekle Frame Support and Pneumatic Shake.

W. M. Gilbert, vice-president, and the late T. M. Gilbert, treasurer, are both well known paper men throughout the country. Owners of the Gilbert Paper Company located at Menasha, and bearing their name as founders, they have become known and respected as skilled paper mill men. W. M. Gilbert is now president of the Gilbert Paper Company as well as heading large local banking interests. T. M. Gilbert has served as vice-president and general manager.

George D. Barnes, secretary and general manager of the company, has been connected with it for the past ten years and is well versed in the details. The mill trade can feel confident of service and satisfaction at his hands. Comparatively a young man, he has a grasp of the business which is to the buyer's advantage. Besides being associated with the Gilbert & Nash Company, he occupies the important position of secretary of the Gilbert Paper Company.

Preparations are rapidly being made to increase the output of the plant and to render added service.

Promotions by Abitibi Co.

H. J. Buncke has been appointed chief engineer of the Abitibi Power and Paper Company at Iroquois Falls, Ont., succeeding J. T. Jaeger, who has gone to the Ontario Paper Company, Thorold. Ray Stover has been made plant engineer and W. B. Crombie becomes construction engineer at Iroquois Falls, for all work whether of mill or railway. The company has been carrying out a plan to consolidate all work of a similar character.

J. L. Fearing Made Sales Manager of the I. P. Co.

Chester A. Lyman, sales manager and vice-president of the International Paper Company, announced last week that he had retired from active business. He will continue as vice-president of the corporation, he said at the company's new offices in the Pershing Square Building, but will no longer head its selling organization.

J. L. Fearing, who has been in charge of the western sales force, will take Mr. Lyman's place in New York. Mr. Fearing has



J. L. FEARING

been connected with the International Paper Company like Mr. Lyman for a great many years.

Both men started out in the paper business with W. H. Parsons & Co. Mr. Fearing joined the forces of the International on April 13, 1899, as a salesman and was sent immediately into the western territory where his success was immediate.

In coming to his new position Mr. Fearing is returning to his home town. He was born in New York and educated in the schools here, graduating from Columbia University.

Mr. Fearing was at the convention in New York in April elected president of the Salesmen's Association of the Paper Industry in which organization he has taken a great interest ever since its formation. Numerous friends in the industry will be pleased to learn of Mr. Fearing's promotion and wish him every success in his new position.

Practical Chemical Engineering at Exposition

Group conferences and a series of lectures for students of chemistry and chemical engineering at the Ninth National Exposition of Chemical Industries to be held at the Grand Central Palace, New York, during the week of September 17 to 22, have been planned. The short practical course to be given in connection with the 1923 Exposition will be under the guidance of a number of the industry's biggest men, and will be without cost to the students. It will include plant equipment in disintegrating, mechanical separation and grading, thickening, filtration, and separation by centrifugals, evaporation, distillation, drying and the general handling of materials. The "why, when and where" of construction materials will also be given attention. Chemical distribution in commerce will be the third phase. Students desiring to attend and instructors wishing to enroll classes are required to file applications before the closing of colleges this year, with the Exposition Management.

Established 1886

Appreciation

Experience is wisdom. From experience we have learned that to give just a little more than expected will bring good dividends in the way of appreciation, friendship and more business from the same source. It is another name for service. We have the ability to perceive and the willingness to carry out just such policies, which mean so much for our customers.

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Editorial

Vol. LXXVI New York, May 24, 1923 No. 21

HENRY J. BERGER, Editor

FOREST INDUSTRIES CLUB

The clever hunter of the Stone Age discovered that it was a pretty good proposition to call in a few of his neighbors when he went out to slay a mastodon even if he did have to share his kill with them afterward. There were, doubtless, a good many stand-patters who argued that it was better to try it alone because it meant more meat for the individual. These died early and tragically while their smarter brothers lived to a ripe old age.

Thus from the days of the Dawn Man humanity has been learning the lesson of co-operation, of unified effort for the common good. It took a long time for people to find out that they could run their country a whole lot better themselves than to permit it to be in the hands of one fellow who claimed the right to boss by virtue of some mysterious arrangement with the Almighty, but who really held it because of some hairy-chested ancestor with a stronger right arm than his contemporaries.

Young as it is co-operative government is now a thriving youngster more than a century old. Business has lagged sadly behind as the other fields of human endeavor moved ahead along this line. A man had considered his competitor as a burglar for so long that it was hard for him to get out of the habit. The fact that his competitor considered him in exactly the same light made no difference. He looked for a competitor under the bed before he went to sleep at night.

The paper industry has been no exception to this rule. With perhaps more problems in common than almost any other business the members have been living each on their little island with no interest in what the other man was doing. It has been only within the memory of most of the present members of the industry that certain groups, news print manufacturers and others, have decided to get together and have done so with immediate benefit.

This is a step along the right road, but it is not the final one. After all there are certain basic problems which all groups have in common. Forest conservation is probably the most conspicuous of these, for there is no real substitute for wood in the manufacture of paper.

The paper industry has long needed a centralizing influence where paper men from all over the country could get together and not only discuss their problems of business, but also learn to know each other as friends. Certain far-sighted members of the industry saw the need for such a thing and the organization of the Forest Industries Club was the result.

Their aim is to make the club the Forum of the Paper Industry. Here all branches of the business will be joined together in a common bond.

Problems of tariff, reforestation and other needs will be discussed and the industry for the first time will be enabled to have a definite, unified policy.

The club is by no means a purely business organization, however. Its rooms, occupying the entire twenty-third floor of the new

Pershing Square Building opposite the Grand Central Station, New York, will furnish a place where paper men may take their ease and enjoy the society of one another.

For the man from out of town the club will be almost a necessity. When he arrives in the Grand Central he can go directly to the Pershing Square Building without having to go outside. He may then get to the club rooms in the special elevator provided in the building for the use of the club.

Once in the rooms every possible facility for his comfort is furnished. The club is open from breakfast time in the morning until midnight. It will arrange for hotel accommodations, theater tickets or transportation for its members. Although there are no bedrooms there are to be private dining and conference rooms where members who desire may have privacy for their discussions. During the winter it is the plan of the board to have Saturday luncheons with prominent speakers on national and international problems.

The rates for membership in this unusual club are within the means of any paper man. Moreover, as Mr. L. B. Steward, acting secretary, has pointed out one full membership taken out by any member or employee of a corporation entitles two or more members of the same concern to membership at half rates. The membership will be limited to 1,000 resident members, 1,000 non-resident and 250 professional members. Already most of the leading men in the industry have joined although the club rooms will not be formally opened until September 1. Mr. Steward now has offices on the floor, however, and on June 5 the rooms will be open for inspection to members of the paper industry.

The whole idea is a new one in the paper business. It is certainly a tremendous advance for the industry. The club's ideals are high. It aims to be of benefit to everyone without stifling healthy competition. Every man in the industry should back the project.

GOOD BUSINESS THROUGHOUT 1923

An expectation of good business throughout 1923 seems justified by conditions today, according to a report of the National Bank of Commerce of New York. Executives responsible for business policies are proceeding with intelligent caution. They are making skilful use of improved facilities for learning the facts of the situation and are shaping their courses accordingly. As a result there is reason to believe that the danger of overproduction and of inflation of prices and cleavages by bidding for available supplies, is past for the time being. The prices of leading raw materials have receded somewhat and further declines in some commodities should occasion no surprise.

The expected check to building operations because of unduly high costs of labor and materials has occurred, and in the textile industries, in iron and steel and in manufactures generally a smaller volume of forward orders is being booked. Retail trade is excellent, with occasional local exceptions. There is little evidence of accumulation of stocks of finished goods at any point from the manufacturer to the consumer.

The check to production which has taken place is wholesome. In part it is seasonal. To a greater extent it is the result of widespread realization that a considerable part of the output of recent months has been absorbed in building up depleted stocks to a point where they bear a fair relation to the present rate of consumption in the United States. From this time output must be absorbed

primarily by current requirements. Confidence in the outlook is justified, but business men generally recognize that their hopes can be realized not by propagation of a boom psychology, but by careful testing of the consuming markets and by skilful adjustment of output and of prices to demand.

The only ultimate safeguard to the business of the country is the consensus of judgment of producers, merchants and financiers. They have already proved that they are competent to remember the lessons of 1920, and they are prepared to guard against the excesses of rising prices and other inflationary tendencies. Movements and utterances calculated to further warn against such tendencies are no longer needed and they might even so undermine confidence as to hamper sound business. Underlying conditions are sound and the outlook is promising.

The Paper Situation in Sweden

STOCKHOLM, May 10, 1923.—On the occasion of its twenty-fifth anniversary just celebrated here by the Swedish Paper Mills Association, the managing director, Fredrik Jahn, presented a survey of the present situation in the industry, stressing the fact that the Swedish mills are working to capacity, although the prices obtained are still unsatisfactory.

"In the face of tremendous competition," said Mr. Jahn, "one may still be optimistic. The Swedish mills have a great advantage in their proximity to the raw materials. And the source of supply of pulp is dependable, thanks to the excellent system of forest conservation which has long prevailed here. In the long run the Swedish paper industry will undoubtedly be able to hold its position both at home and abroad. At present the mills are working on full time and have ample orders for the immediate future."

The board of directors of the Paper Mills Association, in its annual report for 1922, pointed out that the year had been unsatisfactory as regards prices obtained, although a distinct improvement over the preceding year. The main difficulties had been the continuation of the general depression, depreciation of foreign money as compared with the krona, and increased cost of production due to the eight-hour law. General slackening in orders had induced a sharp fall in all grades of wrapping paper. Large shipments had subsequently been sold in the United States, but not enough to stabilize prices. The sales of news print had been good but the prices received have been too low. The manufacturers of book paper and other high quality paper had reported an alarming tendency of their customers to be satisfied with cheaper substitutes.

The effect of the new American tariff, reported the board, is completely prohibitive on many kinds and grades of paper. Yet there are signs that the United States will in future continue to be a comparatively good export market for the Swedish paper industry.

American Writing Paper Elects Officers

[FROM OUR REGULAR CORRESPONDENT.]

HOLYOKE, Mass., May 19, 1923.—The directors of the American Writing Paper Company met in New York City last Wednesday for organization for the year. The same executive committee was elected as served last year. Walter Rosen was elected chairman of the board of directors and chairman of the executive committee. These officers were elected: President, S. L. Willson; vice president, M. E. Marceuse, president of the Bedford Pulp and Paper Company of Richmond, Va.; treasurer, L. S. Nold; secretary, James T. Robinson. These appointments were then made: Assistant treasurers, W. C. Wharfield and E. C. Small; assistant secretaries, W. J. Norton and L. D. Loke. The latter is a New York City man and was appointed so that one assistant could be in New York.

Equipment Absorption Statistics

Statistics, the need of which not only the chemical industry but general industry throughout the country has long felt, are now being gathered through the co-operative effort of members of the Chemical Equipment Association.

The membership of the Chemical Equipment Association, manufacturing the entire range of chemical equipment and materials employed internationally in such great industries as the manufacture of heavy and fine chemicals, of coal products, fertilizers, dyes, electro-chemical and electro-metallurgical products, the ferrous and non-ferrous metallurgical fields, the petroleum, ceramics, paper, rubber, paint, leather, lime, soap and sugar fields, in the manufacture of edible and essential oils, in the great range of food and animal products activity and in still other of the world's key industries, are in a uniquely strategic relationship to general business.

According to a statement made by Pierce D. Schenck, president of the Association, following a recent consideration of statistical activities by the board of directors: "Chemical equipment is in effect a barometric register of general industrial conditions both at home and abroad. In many ways, the absorption of chemical equipment and materials is as reliable and specialized an index to general industrial conditions as the production of pig iron was considered to be before the war, or as the Federal Reserve Bank's discount rates are now regarded.

"It is not yet generally realized that the membership of the Chemical Equipment Association, now recognized by the government and by industry in general as the speaking voice of American chemical equipment and materials manufacture, supplies essential equipment to practically every basic industry in the United States and abroad. There is scarcely an article of common consumption, in diet, in clothing, in transport, in the very essential and semi-essential accessories of life, that is not produced in some degree through the use of standard or special equipment and materials manufactured by the membership of the Chemical Equipment Association."

The association has now begun the monthly collection, through its members, of comparative statistics on the absorption of chemical equipment and materials by industries and by sections.

By industries, the information collected each month discloses the manufacturing field most active in the absorption of equipment and materials, the second most active, the third most active, and so on, both as to domestic absorption and foreign absorption.

By geographical sections of the United States, the information also discloses the principal concentrations of industrial activity in the way of replacements in factories, new construction operations and expansion projects of various sorts. The information further reveals general trade and business conditions of other sorts, as and if pertaining to the absorption of chemical equipment.

A charted summary of the information obtained each month is issued in confidential form to the member companies of the association, permitting them to co-ordinate their production and sales efforts with actual current conditions in the basic industries.

Paper and Pulp at University of Michigan

In an announcement of the courses in chemical engineering, just issued by the University of Michigan, mention is made of specialized courses in pulp and paper manufacture for graduate students that are being developed.

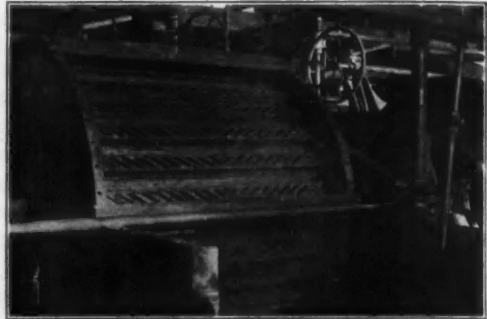
The department of chemical engineering has at its head Prof. A. H. White, with whom is associated R. A. Hayward, formerly assistant manager of the Newton Falls Paper Company.

The pulp and paper group of graduate courses will contain options from the undergraduate course in pulp and paper manufacture and the courses in chemical engineering machinery; from courses in electrical engineering, mechanical engineering, hydraulics, civil engineering and economics. A copy of the announcement may be obtained by addressing the University at Ann Arbor, Mich.

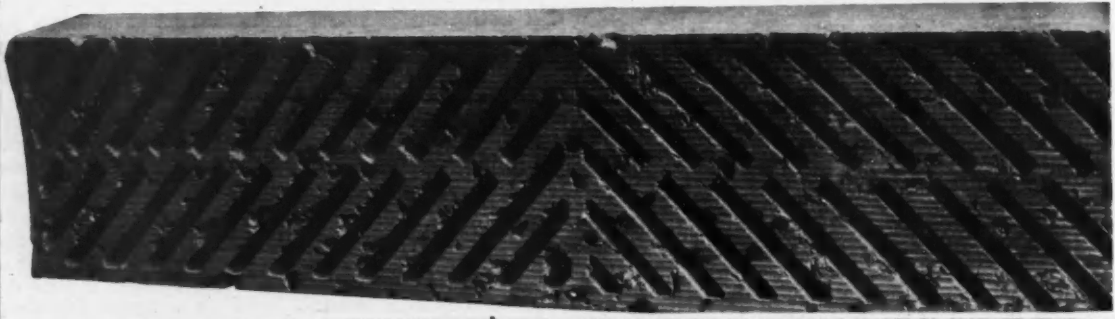
Conclusive Evidence on Beater Filling

THE GENERAL use of Helin Beater Filling in European mills, and the great number of mills which have installed it in this country are significant. The better quality of pulp from beaters thus equipped is obvious. The increase to production is surprising. Specific facts and figures await your request.

