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FORTY-SEVENTH YEAR

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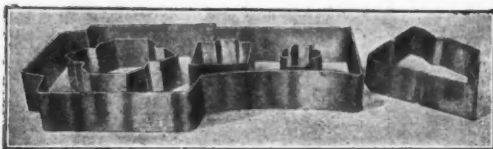
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FOUR years of Hell is ended and we are on the threshold of a new era of great promise. No doubt the final deciding factor in the great struggle was our own United States. However that may be, America today has the respect of every country on the globe, friend or foe.

This respect has been gained not through might or secret political chicanery, but rather through acknowledging a duty to the cause of Justice and Truth and an indomitable will to carry on at any cost of life or resources.

With the opening of the new era American Commerce is welcome at every port of the seven seas. Our shipyards are launching the best fleet of merchant ships intelligent labor and engineering can build; to carry that commerce to those ports; and our Navy, soon to be second to none, will insure that fleet and commerce the continued freedom of the seas.

But what quality of products shall our magnificent merchant marine carry over seas? Will the Merchandise in her hold command the same respect as the Flag on her mast? Will the universal respect won on the battlefield be lost in the market? Will our invincible Navy be proud of the products she protects? Will truth and justice, honest values prevail? If you manufacture something that can be sold in another country you will partly answer.

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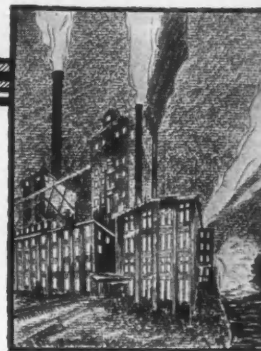
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PAPER TRADE JOURNAL

THE INTERNATIONAL WEEKLY OF THE PAPER AND PULP INDUSTRY

FORTY-SEVENTH YEAR

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Thursday January 23, 1919

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PULP STOCKS SHOW GAIN FOR MONTH OF DECEMBER

According to Report of the Federal Trade Commission Ground Wood Mill Stocks Equalled About Four Weeks' Output, News Grade Sulphite Mill Stocks About Eight Days' Output, Bleached Sulphite Mill Stocks About Two Days' Output and Easy Bleaching Mill Stocks About Five Days' Output—Number of Grinders and Digesters Showing Lost Time During the Month Was 1,100.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., January 22.—The Federal Trade Commission has given out the following on the production and stocks of wood pulp for December:

In connection with the Commission's survey of the paper industry a summary of the monthly reports required from manufacturers of wood pulp and other kinds of pulp used in paper making is submitted herewith for the month of December, 1918. The table shows the kinds of pulp, the stocks, production and shipments for the month. Pulp used by the same company which produced it has been combined with shipments. Loss of production is shown by giving the idle machine time reported by each company for each kind of pulp.

Pulp Production

The following is a tabulation of production, pulp shipped and used within the establishment where produced, and stocks of finished pulp in tons of 2,000 pounds on an air dry basis, for December, 1918, for 159 companies operating 301 mills.

Finished Pulp, Tons, Air Dry Basis.

Kind of Pulp.	No. of Mills.	On			
		Hand 1st of Month.	Pro- duction for Month.	Used and Shipped During Month.	On Hand End of Month.
Ground wood pulp....	152	117,543	115,539	108,629	124,453
Sulphite, news grade...	56	14,965	58,142	54,454	18,653
Sulphite, bleached.....	28	3,466	42,597	41,255	4,806
Sulphite, easy bleaching	10	1,051	9,403	8,543	1,911
Sulphite, Mitscherlich.	7	1,500	6,411	6,476	1,435
Sulphate pulp	15	825	11,260	9,880	2,205
Soda pulp	26	3,561	29,071	29,043	3,589
Other than wood pulp.	7	243	1,550	1,654	139
Total	301	143,154	273,973	259,934	157,193

The failure of the pulp mills to report on the revised schedule made it impossible for the Commission to tabulate the pulp used and the pulp shipped as separate items. In the matter of Mitscherlich pulp, four mills reporting on the revised schedule reported shipments of 2,335 tons.

Comparing the stocks on hand at the domestic pulp mills at the end of the month with their production the figures indicate that:

- Ground wood mill stocks equal about 4 weeks' output.
- News grade sulphite mill stocks equal about 8 days' output.
- Bleached sulphite mill stocks equal about 2 days' output.
- Easy bleaching sulphite mill stocks equal about 5 days' output.
- Mitscherlich sulphite mill stocks equal about 5 days' output.
- Sulphate mill stocks equal slightly more than 4 days' output.
- Soda pulp mill stocks equal about 3 days' output.
- Mill stocks of other than wood pulp equal about 2 days' output.

Loss of Production

The number of grinders and digesters showing lost time during the month of December was 1,100. These figures do not include

the machines in 9 mills that were not in operation during December chiefly on account of lack of orders, repairs, lack of material and lack of power.

Kind of Pulp.	Lack of Labor.		Repairs.		Other Reasons.	
	No. of Grinders and Digesters.	Total Hours Idle.	No. of Grinders and Digesters.	Total Hours Idle.	No. of Grinders and Digesters.	Total Hours Idle.
Ground wood..	87	15,267	157	24,705	524	96,225 ^a
Sulphite; news grade	16	824	51	3,900	60	4,081 ^b
Sulphite, bleached ..	..	....	5	558	45	3,408 ^c
Sulphite, easy bleaching ....	..	....	5	1,970	3	1,800 ^d
Sulphite, Mitscherlich ..	..	....	3	858	4	1,144 ^e
Sulphate pulp..	3	342	19	3,064	18	3,584 ^f
Soda pulp.....	9	2,595	17	870	69	2,936 ^g
Other wood than pulp .....	..	....	..	....	6	2,400 ^h
Total	115	19,028	257	35,925	729	115,578

Christmas Day is not included in the above tabulation.

^aIncludes 69,398 hours due to low water, 3,833 hours due to holiday celebration in excess of the time closed on Christmas Day, and 11,504 hours due to ice.

^bIncludes 824 hours due to lack of power, 507 hours lost shoveling chips and 766 hours due to holiday celebration in excess of Christmas Day.

^cIncludes 2,055 hours due to lack of power and 392 hours due to holiday celebration in excess of Christmas Day.

^dEntire time under "Other Reasons" due to lack of orders.

^eEntire time under "Other Reasons" due to filling and cooling.

^fIncludes 2,044 hours due to lack of orders, 532 hours due to lack of power and 328 hours due to holiday celebration in excess of Christmas Day.

^gIncludes 1,712 hours due to holiday celebration in excess of Christmas Day and 792 hours due to lack of orders.

^hIncludes 900 hours due to lack of water.

Reviews Wage Controversy of News Print Mills

Former Governor John Lind yesterday reviewed the wage controversy for the National War Labor Board between employees of the news print