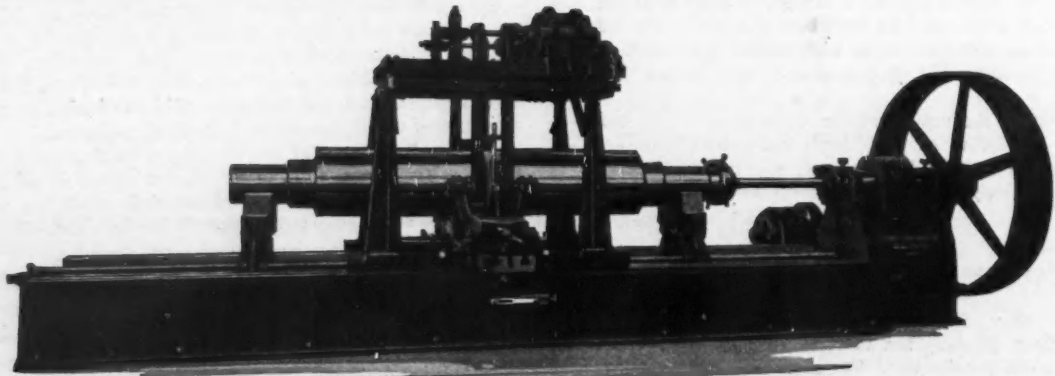
FIBRE MAKING PROCESSES, INC.
Chicago



The picture above shows Helin Beater Filling applied to a Millender in an American mill.



LOBDELL ROLL GRINDERS are the only machines of the kind fitted with automatic crowning device which develops a perfect crown without the use of a guide or former and repeated trying for the correct setting.



LOBDELL Calenders are equipped with Patent Electric Motor, Hydraulic or Ratchet Lift all operated from the floor.

LOBDELL Micrometer Calipers are handy and accurate.

LOBDELL CAR WHEEL CO. Est. 1836 **Wilmington, Del. U. S. A.**

Section of the **Technical Association of the Pulp and Paper Industry**



AN ORGANIZATION FOR THE ENCOURAGEMENT OF ORIGINAL INVESTIGATION AND RESEARCH WORK IN MILL ENGINEERING AND THE CHEMISTRY OF PAPER, CELLULOSE AND PAPER-MAKING FIBERS GENERALLY; IT AIMS TO PROVIDE MEANS FOR THE INTERCHANGE OF IDEAS AMONG ITS MEMBERS IN ORDER THAT PROCESSES OF MANUFACTURE MAY BE MADE MORE EFFICIENT AND IMPROVED ALONG TECHNICAL LINES.



Conducted by W.G. Mac NAUGHTON, Secretary

WOOD PREPARATION*

C. K. BOYER, IN CHARGE OF WOOD PREPARING PLANTS, WISCONSIN RAPIDS DIV. OF CONSOLIDATED WATER POWER AND PAPER CO.

Two years ago the present victim of the program and publicity committee was suddenly taken from a peaceful safety engineering job and tumbled headfirst into the noisy confines of a wood room. Before twenty-four hours passed he faced the following cold facts. This wood room had to deliver daily, seven days per week, over long peak load periods, 120 cords of hemlock as chips to sulphite mill and 230 cords of spruce to the groundwood mill. Two continuous type barking drums and four of the intermittent type were available for the heavy work. Raw materials consisted of hemlock, green, seasoned, and frozen, and spruce and balsam of like conditions. Hemlock for sulphite demanded clean chips, while boiler house conditions demanded as dry fuel as possible.

For and Against Dry and Wet Rossing

Two years of noisy experience in such surroundings have given the writer some firmly fixed notions as to the barking or rossing of wood in barking drums.

Starting with one wood room operating dry on hemlock and the other operating wet on spruce and balsam, both sulphite and groundwood preparing processes are now concentrated in one wood room with two continuous drums running dry and one continuous drum running wet. Hence this paper is to set forth briefly facts for and against dry and wet drum rossing, and the most significant reasons for combining the best points of the two methods.

Water in a barking drum of either continuous or intermittent type increases the power consumption by 20 to 25 per cent on account of the churning action thereby entailed. Water further acts as a lubricant between the bolts of wood and this together with its buoyant action actually slows up the barking or rossing which is otherwise obtained by one block grinding hard against another. Further, refuse coming from a wet operated drum is only about 10 to 15 per cent bone dry. Such refuse, if below 17.5 per cent bone dry will take, as our actual boiler tests have shown, a large quantity of coal to dry and consume it. If below 28.5 per cent bone dry the refuse has no practical fuel value and decreases the actual operating efficiency of the boiler below that of coal and if such refuse is carried to rubbish piles, winter turns refuse cars into solid masses of ice.

Dry barking has its weak points also. Absence of water means fine dirt ground into ends of the blocks, more brooming of ends, more dirt and gritty material in the driving parts of drum, and

hence heavier repair bills. While power for dry drums may run 25 per cent less than for wet barking, repair bills on dry drums will increase at least 25 per cent because of added vibration which is not absorbed by a water cushion and from lack of water lubrication.

After two years of gradual development the best features of both wet and dry barking are now combined in our wood room with as many as possible of the objectionable features removed. Two continuous drums are operated dry and 330 to 350 cords of hemlock, spruce and balsam are handled by them in 23 hours' operating time. The wood is ninety per cent barked in these drums with a minimum of sorting back. The wood then passes through the wet, or third drum, and comes out practically all barked and washed clean.

Results checked up by actual cost and production records give 30 per cent more production by doing the actual barking dry. Dry blocks actually bite each other and take off the bark by doing so. Heavy barking duty is removed from the wet drum leaving its wash water cleaner to do its laundry job instead of having this drum full of a red, slimy, greasy mass, and hence the wood is tumbled on to the sorting conveyor even cleaner than all wet barking would do. Clean wood gives the sorters a better chance to pick out the rot and guarantees cleaner sulphite and ground wood.

Combined Method Gives Splendid Results

This combined method gives splendid results in the condition of the refuse as delivered to the boilers. Refuse from dry drums now averages about 50 per cent bone dry and this makes up about 90 per cent of the material delivered to boilers. The small amount of wet refuse coming from the wet drum is now treated in a bark press, not of a very efficient type, and turned out about 30 per cent bone dry. With a more efficient press the total refuse would be delivered to the boilers around 45 to 48 per cent bone dry with the minimum cost for sorting. As it is now delivered to the boilers the refuse from 8 cords of hemlock is worth about one ton of coal. These figures are not theoretical but are based upon actual boiler room operating results. Another significant fact is that the boiler room reports point to the bark burning boilers as actually delivering a higher rating than those burning coal alone.

From the above rather condensed data and experience the conclusion is that the combined dry and wet system of barking should be used wherever possible. Install at least two drums running in series, passing the dry barked wood through the wet drum for washing. Pass the wet refuse through some form of bark press and the results will be clean wood, higher production, and refuse of high fuel value.

*Presented before the Northwest Div. of the Superintendents' Association Wisconsin Rapids and Port Edwards, Wis., May 18 and 19, 1922.

What Sulphite Men Pray For

Another hard cold fact faced by the wood room is that of furnishing the sulphite mill with chips of even length, as free as possible of oversize chips and low in sawdust. This is what most sulphite men pray for and their prayers must be answered if cooking is to be speeded up with the minimum steam production and maximum digester yields. Some factors in wood room production of such chips may be briefly stated.

Keep the chippers in best possible condition. Place careful, trusty men in charge who will see that all bolts are tight and bearings running cool. Grind knives carefully without burning the cutting edges and with care to keep knives in perfect balance. Have shims of different thicknesses down to 1/16 in. so that the chipper tender can keep the knives set out to the original distance of new knives. Set bed knives, where used, so that a straight edge placed in the bottom of the spout will just nip the cutting edge of the bed knife. Adjust the disc takeups so that the disc knives will clear the bed knife by 1/32 in. The results will be chips with clean cut fibers in place of crushed ends.

Balanced Results

Govern the speed of the chipper disc to suit the size of chips as determined by thickness of knives. Bolts of wood must have time to feed down between cuts or else short, uneven chips will result. With a four-knife disc and 3/4 to 7/8 in. knife we have found 230 r. p. m. the most satisfactory speed. Such a speed gives balanced results when the three factors of even length chips, maximum production and minimum quantity of chips needing crushing are all taken into consideration. It must be noted that sawdust results from two causes, first insufficient time for bolts to feed down for a full length chip, and second from chips being broken into needles by a too high speed of chipper disc and from being ground into

dust by violent treatment in the chip crusher or the rechipper.

Control the flow of wood to the chipper so that the spout can be kept full during the entire time, or at least for a period of several minutes, for every time the spout runs empty slivers are made in place of good chips. Such control requires a balanced production of the barking and chipping capacity, so that entire wood room runs as a unit. It requires further that some steps be taken to suit the size of the chipper spout to the size of wood being chipped. This latter has been controlled in our instance by running an 88 in. chipper with a 19 in. square spout side by side with an 84 in. chipper with a 13 in. square spout, permitting the large wood to be fed into a large spout and the smaller wood to be fed into a small spout. The small chipper has a spout with a square bottom section and a half-round shape on top, giving the spout a better grip on the smaller bolts and hence keeping slivers down to a minimum.

More Scientific Assistance Needed

Control tests taken each hour of the day show 85 per cent. of chips of standard size, that is between 1/2 and 3/8 in. with not more than 2 per cent variation over periods of several weeks. Sawdust waste checked by weight tests hovers around 2 1/4 per cent of total wood scaled into wood room. Oversize chips run under 3 per cent with the remainder charged into sizes under 1/2 in.

The foregoing is a brief statement of two of the wood room problems as worked out in one wood room. It has been the writer's aim to present the vital points so as to furnish a jumping off point for discussion and to further impress the paper maker who so often forgets that there is such a place as the wood room, except when the machines begin to "hayout," that the wood preparing process which is the very beginning of wood pulp papermaking, seriously needs more scientific assistance and control than has been given it in the past.

WHITE WATER LOSSES*

By WM. G. McNAUGHTON, SECRETARY OF THE TECHNICAL ASSOCIATION OF THE PULP AND PAPER INDUSTRY.

We know that in all mills there is loss of material, mostly fiber, but we know of few mills that can give any accurate estimate of this form of waste either in actual quantity by weight or in percentage of the daily product.

If the shrinkage in conversion is down to 5 per cent or less by the accounting figures usually everyone is satisfied, even though the sewer discharge is easily seen to contain stock.

Since, in a paper mill, particularly if there are pulp mills in connection and the groundwood and sulphite is slushed, and the best accounting figures are a guess, there should be a check somewhere if it is possible. In some mills, and it may have been your experience, the figures have shown that 100 lb. of paper had been made all during the month from 99 lb. of stock even without allowing for the difference of 3 per cent of moisture between the paper and the calculated weight of the pulp.

I do not want to talk on cost accounting but it is valuable for the superintendent and the accountant to see that the records are based on reason as well as on apparent fact.

Since in many mills from the nature of things it is impossible to get the actual weight of the stock used while it is in process, it is very evidently necessary to have as many checks as possible.

Checks that are wanting in most of the mills are the quantity of water discharged from the mill and the amount of material per 1,000 gallons it contains.

It has been found that of two mills making the same product under the same general condition of manufacture, one uses, that is discharges, 10,000 gallons of water per ton while the other uses

over 25,000 gallons. The fiber in the effluent per 1,000 gallons might be the same yet the second would be losing 2 1/2 times the first.

It is very good to have screen savealls and to give attention to their upkeep but it is becoming recognized that in addition the value of the effluent be measured and tested for the quantity of material it carries.

Average Yields of Groundwood Pulp from Various Woods

Based on Data Collected at an Ordinary Commercial Grinder by the Forest Products Laboratory, U. S. Forest Service, Madison, Wisconsin.

Species of Wood	Weight of bone-dry wood per cu. ft., in pounds	Yield of bone-dry pulp per 100 cu. ft. of solid ressed wood, in pounds
Birch, white	34.20	2,954
Fir, alpine	22.00	2,068
Fir, balsam	21.50	1,908
Fir, lowland white	21.53	1,950
Fir, noble	21.07	1,920
Fir, red	22.25	1,915
Fir, silver	21.03	1,872
Fir, white	21.40	2,007
Gum, black	30.36	2,612
Hemlock (eastern)	24.60	2,030
Hemlock, western	24.80	2,160
Larch, western	27.76	2,100
Pine, jack	24.00	2,126
Pine, loblolly	28.21	2,454
Pine, lodgepole (Cal.)	23.20	1,926
Pine, lodgepole (Mont.)	25.15	2,136
Pine, western yellow	24.65	2,061
Pine, white	20.25	1,885
Poplar	24.16	2,168
Spruce, Englemann (Colo.)	21.28	1,965
Spruce, Englemann (Mont.)	24.40	2,250
Spruce, Sitka	23.60	2,040
Spruce, white	26.42	2,400
Tamarack	32.00	2,620

*Presented at the meeting of the Northwest Div. of the American Pulp and Paper Mill Superintendents' Association, May 18-19, 1923.

METHODS OF ESTABLISHING WAGE RATES AND DETERMINING PROMOTIONS

By H. P. CARRUTH*

During the period of the war and the post-war expansion our company, like all others, made various wage advances. These advances were determined by the pressure of economic conditions, and their magnitude and distribution were largely governed by the conditions of the moment with respect to local and national conditions. In 1921, with the advent of depression it was found necessary to reduce labor costs and as a first step a 10 per cent reduction was made, applying to practically all individuals on our payroll. This step was justified by the then decrease in living costs as determined by national agencies and the study of local conditions. Following this decrease it became obvious that further reductions would eventually be necessary in our plant, and that it might not be possible to justify these reductions wholly on a cost of living basis, but rather they were forced upon us by the pressure of competition and would have to be put into effect as a part of the general tendency of all industries.

The members of our management had realized for some time that the rates paid on certain jobs were out of line with the value of the services rendered, this condition having arisen from internal changes brought about by transfers or improved mechanical methods. The knowledge of these inequalities was the principal cause of the investigation which followed, for, as we began a study of the individual jobs which we believed to be improperly compensated, it became evident to all of us that we had but a hazy idea of the real reasons for many wage differentiations throughout the plant.

Job Analysis

It so happened that previous to this time a careful study had been made of our organization, in the course of which the work performed by each individual had been closely analyzed and the number of individual jobs thoroughly and carefully determined. This analysis was carried much further than is perhaps customary in paper mill procedure. For instance, instead of listing all paper machine tenders as one group, this job was divided into several divisions, dependent upon the differences in equipment on which the various machine tenders worked. The same type of analysis was used throughout as, for instance, on re-winders, supercalenders, beaters, etc. As a result we found that with an organization totaling approximately 400 men there were about 170 different classifications. This minute subdivision of jobs furnished the foundation for our further study.

Our first attempt was carried out by having a number of sets of cards made, each set comprising a card for each of the 170 odd jobs. One of these sets was given to each of the following executives: General manager, purchasing agent, personnel director, paper mill superintendent, assistant superintendent of paper mill and pulp mill superintendent, with the request that he divide the different cards into ten groups representing ten different estimates of the value to the company represented by the job and taking into consideration the skill required, the time necessary to learn the work and the working conditions on the job. Each of the executives mentioned was asked to make this analysis entirely independent of the others. The results obtained were then compared in conference.

It was found that the ideas of the various executives were anything but alike, no two of them being even sufficiently close to form a basis for a compromise. Certain tendencies, however, did

develop, the most interesting of which was the utter lack of comprehension on the part of the office men of the value of many operating jobs and a similar lack of comprehension on the part of operating executives of the value of the office jobs. The net result of this effort was simply to show that some common basis of standards must be set up before any real progress could be hoped for.

We had for some time prior to this date been experimenting with

SCALE OF JOB VALUES		Name of Job _____				
THE MEAD PULP & PAPER COMPANY		Job Symbol _____				
		Report by _____				
		Date _____				
QUALITIES:		REPORT		Total Score _____		
Consider the:				Revised _____		
I. Responsibility for supervising and training others.	Machine Tender	Inspector Rewinding	Operator With Two Helpers	Operator With One Helper	None	
II. Responsibility for Equipment.	Machine Tender	Water Tender	Operating Engineer	Calendar Operator	Rewinder Operator	None
III. Responsibility for Quality of product Service and Good-Will.	Machine Tender	General Machinist	Operating Engineer	Rewinder Operator	None	
IV. Responsibility for Wastage	Beater Engineer	Machine Tender	Calendar Operator	Biasch Mixer	None	
V. Training or Experience Required	4 or More Years	3 Years	2 Years	1 Year	6 Mo.	
VI. Working Conditions (Accident and Health Hazard, Discomfort and Inconveniences of Hours Worked.)	_____					

REMARKS:

a rating sheet used to determine the relative standing of different individuals in the same department, and the results obtained had been such as to give us confidence in the method. It was therefore a natural step to attempt the formulation of a job rating sheet as a method of standardization.

Basis of Rating

A careful analysis of our ideas as to the reasons why different jobs received different compensation developed that there were six qualities which in greater or less measure affected all jobs. Of these six, four were in the nature of responsibilities, one the training or experience required, and one the working conditions surrounding the job. After several attempts, these were listed as follows:

- I. Responsibility for supervising and training others.
- II. Responsibility for equipment.
- III. Financial responsibility.
- IV. Responsibility for wastage.
- V. Training or experience required.
- VI. Working conditions.

I. RESPONSIBILITY FOR SUPERVISING AND TRAINING OTHERS includes such considerations as the amount and extent of such knowledge

*Member TAPPI. General manager Mead Pulp & Paper Company, Chillicothe, O. Presented at the annual convention of the Technical Association of the Pulp and Paper Industry, New York, April 12, 1923.

which must be transmitted from one man to those under him, and also the number of men to whom this knowledge must be transmitted. It also includes the degree to which supervision is required of subordinates. For instance, the operator of a paper machine having a crew of five men to the trick has a much higher responsibility in this direction than the operator of a supercalender stack, which is a much simpler piece of equipment and where there is but one helper, whose work is of a far simpler character than that of a backtender or third hand on a paper machine.

II. RESPONSIBILITY FOR EQUIPMENT takes into consideration the value of the machine operated, its delicacy and its liability to withstand abuse.

III. FINANCIAL RESPONSIBILITY proved to be the most difficult of the four responsibility qualities to work out as the values included under this head are mostly of an abstract character. Under this head we included such items as the effect upon good-will, both because of quality of product and internal co-operation. We also included in this consideration of the value of the materials handled.

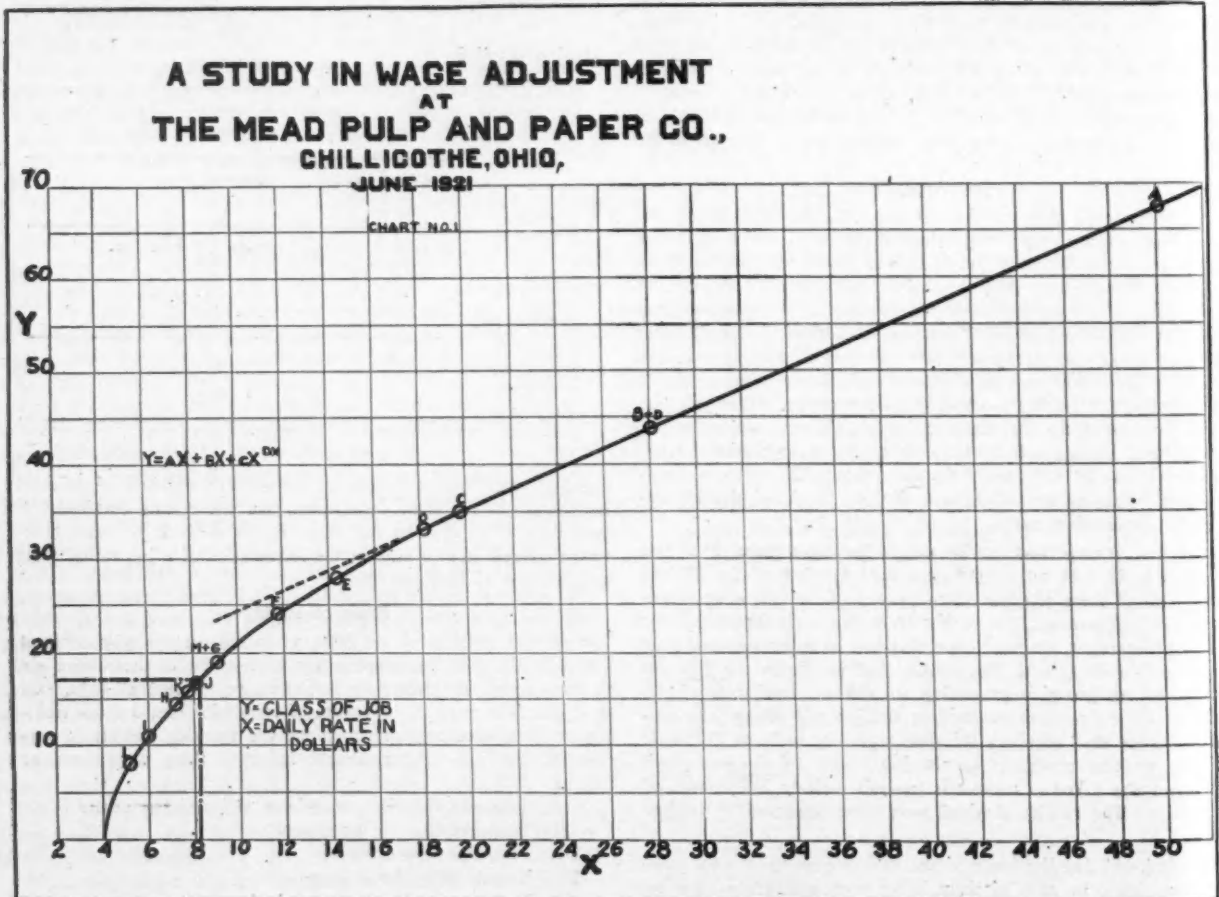
IV. RESPONSIBILITY FOR WASTAGE. Under this heading are included all of the possibilities for efficiency from a waste point of view, including not only waste of materials and product, but also of time.

V. KNOWLEDGE OR EXPERIENCE REQUIRED takes into consideration such factors as the average length of service required to become skilled in the work, educational requirements and natural aptitudes.

VI. WORKING CONDITIONS covers such factors as accident and health liabilities, discomfort, long or unusual hours, cleanliness, and mental or physical burdens.

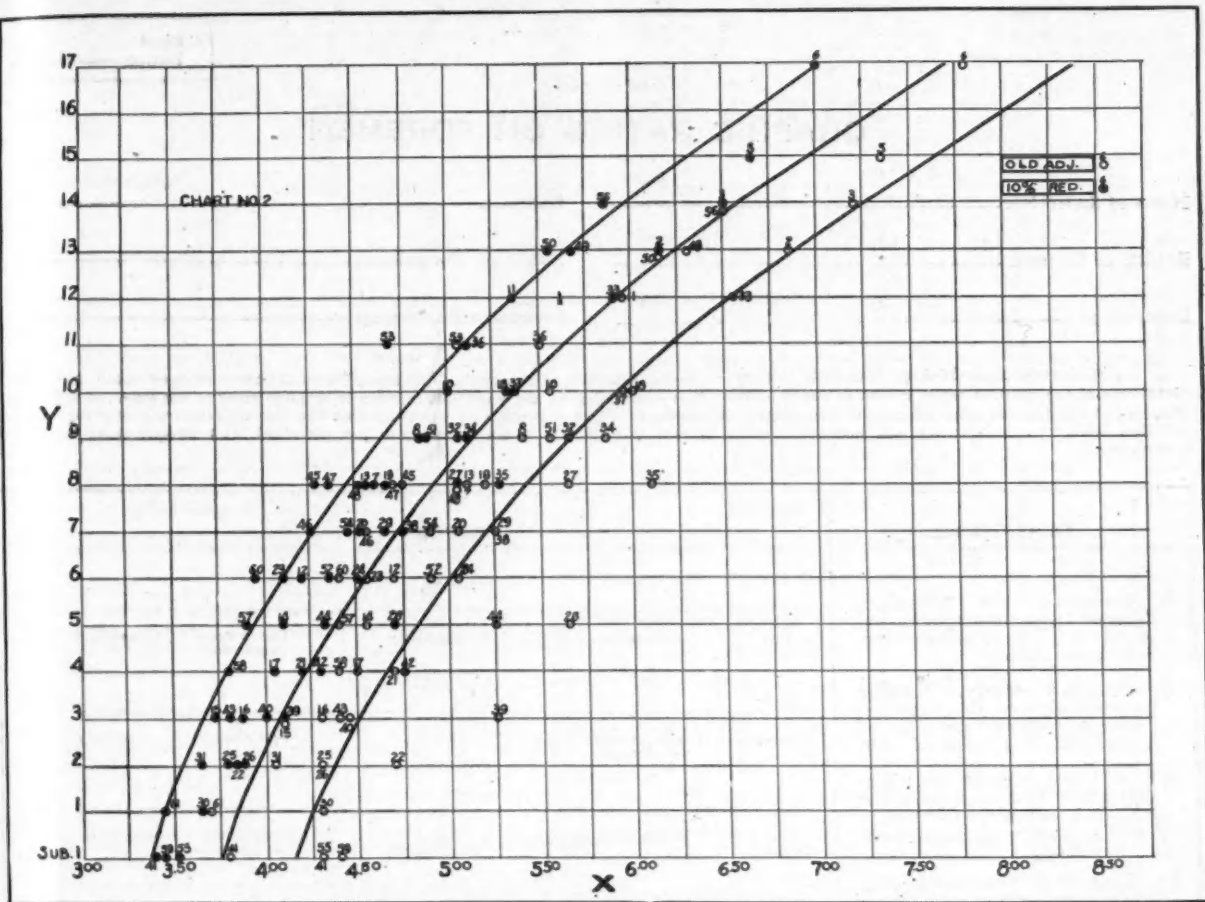
Weight Factors

Having determined that any job in our plant could be scaled by the use of these six qualities, it next became necessary to set up some method of determining the relative importance to be assigned to each, or, in other words, to weigh the different qualities. It should be said at this point that the problem of weighing these qualities is without doubt the most difficult step in the operation of this method. Our solution was to draw a line after each of the qualities and under that line to designate jobs representing the steps between minimum and maximum values. It was found by experimenting that this method was more easily understood by the various executives than any numerical system, but having established this method numerical values were then given to enable us to compile the results. In determining what jobs to use in this weighing, we found that by conference it was possible to pick out the one job in the mill which represented the maximum for each quality and another representing the minimum, in most cases the minimum being nil. This method appears to be, from our experience, reasonably satisfactory for determining the relative value of any particular quality, but we are not yet satisfied that we have correctly weighed each quality with respect to the other



CODE OF SALARIED POSITIONS.

A—General Manager; B—Superintendent; C—Purchasing Agent; D—Mgr. Service and Development; E—Ass't. Superintendent; F—Supt. Pulp Mill; G—Employment Mgr.; H—Medical Assistant; I—Ass't. Purchasing Agent; J—Chief Chemist; K—Chief Cost Department; L—Paymaster; M—Supt. Old Paper Plant; N—; O—Master Mechanic.



EXPLANATION OF CODE NUMBERS

- 1—; 2—Machine Tender No. 2; 3—Machine Tender No. 3; 4—Machine Tender No. 4; 5—Machine Tender No. 5; 6—Machine Tender No. 6; 7—Back Tender No. 2; 8—Back Tender No. 3, Calender Operator No. 7, 8; 9—Back Tender No. 4; 10—Back Tender No. 5; 11—Back Tender No. 6, 7; 12—3rd Hand No. 3, 4, 5, Liq. House Man, Wash House Man, Screen Man; 13—3rd Hand No. 6, 7; 14—4th Hand No. 6, 7; 15—Roll Boy No. 1, 2; 16—Roll Boy No. 3, 4, 5, Calender Helper No. 7, 8, 9; 17—Roll Boy No. 6, 7; 18—Calender Operator No. 10, 11; 19—Calender Operator No. 9, Rewinder Operator "F," Size Mixer; 20—Calender Operator No. 3, 4, 5, Rewinder Operator "D," "E"; 21—Calender Helper No. 10, 11; 22—Calender Helper No. 3, 4, 5; 23—Rewinder Operator "B"; 24—Rewinder Operator "C"; 25—Rewinder Helper "C, D, E," Incinerator Helper, Digester Helper; 26—Rewinder Helper "F"; 27—Sheet Finisher; 28—Roll Finisher; 29—Cutter Operator; 30—Cutter Helper; 31—Weigher, Car Loader; 32—Shipping Clerk, Blacksmith, Acetylene Welder; 33—General Machinist; 34—Lathe Operator, Carpenter; 35—Grinding Machine Operator; 36—Pump Man; 37—Millwrights Class "A," Bench Man, Pipe Fitters; 38—Painters; 39—Pipe Fitter Helper, Electrician Helper; 40—Spec. Maintenance Helper; 41—Trucker O. P. F., Cooker O. P. F., Chipper Man, Ash Handler, 9 hr., Coal Handler, Labor Yard No. 3, Labor Yard No. 2; 42—Washer Man O. P. F.; 43—Wet Machine Operator; 44—Foreman Chipper; 45—Bleach Mixer; 46—Evaporator Man; 47—Incinerator Operators; 48—Digester Man; 49—Electrician—Tour; 50—Electrician—Day; 51—Operating Engineer; 52—Oiler—Engine; 53—Water Tender; 54—Fireman; 55—Ash Handlers, 8 hr.; 56—Beater Engineer; 57—Beater Dropper; 58—Beater Helper, Clay Man, Shop Clerk; 59—Beater Helper Truckee; 60—Clay Mixer; 61—Chauffeur—Stores.

qualities. This question will be developed a little later in discussing our experience with the plan.

Having now prepared a job rating sheet as outlined above, and as shown by the accompanying illustration, we again submitted it to the executives, eliminating, however, the purchasing agent because we also eliminated consideration of office jobs, his knowledge of operating jobs having proven insufficient by our previous trials. A complete set of all the different jobs was given to all the executives with the request that each job be analyzed according to the rating scale. As we had divided each of the six qualities into ten subdivisions, we had by totaling the score on each sheet established sixty classifications. In practice, however, we limited this to fifty-four, as the six lowest were found to be of no practical importance.

The several sets of ratings as submitted by the different executives were then compared, and it was found that by the method used a very fair degree of correlation was immediately established. A series of conferences followed, in which discrepancies were dis-

cussed and decisions finally reached by full discussion, and in a few instances by compromise.

Without doubt one of the greatest advantages developed by this system was as a result of these conferences, which brought to light a great quantity of information with regard to different jobs, which up to that item had not been common knowledge to the different executives, as it frequently happened that some one executive was able to prove in an analytical way a value for a certain job not previously realized by the other executives, which resulted in greatly increasing the general knowledge of all executives involved regarding plant operations.

After all the jobs had been finally settled as to classification, a chart was prepared having as a base line the daily wage, and in the vertical line the job values. A straight line was then drawn from the intersection of lines of lowest daily wage and highest classification. All of the jobs in the mill were then spotted on this chart according to these two factors, using the rating determined as above and the wage then currently paid. When this had been done it

Final Rating _____

GRAPHIC RATING ON FOREMEN

Name of Supervisor _____ Date _____

Branch or Division _____ Name of Foreman _____

Department _____ Foreman's Department _____

Instructions for Making Out This Report:— Before attempting to report on this foreman it is necessary to have clearly in mind the definitions of the qualities which are to be reported on. Base your rating on the work this foreman is actually doing at this time. In each quality compare this foreman with other foremen in this company or elsewhere. Place a check (✓) somewhere on the line running from very high to very low that indicates approximately this foreman's standing in each quality. It is not necessary to put the check (✓) directly above any of the division points.

QUALITIES	REPORT				
<p>I. Appearance and Manner. Consider how favorably he impresses his men by his physique, bearing and manner.</p> <p>II. Technical Ability. Consider his knowledge of the materials, machines, tools and operations of his department; his manual skill.</p> <p>III. Initiative. Consider his originality, ability to do things in a new and better way, progressiveness in learning improved methods and in using them.</p> <p>IV. Leadership. Consider his ability to administer justice, to win the cooperation of his men, to weld them into a loyal and effective working unit.</p> <p>V. Planning Ability. Consider his ability to plan work and place men so that the most effective results are secured; to obtain quantity and quality of production through assigning jobs in the best order to the most suitable men.</p> <p>VI. Co-operativeness. Consider his ability to make his department a smooth running part of the factory as a whole; consider his interest in the work of other departments, his understanding of their problems, his willingness to co-operate in easing work of superiors and other foremen.</p> <p>VII. Ability in Developing Men. Consider his ability to develop talent, to improve the grade of his workmen through arousing ambition, creating interest and imparting information.</p>	Very Favorable	Favorable	Unimpressive	Makes Poor Impression	Antagonizes
	Expert	Good General Knowledge		Fair Ability	Lacking
	Very Original	Resourceful	Fairly Progressive	Occasionally Suggests	Unprogressive
	Powerful	Handles Men Well			Frequent Friction in Department
	Always Maintains Schedules	Secures Satisfactory Results		Maintains Schedules Only Under Pressure	Fails to Maintain Schedules
	Highly Co-operative	Co-operative		Difficult to Handle	Obstructionist
	Develops Men of High Calibre	Develops Men Satisfactorily		Neglects to Develop Men	Discourages and Misinforms Men
Remarks: _____					Total _____

Final Rating _____

(SCALE B)
GRAPHIC RATING ON WORKERS

Name of Executive _____ Date _____

Branch _____ Name of Employee _____

Department _____ Position of Employee _____

Instructions for Making Out This Report:— Rate this employee on the basis of the actual work he is now doing. Before attempting to report on this employee it is necessary to have clearly in mind the definitions of the qualities which are to be reported on. In each quality compare this employee with others in the same occupation in this company or elsewhere. Place a check (✓) somewhere on the line running from very high to very low that indicates approximately this employee's standing in each quality. It is not necessary to put the check (✓) directly above any of the division points.

QUALITIES	REPORT				
<p>I. Ability to Learn. Consider the ease with which the worker is able to learn new methods and to follow directions given him.</p> <p>II. Speed in Work. Consider the ability to work quickly and smoothly when necessary while performing the operations involved in his job.</p> <p>III. Accuracy. Consider the accuracy of his workmanship; his ability to turn out work that is up to standard.</p> <p>IV. Industry. Consider his energy and application to the duties of his job, day in and day out.</p> <p>V. Initiative. Consider his ability to go ahead with a job without being told every detail; his ability to make practical suggestions for doing things in a new and better way.</p> <p>VI. Co-operativeness. Consider his willingness to co-operate in matters assigned to him.</p> <p>VII. Knowledge of Work. Consider kind and amount of trade (or department) experience; knowledge of machines, tools, materials, et cetera; his present ability on the job.</p>	Very Superior	Learns With Ease	Ordinary	Slow To Learn	Dull
	Very Quick	Quick	Moderate	Slow	Sluggish
	Accurate	Dependable		Careless	Spoils Work Often
	Very Industrious	Energetic		Indifferent	Lazy
	Very Original	Resourceful	Occasionally Suggests	Routine Worker	
	Co-operative			Difficult to Handle	Obstructionist
	Complete	Moderate		Meagre	Very Slight
REMARKS: _____					Total _____

EDUCATION FORM 1109

COMMON SCHOOL 1 2 3 4 5 6 7 8	HIGH L B E N	COLLEGE A B C D	SPECIAL 1 2 3 4	GRADUATED FROM	COMMON	HIGH	COLLEGE	SPECIAL	AGE AT END
COLLEGE NAME				CITY		COURSE		YEARS	DIGREE
NIGHT SCHOOL									
TRADE SCHOOL									
BUSINESS SCHOOL									
CORRES. SCHOOL									
PLANT COURSES									

INDUSTRIAL EXPERIENCE

NAME OF CONCERN	CITY	STATE	YRS.	MO.	DATE LEFT	JUST WHAT DID YOU DO?	EARNED	PER

OCCUPATIONAL CHANGES DESIRED

JOB WANTED	DATE	REASON	ACTION TAKEN	DATE	INTERVIEW

CHILLI ADDRESS TEL. NO.

NEW ADDRESS TEL. NO.

NEW ADDRESS TEL. NO.

NEW ADDRESS TEL. NO.

NEW ADDRESS TEL. NO.

NEW ADDRESS TEL. NO.

NOTIFY IN AN EMERGENCY ADDRESS REL'N TEL. NO.

PERSONAL DATA

DATE OF BIRTH _____ BIRTH PLACE _____

BIRTH PLACE OF MOTHER _____ FATHER _____

H P W C S H W NO. OF CHILDREN NO. OF DEPENDENTS

CITIZEN 127 PAPERS NON-CIT. O R S L P

TEST RESULTS

DATE	RATED BY	SCALE	TOTAL	RATING	DATE	RATED BY	SCALE	TOTAL	RATING

PHYSICAL DATA

HT. WT. VIS. R. VIS. L. HEAR'S R. HEAR'S L.

TEETH VACC SCARS

S. P. HEART LUNGS NERVA

V. GU. ORG. LIMBS I

REMARKS: _____

DATE EXAM. H. O.

DATE OF 1ST FOLLOW-UP _____ RESULT _____

SECOND FOLLOW-UP _____ RESULT _____

THIRD FOLLOW-UP _____ RESULT _____

DATE, MO. AND AMT'S. SIGHT'S AWARDS _____

PLANT ACTIVITIES _____

NAME LAST FIRST INITIAL SIGNATURE

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41

SERVICE RECORD CHILLICOTHE, OHIO

MEAD PULP AND PAPER CO. DATE _____ TOTAL PREVIOUS SERVICE _____ YR MO DAY

DATE	PTD	RES. NO.	YR.	PYO	CRD.	RATE	DEPARTMENT	OCCUPATION	SYMBOL	TIME SERVED	REAS'N	REAS'N CODE	CLOCK NUMBER

ABSENCE RECORD													ACCIDENT RECORD													
YEAR	1ST	2ND	3RD	4TH	5TH	6TH	7TH	8TH	9TH	10TH	11TH	TOTAL	YEAR	1ST	2ND	3RD	4TH	5TH	6TH	7TH	8TH	9TH	10TH	11TH	12TH	TOTAL

became evident that there was some underlying cause which we attributed to improper weighing of the different values which resulted in causing the great proportion of middle class jobs to fall above the straight line previously drawn. To correct this error, a curved line was interpolated as accurately as possible, and this curved line was found to have the formula: $Y = AX + BX + CX^2$, in which "Y" is the classification of the job and "X" the daily rate in dollars, "A," "B," "C" and "D" being constants.

We now have before us a chart showing the rates for every job in the mill compared with our theoretical decision as to what the rates should be. Realizing as we did that our method of analysis could not, in the nature of things, be perfect, we drew upon our chart another curved line to the right of the first line and spaced so as to show a 5% higher rate of wage, and a third line to the left of the first, similarly indicating a 5% less wage. All jobs which fell between these two new lines were considered to be substantially correct, whereas the jobs lying outside of them were submitted to further analysis. In the main it was found that those jobs which were of a purely operating character, such as those of operator and helper on paper mill machinery, either fell within the lines and were therefore adjudged correct, or else further study showed that a mistake had been made in the original analysis, or clearly that the jobs were under or overpaid. Practically the only jobs which did not appear to fall within our classifications were found to be those of men employed in mechanical trades, subsidiary to the operating organization. In this class were such jobs as carpenter, millwright, machinists, pipefitters, etc. Almost without exception these jobs were found to be overpaid according to our scale. After a great deal of discussion and consideration it was decided as a matter of expediency to raise the classification of these jobs to force them within the limits of the curves, as we concluded that the reason why they fell without our chart was that the wages paid were not based upon value to our paper mill organization, but rather were based upon competitive conditions in the building and other trades, over which we could exercise no control.

Shortly after the completion of this study a second wage reduction became necessary and a total payroll decrease of 10% was set as the desired amount. This 10% was reached by first bringing into harmony with the curved lines those jobs which fell above or below the accepted area and then reducing the whole curve by as many percent as was required to bring about the total reduction of 10% in payroll. In actual practice we did not reduce all of the jobs which were overpaid in certain instances where the differences were quite considerable, but brought them partially in the line. A third reduction made some time afterwards, which in the main was a straight percentage reduction involving no upsetting of the chart, enabled us to again make individual corrections so that today practically all jobs in the mill fall within the curved lines, and with very few exceptions none of which are much out of line.

Up to this point we had considered only those jobs which had a place on our payroll. As a matter of general interest we worked out a new rating chart allowing for very much greater responsibilities such as fall to the lot of the various classes of executives and drew a new curve of the same formula, but much extended in wage and classification value. We then rated various foreman jobs, as well as those of technical men and company officials and were agreeably surprised to find that without exception the wage value determined from the curve and classification showed wage values close to the compensations which are customarily paid for such positions. This result was especially interesting as it tended to show in a clear and reasonable way why executive salaries are so much above those paid for manual occupations, and we believe constitutes an excellent anti-socialistic argument.

Promotion Stairway

Some one has said that the by-products of research are frequently of greater value in the final outcome than the results

obtained from the end originally sought. Such, I think, has proved to be true in our case. Soon after we had drawn up the curves mentioned above someone discovered that this could be shown as a flight of stairs leading up from the lowest paid jobs to the more highly paid ones, the middle of each of these steps being the normal rate paid for that particular job or set of jobs, the left-hand edge of the step being the beginners' rate on the job and the right-hand edge the experts' rate. We accordingly had prepared a considerable number of copies of such a flight of stairs, each step having a number from 1 to 54. It is now our custom to supply to each incoming employee a copy of this stairway, on which we indicate the different levels which he may reach one by one as he grows in skill and as opportunity presents itself. Our interest in promotion was greatly stimulated by this diagram, as the result of which we sketched out throughout the mill lines of promotion, so that we have today practically no such thing as a "dead-end" job.

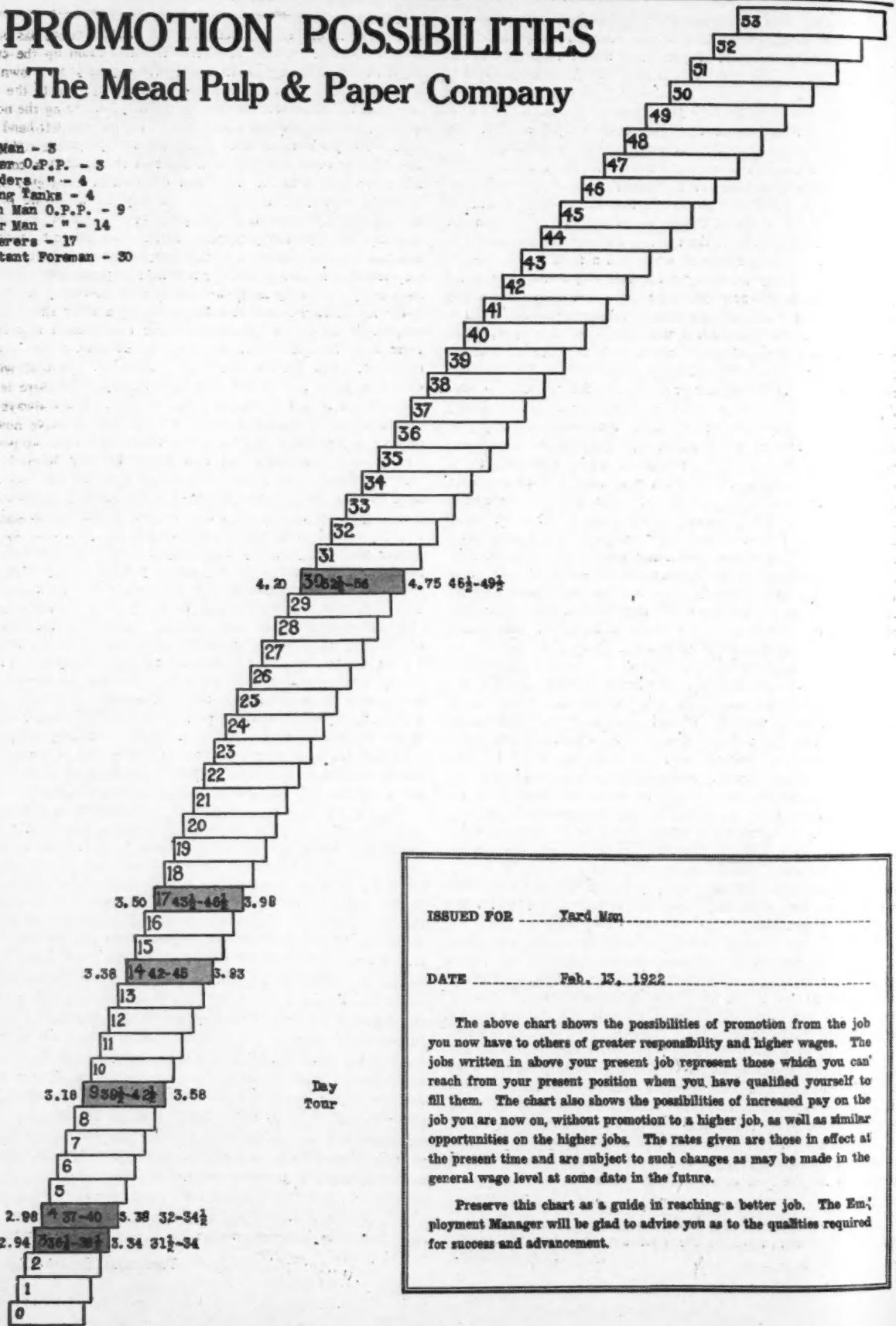
We are fortunate in Chillicothe in having a labor situation well adapted to the idea of promotion. Our organization is recruited from local American-born men and women who, almost without exception, speak and read the English language. As there is only one other paper mill in our immediate vicinity, it has always been necessary to train our men to a large extent. We have now extended this policy and never employ a skilled man if we can possibly arrange to promote within the organization and hire at the bottom. Our promotion stairway has also shown us how we can make several promotions to fill one vacancy in a skilled job. To illustrate how far this can be carried—it is theoretically possible when a vacancy exists as machine tender on one of our largest machines to promote sixteen men, hiring one man in the yard crew or some similar unskilled job. By rigorously adhering to this policy we have been able in the past two years to promote a very large number of men, our promotions nearly equaling our labor turnover. This results in increased interest on the part of employees generally and especially in attracting to our organization the best type of unskilled men because as our plan has become known throughout the community they are attracted to seek employment with us in any capacity that may be open, knowing that by making good they assure themselves advancement. The value of this policy has been strikingly manifest in the past few months when labor scarcity in our community has been the rule. While practically every other employer has been forced to various expedients to secure labor and have not even then been successful, we have never been without a waiting list, and are still able to pick and choose.

The success of a promotion-from-within policy is undoubtedly largely determined by the amount of intelligence and attitude of the employment manager. For several years we have done all hiring and firing, except for certain causes, through our employment department. We have established a very complete set of records regarding employees, and these records are used to the greatest possible extent. In addition, our employment manager considers it an important part of his work to follow up the men whom he employs, and he judges the success or failure of his work by the success or failure on the job of the man whom he employs or promotes. Because of the care taken in deciding on a man's qualifications before he is put on the payroll and because of the success which we have had with the men promoted, our operating foremen and superintendents have grown to place confidence in our employment department, and they have found that it can secure for them better men than they were able to secure for themselves under the old régime, and because through its efficiency many troubles which used to be theirs are now assumed by the employment department. Our men are encouraged to inform the employment department whenever they desire a change of occupation, and are given an opportunity to express a preference as to the job they wish. These desires on their part are carried out whenever possible, and when impossible reasons why they cannot be made are

PROMOTION POSSIBILITIES

The Mead Pulp & Paper Company

- Yard Man - 3
- Truckmen O.P.P. - 3
- Shredders " - 4
- Soaking Tanks - 4
- Screen Man O.P.P. - 9
- Washer Man " - 14
- Defiberers - 17
- Assistant Foreman - 30



ISSUED FOR Yard Man

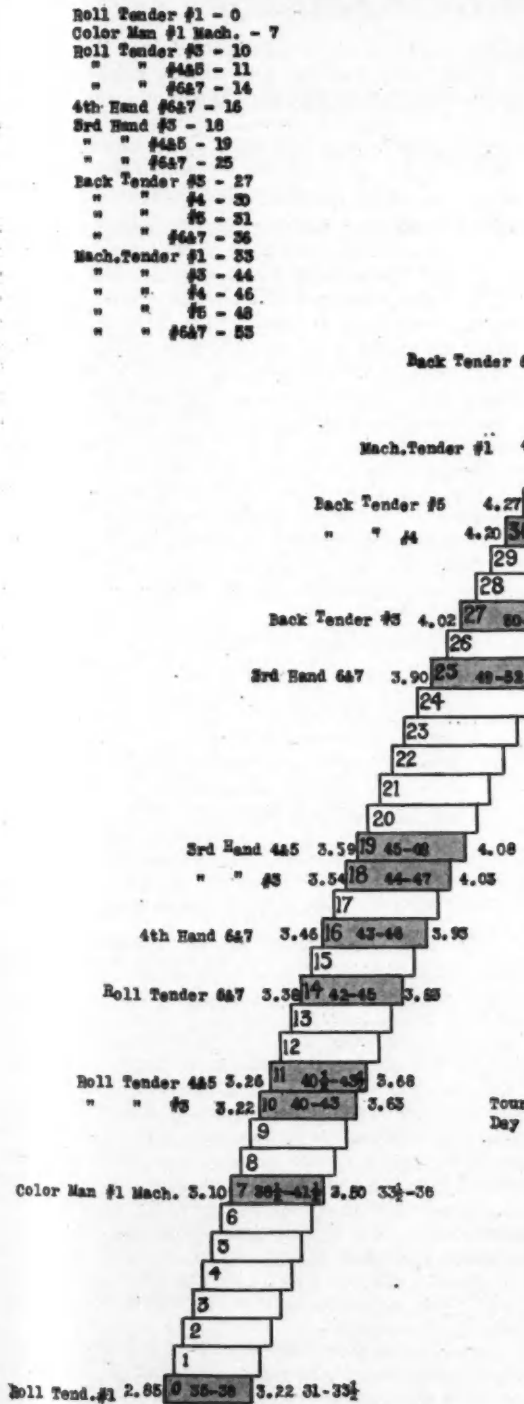
DATE Feb. 15, 1922

The above chart shows the possibilities of promotion from the job you now have to others of greater responsibility and higher wages. The jobs written in above your present job represent those which you can reach from your present position when you have qualified yourself to fill them. The chart also shows the possibilities of increased pay on the job you are now on, without promotion to a higher job, as well as similar opportunities on the higher jobs. The rates given are those in effect at the present time and are subject to such changes as may be made in the general wage level at some date in the future.

Preserve this chart as a guide in reaching a better job. The Employment Manager will be glad to advise you as to the qualities required for success and advancement.

PROMOTION POSSIBILITIES

The Mead Pulp & Paper Company



ISSUED FOR Roll Tender #1

DATE Feb. 13, 1922

The above chart shows the possibilities of promotion from the job you now have to others of greater responsibility and higher wages. The jobs written in above your present job represent those which you can reach from your present position when you have qualified yourself to fill them. The chart also shows the possibilities of increased pay on the job you are now on, without promotion to a higher job, as well as similar opportunities on the higher jobs. The rates given are those in effect at the present time and are subject to such changes as may be made in the general wage level at some date in the future.

Preserve this chart as a guide in reaching a better job. The Employment Manager will be glad to advise you as to the qualities required for success and advancement.

given to the men themselves. By this frank method of handling the situation confidence is established throughout the organization.

In conclusion, it will, perhaps, be interesting to know that in 1922 with an average number employed of less than 500 we were enabled through our promotion system to make 172 promotions,

and that in this same period out of some 240 men employed only six men who could be classed as skilled workers were brought in from the outside, and these wholly in the mechanical departments where our opportunities for training are less complete than in the paper making departments.

TECHNICAL ASSOCIATION PLANS FOR 1923

While the program in detail of the work of the Technical Association for the year has not been fully developed, in almost all lines its activities can be given.

The general standing committees covering the manufacturing processes, mechanical, sulphite, sulphate and soda pulps, will continue their investigation of proposed modifications and the use of newly developed apparatus, at the same time fostering improvements in efficiency and the establishment of standards of practice.

Coated and Processed Papers

It is planned to give some definite attention to problems of gummed and waxed papers. The plans include the formation of a sub-committee dealing with each of these products.

Vocational Education

The preparation of the textbooks on the Manufacture of Pulp and Paper is expected to be completed during the year. The committee will continue to foster the development of vocational education in the mills and in paper making centres through instruction classes, correspondence courses and foremanship training conferences.

Paper Testing

The committee will direct its attention to methods of testing papers for special purposes as well as continuing its efforts towards improving existing methods. The work on standardization of methods of microanalysis of paper will also be continued.

Standard Methods of Testing Materials

The committee plans to arrange for publication of the methods that have been approved, with a list of equipment for a mill laboratory, and continuing the preparation of methods for approval.

Paper Drying

An active sub-committee has formulated two paper drying codes, one in considerable detail of special value in conducting an exhaustive test, and the other for daily operating records. Several mills have arranged to co-operate in furnishing records for tabulation and exchange of results among themselves through the committee.

Cellulose

Contact has been established with the Cellulose Section of the American Chemical Society whereby the study of cellulose in its particular relation to pulp and paper will be handled by the Cellulose Committee.

Waste

White water losses and the utilization of barking drum refuse as fuel will be continued by the committee, the work to consist of mill tests on white water and evaporative tests on bark in a number of co-operating mills.

Heat losses throughout the pulp and papermaking processes and the handling of materials of all kinds are proposed as two subjects providing a large field for investigation. The problem of heat losses includes the economical utilization of all steam, hot water, etc., and will cover every department of the mill. An investigation of the subject of handling materials will include the best practice in various pulp and paper mills under varying conditions.

The Waste Committee has arranged to co-operate with the Forest Products Laboratory, the News Print Service Bureau and

the Woodlands Section of the Canadian Pulp and Paper Association in a study of the utilization of decayed pulpwood resulting from the attacks of insects and fungi in eastern United States and Canada, which is regarded as the most serious raw material problem confronting a large proportion of the industry.

Cost of De-Inked Newspaper

Mills located near cities capable of furnishing large quantities of old newspapers can produce pulp from de-inked news cheaper than they can buy new ground wood, according to cost data collected by the U. S. Forest Products Laboratory, Madison, Wis. A saving of \$15 a ton has been effected at one mill through the use of de-inked news instead of ground wood pulp. Such a saving would bring in a large return on the \$10,000 investment needed to equip an ordinary 30-ton mill with the additional washing equipment and a warehouse large enough to hold a three months' supply of old newspapers, and it would make possible the profitable operation of some mills now finding it difficult to make both ends meet.

The itemized figures given below were obtained in a mill operating at the rate of 40 tons of de-inked newspaper stock per day. The labor, repair, and maintenance figures are taken from the yearly average for that mill. The cost of power and equipment for beating the old papers is not included since it would be the same where purchased pulp was used.

Cost of producing one ton of de-inked newspaper pulp:

Labor	\$1.58		
Labor (general and repair)49		
Fuel82		
Power48		
Repairs51		
		\$3.88	
Materials—			
Old newspapers, 2,070 pounds at 1 cent	\$20.70		
Lime, 21 pounds, at ¼ cent	0.16		
Soda ash, 33 pounds at 1½ cents50		
Bentonite, 155 pounds at 1¼ cents	1.94		
Water, 13,000 gallons at 8 cents per M gallon	1.04		
		\$24.34	
Miscellaneous Charges—			
Royalty, taxes, interest on investment in washer equipment, etc., would not exceed	3.78		
		\$32.00	
Total cost			
Relative costs of furnish per ton of news print:			
Using Ground Wood		Using Reclaimed Old Papers	
0.9 ton ground wood	\$40.50	1.0 ton de-inked newspapers	\$32.00
0.2 ton sulphite	12.00	0.1 ton sulphite	6.00
Labor handling ground wood			
laps50		
Total cost	\$53.00	Total cost	\$38.00

To make the most out of the de-inking process, it is absolutely necessary that the mill be independent of the periodical manipulating of the waste-paper market. For mills situated near the larger cities such a course is very simple. In fact, a large part of a mill's supply might be collected by its own force from the neighboring territory, thereby cutting out the profits of at least three middlemen.

In stabilizing the supply of waste papers the publishers can be of enormous assistance, since the supply is directly dependent upon the amount of paper saved by the average householder. With proper newspaper campaigns, such as were carried on during the war, the supply of waste newspapers could be doubled without much effort; and if with proper warehouse facilities the demand were stabilized, the supply would continue.

With a more constant demand, the need of so many agents between the householder and the paper mill would be avoided, and the householder might receive at least 50 per cent of the price paid by paper mill instead of only about 10 per cent, as is often the case.

Section of the
COST ASSOCIATION OF THE PAPER INDUSTRY
Affiliated with
THE AMERICAN PAPER AND PULP ASSOCIATION
 Conducted by **THOS. J. BURKE, C.A., Sec-Treas**

WRAPPING CONVERSION COSTS

The Wrapping Cost Committee appointed by the Cost Association has done excellent work as is evidenced by the attached forms drawn up for the purpose of making possible the comparison of conversion costs of wrapping paper manufacturers on an equitable basis. The method of collecting information for this purpose adopted in the wrapping groups is somewhat different from that adopted in the other groups, because it appears that the chief difficulty experienced by wrapping paper manufacturers is the determining of the costs of the "different basis weights" of paper made. In view of this fact, the committee was of the opinion that it would be best to collect data on a monthly basis and to enable the mills themselves to collect the necessary information in the easiest manner, designed the form Exhibit One, namely, "Daily Summary of running time and production by basis weights." It will be noted that these basis weights run from 15 lbs. to 150 lbs. and over. There are in all 10 divisions and the divisions have been carefully made with a view to the effect on costs of an increase or decrease in the basis weight. The number of hours running time and the pounds produced during that time should be entered daily on this sheet under the correct heading. At the end of the month, the hours and production will be totaled and the lbs. per hour ascertained by dividing the total production by the total number of hours. The conversion cost per ton will be found by multiplying the total average machine cost per ton by 2,000 and dividing by the "lbs. per hour." A ream should be taken as 480 sheets 24x36.

Basis Weight Conversion Costs Sheet

Exhibit II. is the sheet which is to be forwarded to the Cost Association monthly entitled, "Basis Weight Conversion Costs Sheet." It is to a large extent self-explanatory and no difficulty should be experienced in filling in this sheet correctly. Attention is drawn to the three classes designated as follows:

1. Kraft—25 per cent or more sulphate.
2. Sulphite and manila (Grade I.), not more than 50 per cent ground wood or 25 per cent sulphate. Grade II.—Less than 50 per cent sulphite.
3. Miscellaneous Screenings and Board.

It will, of course, be necessary for a daily summary of running time and production by basis weights (Exhibit I.) sheet to be kept for each of these three divisions so that the lower half of the basis weight conversion cost sheet (Exhibit II.) may be properly filled in.

It will be seen that each of the items under heading of "Machine Hours" and "Deckle Inch Hours" have been lettered "A. B. C.," etc., and where possible these letters have been used in directions on the sheet. For instance, under "C" Total Machine Run Hours will be

found the words "deduct B from A"; this, of course, meaning that the figure for "C" should be obtained by deducting the figure against "B" from the figure against "A." In this manner an endeavor has been made to make the sheet easily understood.

Deckle Inch Hour Run

In connection with these two forms, the suggestion has been made by G. S. Ferris, of the International Paper Company, that instead of a daily summary being kept of the hours run and the lbs. produced, that a summary of the "deckle inch hours run" should be kept. Mr. Ferris is of the opinion that while per ton costs for different basis weights may be obtained by using the average cost per machine hour with good results when comparing machines of the same width, he does not believe this is a proper method, preferring to use the costs "per deckle inch hour." If this were done on Exhibit II., instead of showing the lbs. per hour under each of the three headings, the "lbs. per deckle inch hour" would be shown and to obtain the cost per ton the formulae would be as follows:

$$\text{Cost per ton equals } \frac{\text{"C"} \times 2000}{\text{W}}$$

where "C" equals the average cost per deckle inch hour and "W" equals the lbs. per deckle inch hour.

Should Make Start at Once

Other members of the committee, however, are of the opinion that at least a start should be made on the basis in which the forms have been drawn up, feeling that a number of mills might find the keeping of a daily sheet in deckle inch hours too tiresome until they had first become accustomed to keeping it in machine hours run. This is one point which will be brought up at the Convention at the Cleveland Hotel, Cleveland, at the meeting to be held by the Wrapping Cost Committee on Friday afternoon, May 25, the acting Chairman being Paul Koenig of the Continental Paper and Bag Mills. With the exception noted Mr. Ferris states "The forms seem to be in order." J. Wohnsiedler, assistant treasurer, Union Bag and Paper Corporation, after drawing attention to the clerical errors in the original forms, which have since been corrected, stated: "The new form should prove very valuable to the members participating in the exchange (of costs)." H. R. Serf of the Schmidt & Ault Paper Company, also approves these forms. He made the suggestion that a notation be made to the effect that finishing costs should not be included. A. M. VanDouser, of the Marathon Paper Mills Company, writes: "With the form written as suggested, I believe that it will work out entirely satisfactory and is the simplest form of comparison that could be used unless it is wished to go further

into the matter and compare the conversion cost for each individual machine for each hour." He also drew attention to the fact that comparisons between different kinds of machines on the basis of the present forms would not be very satisfactory, but where similar machines were used, these forms would serve very well. Harry Deyo, of the Nekoosa-Edwards Paper Company, felt that Mr. Ferris' suggestion was a good one, but did not think it advisable to adopt it at the beginning. Paul Koenig, of the Continental Paper and Bag Mills, has approved these forms, but has an open mind regarding whether Mr. Ferris' suggestion should be adopted at the start or not.

It is to be hoped that the wrapping paper manufacturers will be well represented at the meeting of this committee so that this point may be settled and any other changes made which may be thought to be desirable so that an immediate start may be made in collecting these costs.

Labor Rates

In view of the importance which the Cost Association attaches to the address given recently before TAPPI members by H. P. Carruth of the Mead Pulp and Paper Company on "Methods of Establishing Wage Rates and Determining Promotions," time will be allotted during the forthcoming convention to be held by the Cost Association at the Cleveland Hotel, Cleveland, on May 24 and 25, for a discussion of this address. Unfortunately Mr. Carruth has not been able to arrange to attend this convention but by a special arrangement with W. G. MacNaughton, secretary of TAPPI, and

by courtesy of the editor of PAPER TRADE JOURNAL, it will be possible to distribute to those attending this convention reprints of the address with charts, which will appear in the May 23 issue of the PAPER TRADE JOURNAL.

The cost of labor and the cost of steam together make up a goodly proportion of the cost of making paper and as it is so necessary at this time to study every possible means of keeping down costs, the Cost Association's Executive Committee believes the arrangements made to assist the cost accountants in the industry to discuss Mr. Carruth's address, also to hear the addresses to be given by S. H. Childs and E. P. Gleason on "Steam Costs," will be welcomed by those attending the convention.

Good Paper Demand in Boston

[FROM OUR REGULAR CORRESPONDENT.]

BOSTON, Mass., May 25, 1923.—The Boston market continues firm, with no material changes in price. The trade has a generally optimistic tendency, and looks for a brisk demand until the mid-summer months, at least. The unusually heavy demand in the board market holds well, and prices are firm.

A sharp advance in new stock is anticipated, however. Within a few weeks, jobbers here expect material increases, due to better demand, advances in labor cost at the mills, and other general conditions in the market. Dealers express some surprise at the continuation of the good business, and believe that the summer stagnation which usually comes will not materialize the coming summer. The outlook is most promising, some of the best informed in the field here declare.

COMPANY		COST ASSOCIATION OF THE PAPER INDUSTRY														EXHIBIT 1	
MILL		DAILY SUMMARY OF RUNNING TIME AND PRODUCTION BY BASIS WEIGHTS															
		CLASS.														MONTH	
Basis wts	15 - 18	19 - 20	21 - 24	25 - 29	30 - 34	35 - 45	46 - 69	70-112	113 -150	Over 150	Totals	Re-					
Days	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Hrs Lbs.	Marks					
1																	
2																	
3																	
4																	
5																	
6																	
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21																	
22																	
23																	
24																	
25																	
26																	
27																	
28																	
29																	
30																	
31																	
Total Hrs												1					
Total Prod												2					
Lbs per Hr												3					
Conv. Cost												4					
per Hr.																	

NOTE:—Total Hours of all classes must equal Total Hours Running Time (C) on Basis Weight Conversion Cost Sheet
 Total Production (2) of all classes must equal Total Production of Mill (J) on Basis weight Conversion Cost Sheet
 Lbs. per hr (3) = $\frac{\text{Total Production (2)}}{\text{Total Hours (1)}}$ Conversion Cost Per Ton (4) = $\frac{\text{Total Avg. Machine Cost per Ton} \times 2000}{\text{Lbs. per hour}}$
 Form # 480 - 24 x 36

COST SECTION

EXHIBIT II

COST ASSOCIATION OF THE PAPER INDUSTRY

MONTH

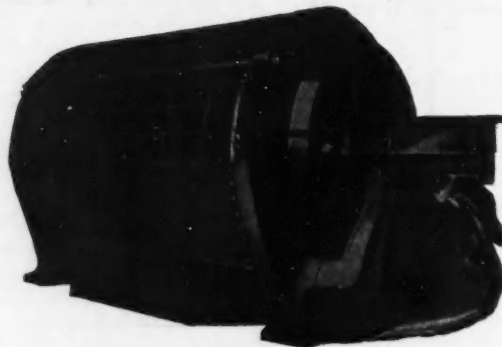
WRAPPING DIVISION - BASIS WEIGHT CONVERSION COST SHEET

COMPANY			MACHINE HOURS				HOURS	
MILL			A-TOTAL POSSIBLE MACH. HRS (ALL MACH.) Add together total possible running hours of each machine					
Labor Cost Analysis			B-TOTAL MACH. HRS SHUT DOWN (ALL MACH.) Add together total no. of hours shut down of each machine					
Mfr. Direct			C-TOTAL MACH. RUNNING HOURS Deduct B from A					
Superintendents			D-AVERAGE RUNNING TIME OF MILL Divide C by number of machines					
Beaters & Mixers								
Machine Room								
Inside Labor								
Miscellaneous								
TOTAL (as per Cost Report)								
CONVERSION COSTS			DECKLE INCH HOURS				DECKLE INCH HRS	
Conversion			E-TOTAL POSSIBLE DECKLE INCH HOURS Multiply possible running hours of each machine for month by their normal deckles and add totals					
Labor-Mfg. Direct (as above)			F-TOTAL DECKLE INCH HOURS DOWN Multiply number of hours each machine shut down during month by their normal deckles and add totals					
Mfg. Indirect			G-TOTAL DECKLE INCH HOURS RUN Deduct F from E					
Repairs								
Material								
Machine Clothing								
Wires								
Felts & Jackets								
Dryer Canvas								
Belting								
Lubricants & Waste								
Supplies & Screen Plates								
Steam (Total cost in-								
Electrical Power (cluding Labor,								
Water Power (Repairs, etc.								
Manufacturing Burden								
Insurance								
Taxes (except Income Taxes)								
Depreciation								
Total Conv. Cost per Deckle In.Hr.								
Total Avg. Machine Cost (per Hr)			Per Machine Hour					
To be found as follows:								
Divide H by C								
			TOTAL MILL FIGURES					
			H-TOTAL CONVERSION COST OF MILL					
			J-TOTAL PRODUCTION OF MILL IN TONS					
			Remarks:					
BASIS WEIGHT CONVERSION COST (per ton)								
CLASSES		KRAFT		#1 GRADE SULPHITE & MANILA #2 GRADE		MISC. SCGS. & BOARD		
BASIS WTS.		25% or more Sulphate		Not more than 50% GW or 25% Sulphate		Less than 50% Sulphite		
	Lbs. per Hr.	Cost per Ton	Lbs. per Hr.	Cost per Ton	Lbs. per Hr.	Cost per Ton	Lbs. per Hr Cost per Ton	
15 to 18								
19 to 20								
21 to 24								
25 to 29								
30 to 34								
35 to 45								
46 to 69								
70 to 112½								
113 to 150								
Over 150								
NOTE:-Lbs. per Hr:-Divide total production of each Basis Weight Group by number of hours run on this basis weight.								
$\text{Cost per ton} = \frac{\text{Total Avg. Machine Cost (per hour)} \times 2000}{\text{Lbs. per Hour}}$								

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Very Low
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and
Upkeep Expense



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Stock

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SHERBROOKE MACHINERY CO., LIMITED, SHERBROOKE, CANADA



Better Paper— More Profit



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With a brushing surface over 400 per cent greater than has the bar filled roll you can produce a stronger and better formed paper.

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Burt's Paper Drinking Cups are made of fine white paper, without wax to make drinks taste, and are reinforced so holders are not necessary. They are kept under glass and cannot be wasted or soiled before use.

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Paper Cup Division
Buffalo, N. Y.

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Recording Instruments fulfill this purpose in paper and pulp mills. They are an accurate guide to the operator of any process as to the varying conditions under which the product is being produced. They give him a filing record of the changing conditions and make it possible for the superintendent to know at any time the best operating conditions to be maintained in his plant.



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The most extensive line of Recording Instruments in the world.

Imports and Exports of Paper and Paper Stock

NEW YORK, BOSTON, PHILADELPHIA AND OTHER PORTS

NEW YORK IMPORTS

WEEK ENDING MAY 19, 1923

SUMMARY

News Print.....	1,748 rolls,	297 bls.
Wrapping.....	136 cs.,	1,307 rolls
Cigarette paper.....	2,096 cs.	
Wall paper.....	244 bls.,	2 cs.
Hangings.....	20 bls.,	11 cs.
Printing paper.....	36 cs.	
Filler paper.....	102 cs.	
Drawing paper.....	2 cs.	
Writing paper.....	3 cs.	
Tissue paper.....	10 cs.	
Surface coated paper.....	31 cs.	
Packing paper.....	976 rolls,	1,213 bls.,
Metal paper.....	24 cs.	
Tracing paper.....	3 cs.	
Miscellaneous paper.....	548 bls.,	644 cs.,
	74 rolls.	

CIGARETTE PAPER

American Tobacco Co., Zarembo, Bordeaux, 1,200 cs.
R. J. Reynolds Tobacco Co., Zarembo, St. Nazaire, 470 cs.
De Manduit Paper Corp., by same, 297 cs.
De Manduit Paper Corp., West Eldara, Havre, 50 cs.
Rose & Frank, by same, 41 cs.
Harry H. Strauss, by same, 7 cs.
Rose & Frank, Vincent, Havre, 36 cs.

WALL PAPER

A. C. Dodman, Jr., Olympic, London, 2 bls.
A. C. Dodman, Jr., by same, 2 cs.
Nat'l City Bank, Manchuria, Hamburg, 242 bls.

PAPER HANGINGS

W. H. S. Lloyd & Co., Maine, London, 18 bls.
W. H. S. Lloyd & Co., by same, 11 cs.
A. C. Dodman, Jr., Baltic, Liverpool, 2 bls.

PRINTING PAPER

Oxford University Press, Baltic, Liverpool, 15 cs.
B. F. Drakenfeld & Co., by same, 21 cs.

NEWS PRINT

Parsons & Whittemore, Pres. Roosevelt, Bremen, 1,507 rolls.
Chemical Nat'l Bank, by same, 241 rolls.
Chemical Nat'l Bank, by same, 297 bls.

FILTER PAPER

E. Fougere & Co., Olympic, Bordeaux, 90 cs.
H. Reeve Angel & Co., Aquitania, Liverpool, 1 cs.
H. Reeve Angel & Co., Maine, London, 11 cs.

DRAWING PAPER

E. Dietzgen & Co., Maine, London, 1 cs.
Keuffel & Esser, by same, 1 cs.

WRITING PAPER

U. S. Trust Co., Maine, London, 3 cs.

TISSUE PAPER

Meadows, Wye & Co., Baltic, Liverpool, 8 cs.
C. H. Wyman Co., by same, 2 cs.

SURFACE COATED PAPER

Globe Shipping Co., Yorck, Bremen, 31 cs.

WRAPPING PAPER

Wilkinson Bros. & Co., Inc., Indep. Hall, Rotterdam, 108 cs.
Wilkinson Bros. & Co., Inc., by same, 51 bls.
Standard Underground Cable Co., Vindellia, Glasgow, 25 rolls.
Import Paper Co., Dungeness, Hamburg, 28 cs.
Irving Bank, Col. Trust Co., Fred. VIII, Copenhagen, 83 bls.
Wilkinson Bros. & Co., Inc., by same, 303 bls.
Wilkinson Bros. & Co., Inc., by same, 1,030 rolls.
Wilkinson Bros. & Co., Inc., Mt. Clinton, Hamburg, 5 rolls.
Nat'l City Bank, by same, 105 rolls.
C. K. MacAlpine & Co., by same, 100 rolls.
C. K. MacAlpine & Co., by same, 4 bls.
Parsons & Whittemore, by same, 430 bls.
Parsons & Whittemore, by same, 42 rolls.

PACKING PAPER

Republic Bag & Paper Co., Mt. Clinton, Hamburg, 509 rolls.
Republic Bag & Paper Co., by same, 341 bls.
Republic Bag & Paper Co., Orduna, Hamburg, 525 bls.
Republic Bag & Paper Co., by same, 467 rolls.
Nat'l City Bank, by same, 64 cs.
M. O'Meara Co., Carrier, Antwerp, 328 bls.
Nat'l City Bank, Dungeness, Hamburg, 19 bls.

METAL PAPER

H. D. Catty Co., Manchuria, Hamburg, 10 cs.
Hensel, Bruckman & Lorbacher, by same, 12 cs.
J. Lichtenberger, Mt. Clinton, Hamburg, 2 cs.

TRACING PAPER

F. E. Wallace & Co., Mt. Clinton, Hamburg, 2 cs.
Keuffel & Esser, by same, 1 cs.

PAPER

Birn & Wachenheim, Mt. Clinton, Hamburg, 100 bls.
P. H. Petry & Co., Manchuria, Hamburg, 24 cs.
P. H. Petry & Co., Orduna, Hamburg, 4 cs.
Guaranty Trust Co., Tyrrhenia, Hamburg, 139 bls.
P. C. Zuhlke, by same, 228 cs.
P. C. Zuhlke, Leeds City, Hamburg, 249 cs.
Globe Shipping Co., Yorck, Bremen, 61 cs.
Van Vlaanderen Machine Co., W. Eldara, Dunderkirk, 15 cs.
Coyle & Grant Co., Inc., Vindellia, Glasgow, 4 cs.
R. F. Downing & Co., Vincent, Havre, 3 cs.
Int'l Acceptance Bank, Dungeness, Hamburg, 18 rolls.
Int'l Acceptance Bank, by same, 167 bls.
Melby, Kuttroff & Co., Bergensfjord, Kristiania, 56 rolls.
C. H. Boulin, Suffren, Havre, 40 cs.
J. Manheimer, by same, 42 bls.
Whiting & Patterson Co., France, Havre, 10 cs.
Coenca, Morrison & Co., France, Havre, 5 cs.
Birn & Wachenheim, by same, 11 cs.
Japan Paper Co., Agamennon, Hongkong, 2 cs.

RAGS, BAGGINGS

M. O'Meara Co., Dungeness, Hamburg, 13 bls. rags.
E. J. Keller Co., Inc., by same, 146 bls. rags.
E. J. Keller Co., Inc., by same, 150 bls. threads.
E. J. Keller Co., Inc., by same, 83 bls. bagging.
Salomon Bros. & Co., by same, 58 bls. rags.
R. F. Downing & Co., by same, 59 bls. rags.
G. W. Millar & Co., by same, 533 bls. rags.
L. H. Abenheimer, by same, 405 bls. rags.
Castle & Overton, Carencio, Marseilles, 140 bls. bagging.
Manufacturers Trust Co., by same, 127 bls. rags.
Manufacturers Trust Co., Dakarian, Manchester, 28 bls. new cuttings.
Brown Bros. Co., by same, 58 bls. rags.
Irving Bank, Col. Trust Co., by same, 107 bls. paper stock.
Irving Bank, Col. Trust Co., by same, 87 bls. bagging.
Atlantic Waste Material Co., Port Macquarie, London, 25 bls. rags.
E. J. Keller Co., Inc., V. de Oran, Alger, 112 bls. rags.
Katzenstein & Keene, Inc., V. de Oran, Genoa, 108 bls. paper stock.
Salomon Bros. & Co., Italy Maru, Genoa, 63 bls. thread waste.
Salomon Bros. & Co., Persier, Ghent, 281 bls. flax waste.
Salomon Bros. & Co., Persier, Antwerp, 432 bls. rags.
Salomon Bros. & Co., Belgenland, Antwerp, 128 bls. flax waste.
E. J. Keller Co., Inc., Carrier, Antwerp, 564 bls. rags.
E. J. Keller Co., Inc., by same, 125 bls. flax waste.
Castle & Overton, by same, 81 bls. rags.
W. Schall & Co., by same, 43 bls. rags.
Irving Bank, Columbia Trust Co., by same, 588 bls. flax waste.
Irving Bank, Columbia Trust Co., by same, 55 bls. bagging.
Irving Bank, Columbia Trust Co., by same, 100 bls. rags.
Irving Bank, Columbia Trust Co., by same, 88 bls. new cuttings.
Equitable Trust Co., by same, 131 bls. new cuttings.
Equitable Trust Co., by same, 175 bls. bagging.
Equitable Trust Co., by same, 927 bls. rags.
Equitable Trust Co., by same, 292 bls. thread waste.
Brown Bros. & Co., by same, 237 bls. rags.
Int'l Acceptance Bank, by same, 139 bls. rags.
Guaranty Trust Co., by same, 254 bls. rags.
Nat'l City Bank, by same, 30 bls. rags.
Nat'l City Bank, by same, 112 bls. cotton waste.
Goldman, Sachs & Co., by same, 271 bls. rags.
Castle & Overton, Zarembo, Bordeaux, 119 bls. rags.
Castle & Overton, Sahale, Leith, 44 bls. rags.
G. M. Granes & Co., Sahale, London, 236 bls. rags.
E. Salomon Corp., West Eldara, Havre, 208 bls. waste paper.

Castle & Overton, by same, 67 bls. rags.
E. J. Keller Co., Inc., Mt. Clinton, Hamburg, 108 bls. rags.
Chemical Nat'l Bank, Tyrrhenia, Hamburg, 334 bls. rags.
M. O'Meara Co., by same, 26 bls. new cuttings.
Salomon Bros. & Co., by same, 64 bls. cotton waste.
Prince & Kennedy, Inc., East Side, Dublin, 9 bls. paper stock.
C. R. Spence & Co., Inc., by same, 83 bls. paper stock.
C. R. Spence & Co., Inc., by same, 202 bls. bagging.
Brown Bros. & Co., by same, 124 bls. waste paper.
Brown Bros. & Co., Mercier, Antwerp, 45 bls. rags.
Goldman, Sachs & Co., by same, 77 bls. rags.
Equitable Trust Co., by same, 80 bls. bagging.
E. J. Keller Co., Inc., Leeds City, Hamburg, 34 bls. new cuttings.
E. J. Keller Co., Inc., by same, 44 bls. rags.
E. J. Keller Co., Inc., by same, 46 bls. bagging.
Salomon Bros. & Co., by same, 158 bls. thread waste.
Int'l Acceptance Bank, Vindellia, Glasgow, 130 bls. rags.
E. J. Keller Co., Inc., Belgenland, Antwerp, 344 bls. flax waste.
E. J. Keller Co., Inc., by same, 71 bls. jute waste.
Castle & Overton, Carmania, Liverpool, 49 bls. rags.
OLD ROPE
E. J. Keller Co., Inc., Carencio, Marseilles, 127 coils.
Brown Bros. & Co., Galilee, Hull, 74 coils.
Brown Bros. & Co., by same, 12 bales.
Brown Bros. & Co., Port Macquarie, London, 233 coils.
Brown Bros. & Co., Carrier, Antwerp, 190 coils.
Castle & Overton, Fred. VIII, Copenhagen, 106 coils.
Brown Bros. & Co., V. d'Oran, Genoa, 44 coils.
Brown Bros. & Co., Pres. Garfield, London, 212 coils.
American Exchange Nat'l Bank, Tyrrhenia, Hamburg, 87 coils.
Int'l Purchasing Co., Indep. Hall, Rotterdam, 62 coils.
Int'l Acceptance Bank, Vindellia, Glasgow, 48 coils.
Brown Bros. & Co., Maine, London, 89 coils.
Brown Bros. & Co., Chicago City, Bristol, 420 coils.
CHINA CLAY
L. A. Salomon & Bro., Montreal Maru, Fowey, 60 casks, 30 tons.
J. W. Higman, by same, 100 casks, 50 tons.
J. W. Higman, by same, bulk, 1,459 tons, 18 cwt.
Baring Bros. & Co., by same, bulk, 1,372 tons.
Morey & Co., by same, bulk, 122 tons, 19 cwt.
C. B. Richard & Co., Chicago City, Bristol, 200 bags.
C. B. Richard & Co., by same, 100 casks, 50 tons.
WOOD PULP
E. J. Keller Co., Inc., Yorck, Bremen, 428 bales wood pulp.
Castle & Overton, by same, 1,230 bales wood pulp.
H. Hollesen, by same, 1,050 bales wood pulp.
H. Hollesen, Pr. Roosevelt, Bremen, 3,275 bales, 655 tons wood pulp.
Guaranty Trust Co., Carrier, Antwerp, 31 bales wood pulp.
Tidewater Papermill Co., Bornholm, Liverpool, N. S., 12,273 bales ground wood pulp.
Nilsen, Lyon & Co., Bergensfjord, Kristiania, 600 bales dry bleached sulphite.
M. Gottesman & Co., Inc., Orduna, Hamburg, 382 bales bleached sulphite.
M. Gottesman & Co., Inc., by same, 945 bales prima pulp.
Wood Pulp Trading Co., Ltd., Dungeness, Hamburg, 1,575 bales, 317 tons dry chemical sulphite.
Lagerloef Trading Co., Inc., Bremerton, Hango, 420 bales, 68 tons mechanical pulp.
Lagerloef Trading Co., Inc., by same, 2,140 bales, 420 tons easy bleaching sulphite.
Lagerloef Trading Co., Inc., by same, 2,510 bales, 408 tons strong sulphite.
WOOD FLOUR
The Hansa Co., Dungeness, Hamburg, 200 bags wood flour.
CASEIN
Atterbury Bros., Inc., Pan America, Buenos Aires, 667 bags.
Nat'l City Bank, by same, 84 bags.
Williamson Trading Co., by same, 417 bags.

(Continued on page 68)

Agents
SUNDS AKTIEBOLAG
STRONG SULPHITE
indirect cooking

PERKINS-GOODWIN CO.
 NEW YORK
PULP and PAPER

Agents A/S Toten Cellulosefabrik
BLEACHED SULPHITE
AGENTS GULSKOGEN
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| TOFTE | Bleached Sulphite |
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| KROGSTAD | Easy Bleaching Sulphite |

Stocks Carried on Dock For Prompt Delivery

CHRISTIANIA

NEW YORK

GOTHENBURG

New York Market Review

OFFICE OF THE PAPER TRADE JOURNAL,
WEDNESDAY, MAY 23, 1923.

The paper market in New York developed little change during the week. Prices on all grades remained about the same during the week and there were few alterations in the raw material market. An optimistic spirit prevailed throughout the industry, many of its members prophesying that this summer would be one of the best it has seen in a long time.

Dealers report that there has been a slackening in demand but manufacturers say they are unable to see any change. One representative of a large concern said that he was booked up with orders that will take his entire production until the middle of July and he believed that others were fixed in about the same way. He thinks that with almost half the so-called dull season already accounted for he will get enough orders between the present time and the time when the contracts he now has to fill expire to get enough orders to keep him going well into the summer.

Fine papers remained steady during the week and manufacturers are firmly entrenched for the next two months they say. Prices have remained firm during the week and there is no indication at present that there will be any change.

News print is still going along at the top of the market. There is a strong undercurrent that has more of a tendency to push prices up than down, but quotations have remained the same.

All grades of book are also in fairly heavy call. Manufacturers say that they have all the orders they can handle for several weeks ahead and they are planning for capacity production all summer. Prices here, too, are level with no evidence that there will be any changes.

Tissues are not as strong as they might be, but dealers and manufacturers report that they are getting along in a satisfactory manner. Even though the demand is not quite what they think it ought to be it is not bad enough to bring the price down except in isolated instances of distressed lots. Trading on the open market is not as good as that in contract goods.

Kraft paper, both imported and domestic, is enjoying a good demand. Large buyers are still in the market in spite of the fact that the department stores and other retailers, who are large users of wrapping generally do not do as much business at this season as in the others.

Manila and fiber papers are not in as good demand as they were a few weeks ago but the decline in buying has not been sharp and dealers ascribe it to the usual summer slump. Prices have not changed enough to justify any alteration in quotations.

Board is also in fairly good demand and with manufacturers making a very real effort to stabilize the product there seems to be little doubt that this summer will be one of the least dull that they have had in a long time. Certain grades of board which are widely used in building may suffer slightly from the cessation of building activities in New York, but thus far they have not been affected.

Mechanical Pulp

Mechanical pulp continued in good demand during the week with dealers reporting that they were doing a good business. There seems to be more of a call for the raw material in the open market than there was last week, but contract goods were far outstripping spot. The grinding mills report that they can get rid of all the pulp they can make and then some, but there is nothing to indicate that the mills are in any distress for groundwood.

Chemical Pulp

There has been a slight reaction in the chemical pulp market during the week and mills do not seem to be inclined to buy except for current needs. It is hard to say whether this is due to the general spirit of playing it safe in this quarter or whether

open water throughout all of the Scandinavian ports is affecting the market.

Dealers are convinced, however, that the situation is nothing to be worried about and that pulp is in a strong enough position to carry it well through the summer. Such trading as there has been during the week has been at good prices and there is nothing to warrant a prediction that the price will become any less firm in the near future.

Old Rope and Bagging

Bagging in general has been easy during the week although a movement in gunny has been reported. Roofing bagging is still standing very quietly waiting for someone to come along and drive it out of its position.

Mill demand for old rope has remained in about the same wilted condition in which it has been for some time. In certain grades the price has shown a tendency to become firmer, but generally speaking quotations are still easy.

Rags

Rags in both high and low grades are still off this week with paper mills not showing any revived interest as yet. The buying is slack and dealers all attribute it to the setting in of the seasonal dullness and a tendency to cautious buying on the part of heavy users. Prices are not very firm and are fluctuating slightly with a general tendency to go down.

Waste Paper

Except in book stock waste paper is in fair demand. Packers report that there is a good business in many varieties and that in the others there is enough to keep them going. The board mills are showing considerable interest and many of the grades used in making board are selling briskly. Although there is room for increased demand there is sufficient now to keep prices at the same level or even to send them higher.

Twine

Twine is in fairly good demand with dealers reporting few if any price changes.

Bids and Awards for Government Paper

[FROM OUR REGULAR CORRESPONDENT]

WASHINGTON, D. C., May 23, 1923.—The purchasing officer of the Government Printing Office has received the following bids:

5,000 lbs. 24 x 36 Oiled Manila Tympan Paper: Great Notch Paper Company, at \$10 per lb.; Mathers-Lamm Paper Company, \$.0945; Dobler & Mudge, \$.085; The Whitaker Paper Company, \$.11; R. P. Andrews Paper Company, \$.135; Broderick Paper Company, \$.0895; Cromwell Paper Company, \$.135; Reese & Reese, \$.0933; Maurice O'Meara Company, \$.0925; Garrett-Buchanan Company, at \$.10.

The Bureau of Supplies and Accounts, Navy Department, has received the following bids for 15,000 rolls of paper towels: Graham Paper Company, at 22 cents per roll; Samuel S. Alcorn, \$.158; R. P. Andrews Paper Company, \$.145, 15 cents, \$.132, 21 cents and 15½ cents; Old Dominion Paper, .1449; Zellerbach, .195, and Janson Company, at .1475.

The Bureau will receive bids on June 12 for the following: 1,550 reams of 8 x 13—5½ white laid absorbent Mimeograph Paper, for the Brooklyn Navy Yard, and 1,200 reams of the same for the Mare Island, Calif., Navy Yard.

The Bureau will also receive bids on the same date of 1,600 reams of 16 x 21—24 white printing paper for the South Brooklyn, N. Y., Navy Yard, and for 400 reams of the same for the Mare Island Navy Yard. The Bureau is also asking for bids for 2,300 sheets of 20 x 24 heavy oiled board stencil paper; for 125 reams of 20 x 30 bleached white grass tissue paper.

The Government Printing Office will receive bids on May 25 for 50,000 lbs. (50,000 sheets) of 26 x 38—No. 50, Chipboard.

Market Quotations

PAPER COMPANY SECURITIES

New York Stock Exchange closing quotations May 22, 1923.

Table with columns: Company Name, Bid, Asked. Includes American Writing Paper Company, International Paper Company, etc.

Paper

Table of paper products: F. o. b. Mill, Ledgers, Bonds, Writings, Extra Superfine, etc.

Table of paper products: Kraft-f. o. b. Mill, Manila, No. 1 Jute, No. 2 Jute, etc.

Table of paper products: Fibre Papers, Card Middies, Boards-per ton, News, Straw, etc.

Table of paper products: Mechanical Pulp (Ex-Dock), No. 1 imported, etc.

Table of paper products: Chemical Pulp (Ex-Dock, Atlantic Ports), Sulphite (Imported), etc.

Table of paper products: Easy Bleaching, Sulphite, News Sulphite, etc.

Table of paper products: Domestic Rags, Prices to Mill, f. o. b. N. Y., Shirt Cuttings, etc.

Table of paper products: Cotton-according to Grades, Blue Overall, New Blue, etc.

Table of paper products: White, No. 1, Repacked, Miscellaneous, etc.

Table of paper products: Foreign Rags, New Light Silesias, Light Flannelettes, etc.

Table of paper products: Bagging, Prices to Mill f. o. b. N. Y., Gunny No. 1, Foreign, etc.

Table of paper products: Twines, Cotton-(F. o. b. Mill), No. 1, No. 2, No. 3, etc.

Table of paper products: Sisal Lath Yarn, Old Waste Papers (F. o. b. New York), Shavings, etc.

CHICAGO

[FROM OUR REGULAR CORRESPONDENT.]

Table of paper products: Paper, F. o. b. Mill, All Rag Bond, No. 1 Rag Bond, etc.

Table of paper products: Old Papers, F. o. b. Chicago, Shavings, No. 1 Hard White, etc.

PHILADELPHIA

[FROM OUR REGULAR CORRESPONDENT.]

Table of paper products: Paper, Bonds, Ledgers, Writings, Superfine, etc.

Table of paper products: Bagging, F. o. b. Phila., Gunny No. 1, Foreign, Domestic, etc.

(Continued on page 70)

Imports and Exports of Paper and Paper Stock

(Continued from page 64)

Kalbfeisch Corp., by same, 2,002 bags.
Atterbury Bros., Inc., Vauban, Buenos Aires, 833 bags.
Irving Bank, Col. Trust Co., by same, 417 bags.
A. Hurst & Co., Inc., Port Macquarie, London, 100 bags.
A. Hurst & Co., Inc., Zarembo, Bordeaux, 250 bags.
Nat'l City Bank, by same, 100 bags.
D. C. Andrews & Co., Leeds City, Hamburg, 109 bags.
Mediterranean General Traders, Inc., Vincent, Havre, 141 bags.
Monite Waterproof Glue Co., by same, 100 bags.
American Trading Co., Eastern Moon, Melbourne, 481 bags.

PHILADELPHIA IMPORTS

WEEK ENDING MAY 19, 1923

Whiting, Patterson Co., Leeds City, Hamburg, 36 cs. flint paper.
C. K. MacAlpine, Kermit, Hamburg, 1,012 rolls, 48 bls. paper.
American Wood Pulp Corp., Leeds City, Hamburg, 300 bls., 60 tons wood pulp.
E. J. Keller Co., Inc., Homer City, Hamburg, 710 bls. wood pulp.
Castle & Overton, York, Bremen, 950 bls. wood pulp.
Castle & Overton, London Exchange, Manchester, 307 bls. waste paper.
Castle & Overton, Manchester Port, Manchester, 278 bls. waste paper.
Castle & Overton, Norwegian, Antwerp, 113 bls. rags.
Castle & Overton, Meropi, Hamburg, 725 bls. rags.
Castle & Overton, Breiz Izel, Havre, 56 bls. rags.
Castle & Overton, by same, 39 bls. bagging.
E. J. Keller Co., Inc., Homer City, Hamburg, 21 bls. cotton waste.
E. J. Keller Co., Inc., by same, 826 bls. rags.
E. J. Keller Co., Inc., Meropi, Hamburg, 665 bls. rags.
E. J. Keller Co., Inc., Hektor, Marseilles, 78 bls. rags.
E. J. Keller Co., Inc., Mahopac, Antwerp, 1,165 bls. rags.
E. J. Keller Co., Inc., by same, 110 bls. bagging.
E. J. Keller Co., Inc., by same, 211 bls. flax waste.
E. J. Keller Co., Inc., W. Eldara, Havre, 61 bls. rags.
American Wood Pulp Corp., by same, 294 bls. rags.
American Wood Pulp Corp., W. Eldara, Dunkirk, 186 bls. rags.
E. J. Keller Co., Inc., Leeds City, Hamburg, 445 bls. rags.
E. J. Keller Co., Inc., by same, 64 bls. new cuttings.
Union Nat'l Bank, by same, 122 bls. rags.
Castle & Overton, by same, 397 bls. rags.
Castle & Overton, Zarembo, Bordeaux, 212 bls. rags.
E. J. Keller Co., Inc., by same, 319 bls. rags.
W. Schall & Co., by same, 367 bls. rags.
American Wood Pulp Corp., Zarembo, St. Nazaire, 45 bls. rags.
Waste Material Trading Corp., by same, 326 bls. rags.

J. B. Moors & Co., Carencu, Marseilles, 416 bls. rags.
Castle & Overton, V. de Oran, Marseilles, 861 bls. rags.
Castle & Overton, Carlier, Antwerp, 182 bls. bagging.
Castle & Overton, by same, 546 bls. rags.
New York Trust Co., by same, 487 bls. rags.
Ladenburg, Thalman & Co., by same, 674 bls. rags.
Equitable Trust Co., by same, 414 bls. rags.
Nat'l City Bank, by same, 43 bls. rags.
Goldman, Sachs & Co., by same, 151 bls. rags.

BALTIMORE IMPORTS

WEEK ENDING MAY 19, 1923

Parsons & Whittemore, Bremerton, Hango, 434 rolls news print.
M. F. Hammond, Inc., Deer Lodge, Hango, 2,060 rolls news print.
R. F. Hammond, Inc., Rockaway Park, Hango, 1,302 rolls news print.
M. Gottesman & Co., Inc., Virginia, Copenhagen, 600 bls. wood pulp.
Lagerloef Trading Co., Inc., Bremerton, Hango, 340 bls., 50 tons easy bleaching sulphite.
Lagerloef Trading Co., Inc., by same, 5,988 bls. 940 tons strong sulphite.
Lagerloef Trading Co., Inc., 310 bls., 50 tons dry wood pulp.
Lagerloef Trading Co., Inc., by same, 310 bls., 50 tons mechanical wood pulp.
Lagerloef Trading Co., Inc., by same, 605 bls., 100 tons bleached sulphite.
Lagerloef Trading Co., Inc., by same, 5,053 bls., 924 tons strong sulphite.
M. O'Meara Co., Sahale, Leith, 63 bls. rags.
Certainteed Products Corp., Carencu, Marseilles, 126 bls. rags.

CHARLESTON IMPORTS

WEEK ENDING MAY 19, 1923

E. J. Keller Co., Inc., Fluor Spar, Rotterdam, 334 bls. bagging.
E. J. Keller Co., Inc., Fluor Spar, Antwerp, 250 bls. bagging.
E. J. Keller Co., Inc., Jomar, Barcelona, 1,344 bls. bagging.
Castle & Overton, by same, 694 bls. bagging.

BOSTON IMPORTS

WEEK ENDING MAY 19, 1923

C. K. MacAlpine & Co., Gustavsholm, Gothenburg, 1,117 rolls paper.
C. K. MacAlpine & Co., by same, 40 bls. paper.
J. Andersen & Co., Virginia, Christiania, 1,800 bls. wood pulp.
Castle & Overton, Kermit, Hamburg, 685 bls. wood pulp.
M. Gottesman & Co., Inc., Kermit, Gothenburg, 1,977 bls. wood pulp.
Lagerloef Trading Co., Bremerton, Hango, 304 bls., 50 tons bleached sulphite.
Lagerloef Trading Co., by same, 1,220 bls., 202 tons easy bleaching sulphite.
Lagerloef Trading Co., by same, 2,490 bls., 458 tons strong sulphite.

L. A. Salomon Bro., Montreal Maru, Fowey, 70 cks., 35 tons china clay.
Paper Makers Importing Co., by same, 40 cks., 20 tons china clay.
Paper Makers Importing Co., by same, bulk, 734 tons, 18 cwt. china clay.
Morey & Co., by same, bulk, 75 tons, 14 cwt. china clay.
Baring Bros. & Co., by same, bulk, 1,579 tons, 6 cwt. china clay.
J. Richardson & Co., by same, bulk, 1,296 tons, 16 cwt. china clay.
G. M. Granes & Co., Sahale, London, 249 bls. paper stock.
American Express Co., by same, 266 bls. paper stock.
Crocker, Burbank Co., by same, 83 bls. paper stock.
J. B. Moors & Co., by same, 75 bls. paper stock.
Brown Bros. & Co., by same, 30 bls. paper stock.
Reis & Co., Dakarian, Manchester, 161 bls. cotton waste.
Textile Trading Co., Inc., by same, 62 bls. cotton waste.
Irving Bank, Col. Trust Co., by same, 21 bls. new cuttings.
T. D. Downing, by same, 120 bls. new cuttings.
Kidder, Peabody & Co., by same, 100 bls. cotton waste.
Ayres, Oddy & Co., by same, 325 bls. cotton waste.
Baring Bros. & Co., by same, 315 bls. new cuttings.
Baring Bros. & Co., by same, 177 bls. rags.
Second Nat'l Bank, by same, 156 bls. paper stock.
Train, Smith & Co., by same, 253 bls. paper stock.
M. O'Meara, by same, 218 bls. bagging.
E. Butterworth & Co., by same, 294 bls. rags.
E. Butterworth & Co., by same, 560 bgs. hide cuttings.
E. R. Russ & Co., by same, 228 bags hide cuttings.

Ashworth, Speakman & Co., by same, 214 bags hide cuttings.
E. J. Keller Co., Inc., Kermit, Hamburg, 209 bls. rags.
E. J. Keller Co., Inc., West Haven, Rotterdam, 51 bls. rags.
Salomon Bros. & Co., Meropi, Hamburg, 101 bls. rags.
Train, Smith & Co., Barbadian, London, 116 bls. waste paper.
Train, Smith & Co., by same, 64 bls. rags.
G. M. Granes & Co., by same, 68 bls. rags.
C. H. Dexter & Son, by same, 25 bls. new cuttings.
E. Butterworth & Co., Inc., Darian, Liverpool, 20 bls. rags.
Train, Smith & Co., by same, 117 bls. bagging.
E. F. Russ & Co., by same, 1,099 bgs. hide cuttings.
E. Butterworth & Co., Inc., by same, 503 bgs. hide cuttings.
Int'l Purchasing Co., Daytonian, Liverpool, 201 coils old rope.
Int'l Purchasing Co., Darian, Liverpool, 43 coils old rope.
Hollingsworth & Vose Co., by same, 123 coils old rope.
Brown Bros. & Co., Sahale, London, 61 coils old rope.

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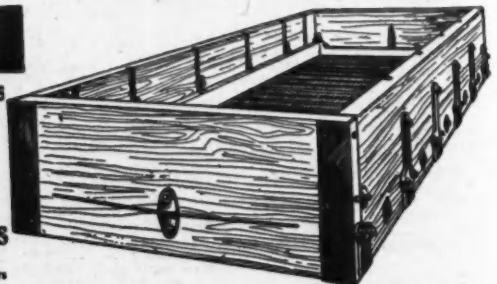
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Miscellaneous Markets

OFFICE OF THE PAPER TRADE JOURNAL,
WEDNESDAY, May 23, 1923.

BLEACHING POWDER.—Bleach has remained in fairly good demand during the week with the mills not coming in for any extraordinary large orders, but keeping up buying enough to supply their current needs. A slightly lower quotation is expected on this product, but apparently it is not yet in sight. In the present market it is being quoted at from 1.80 to 1.90 cents a pound.

BLANC FIXE.—There was not quite so much demand for blanc fixe during the week, but prices remained unchanged. In this product, too, the paper manufacturers are not showing very great interest. The pulp grade is quoted at from \$50 to \$55 a ton and the dry at \$86 to \$88.

CHINA CLAY.—The demand for China clay is not so great as it was but buyers are still in the market in fairly good numbers for it. Prices continue firm and are expected to remain about the same for some time to come. Imported grades are quoted at from \$15 to \$23 a ton while domestic is at from \$14 to \$17 depending upon the grade required.

CAUSTIC SODA.—Prices and market conditions in caustic soda remained level during the week. There is a fair demand and dealers say they will not dispose of it at less than 2.50 cents a pound, a price which they say will be firm for some time to come.

CASEIN.—European casein still continues to come into the market here in increasing quantities, but without causing any great weakening in the price set by domestic manufacturers. Paper mills are quite interested in the commodity both imported and domestic and a good business is reported. It is quoted at from \$18 to \$20 a hundred pounds.

LIQUID CHLORINE.—Chlorine is still in fairly heavy call although there has been some slight falling off during the week. Dealers claim that this is not going to have any permanent effect on prices which still remain at from 5.25 to 5.75 cents a pound.

ROSIN.—This is the dull season for naval stores and thus they are not in great demand at present. The supply is good and prices which are of interest to paper men still range from 6.10 to 6.25 cents a pound.

SALTCAKE.—Standard saltcake looks as though it were going to continue at the same even pace at which it has been moving for the past two months. There is no sign that buyers are going to come into the market any more heavily than they now are, but on the other hand there is no indication that buying will become slacker. A firm price of \$25 to \$27 a ton is still being generally quoted.

SATIN WHITE.—As one of the specialties of the market satin white is not always subject to the same conditions as other commodities in this market. It often follows blanc fixe, but this week a slightly brisker demand was noticeable. This was not enough to force any upward movement in the price, however, which remains at from 1.50 to 2.00 cents a pound.

SODA ASH.—There is not quite so great a demand for soda ash this week, but the price showed no indication to fall off. It remained at 1.20 cents a pound in bags.

STARCH.—With an even demand starch is not showing any tendency to fluctuate either up or down. It is still quoted at from 2.80 to 3.10 cents a pound on the grades used in paper manufacture.

SULPHATE OF ALUMINA.—There has been a slightly better demand for alumina sulphate during the past week. Mills have shown more of an inclination to come into the market. The commercial grade is quoted at from 1.40 to 1.50 cents a pound while the iron free is at 2.25 to 2.50 cents a pound.

Market Quotations

(Continued from page 67)

No. 1 Mixed	1.60	1.75	New Blue	.02 1/4	.02 1/4
No. 2 Mixed	1.25	1.50	New Black Soft	.06 1/4	.06 1/4
Solid Ledger Stock	2.50	2.75	New Light Sec-		
Writing Paper	2.25	2.50	onds	.02 1/4	.02 1/4
No. 1 Books, heavy	2.00	2.25	Khaki Cuttings	.11	.04 1/4
No. 2 Books, light	1.40	1.50	Corduoy	.03 1/4	.04
No. 1 New Manila	2.75	3.00	New Canvass	.08 1/4	.08 1/4
No. 1 Old Manila	1.50	1.75	New Black Mixed	.04	
Container Manila	1.35	1.50	Old		
Old Kraft	2.25	2.50	White, No. 1—		
Overissue News	1.50	1.60	Repacked	.06	.06 1/4
Old Newspaper	1.00	1.50	Miscellaneous	.04 1/4	.04 1/4
No. 1 Mixer Paper	1.00	1.10	White, No. 2—		
Common Paper	.80	.90	Repacked	.03 1/4	.04
Straw Board, Chip	1.00	1.10	Miscellaneous	.03	.03 1/4
Binders Bd., Chip	1.00	1.10	Thirds and Blues—		
Domestic Rags—New			Repacked	2.00	2.25
Price to Mill, f. o. b. Phila.			Miscellaneous	1.85	1.90
Shirt Cuttings—			Black Stockings	2.75	3.00
New White, No. 1	.12	.12 1/4	Roofing Stock—		
New White, No. 2	.07		No. 1	1.35	1.40
Silicias, No. 1	.07 1/4	.07 1/4	No. 2	1.25	1.30
New unbleached	.10	.11	No. 3	1.15	1.20
Washables	.04 1/4		No. 4	1.15	1.20
Fancy	.05 1/4	.05 1/4	No. 5A	1.10	
Cottons—according to grades—			B		nominal
Blue Overall	.05 1/4	.05 1/4	C		nominal

BOSTON

[FROM OUR REGULAR CORRESPONDENT.]

Paper			News, Vat Lined	65.00	70.00
Bonds	.09 1/4	.63	Wood, Vat Lined	72.50	75.00
Ledgers	.09 1/4	.55	Filled News Board	65.00	
Writings	.08 1/4	.42	Solid News Board	75.00	80.00
Superfine	.16	.26	S. Manila Chip	75.00	80.00
Fine	.15	.18	Pat. Coated	90.00	105.00
Books, S. & S. C.	.07 1/4	.12	Old Papers		
Books, M. F.	.06 1/4	.09 1/4	Shavings—		
Books, coated	.09	.15	No. 1 Hard White	4.25	4.40
Label	.09	.13	No. 1 Soft White	3.50	3.75
News, sheets	4.75	6.00	No. 1 Mixed	.90	1.00
News, rolls	4.50	5.75	Ledgers & Writing	2.50	2.75
Manilas—			Solid Books	2.25	2.55
No. 1 Manila	\$6.00	7.00	Blanks	1.50	1.65
No. 1 Fiber	.06 1/4	.07	No. 2 Light Books	1.60	1.75
No. 1 Jute	9.00	10.50	Folded News, over-		
Kraft Wrapping	.07		issues	1.25	1.30
Common Bogus	3.50	3.85	Gunny Bagging	1.45	1.55
Boards			Manila Rope	6.75	7.00
(Per Ton Destination)			Common Paper	.90	.95
Chip	\$62.50	65.00	Old News	1.10	1.20
			Old Kraft	1.50	2.00

TORONTO

[FROM OUR REGULAR CORRESPONDENT.]

Paper			Sulphite, bleached	90.00	100.00
(Mill Prices to Jobbers f. o. b. Mill)			Sulphate	65.00	70.00
Bond—			Old Waste Papers		
Sulphite	.11	.12 1/4	(In carload lots, f. o. b. Toronto)		
Light tinted	.12	.13 1/4	Shavings—		
Dark Tinted	.13 1/4	.15	White Env. Cut.	3.90	
Ledgers (sulphite)	.—	.13	Soft White Book		
Writing	.09 1/4	.12	shavings	3.40	
News, f. o. b. Mills—			White Blk. News	2.10	
Rolls (carloads)	3.75		Book and Ledger—		
Sheets (carloads)	—	4.90	Flat Magazine and		
Sheets (2 tons or			Book Stock (old)	1.80	
over)	—	4.75	Light and Crum-		
Book—			pled Book Stock	1.65	
No. 1 M. F. (car-	9.00		Ledgers and Writ-		
loads)			ings	2.00	
No. 2 M. F. (car-	8.00		Solid Ledgers	2.00	
loads)			Manilas—		
No. 3 M. F. (car-	7.50		New Manila Cut	2.10	
loads)			Printed Manilas	1.85	
No. 1 S. C. (car-	9.50		Kraft	2.50	
loads)			News and Scrap—		
No. 2 S. C. (car-	8.50		Strictly Overissue	1.30	
loads)			Folded News	1.30	
No. 1 Coated and	14.00		No. 1 Mixed Pa-		
litho			pers	1.10	
No. 2 Coated and	13.00		Domestic Rags—		
litho			Price to mills, f. o. b. Toronto		
No. 3 Coated and	12.25		Per lb.		
litho			No. 1 White shirt		
Coated and litho,	14.25		cuttings	.13	.13 1/4
colored			No. 2 White shirt		
Wrapping—			cuttings	.07	.07 1/4
Grey	5.00		Fancy shirt cut-		
White Wrap	5.75		tings	.06 1/4	.06 1/4
"B" Manila	6.00		No. 1 Old whites	.04 1/4	.05
No. 1 Manila	7.25		Third and blues	.02 1/4	.03
Fiber	7.25		Per cwt		
Kraft, M. F.	8.00		Black stockings	.03	
M. G.	8.15		Roofing stock:		
Pulp			No. 1	—	—
(F. o. b. Mill)			No. 2	—	—
Ground wood	\$35.00	40.00	Roofing stock:		
Sulphite easy bleach-			No. 1	—	—
ing	65.00	75.00	No. 2	—	—
Sulphite news grades	55.00	60.00	Manila rope	.06 1/4	.06 1/4
			No. 2	1.55	
			Gunny bagging	.01 1/4	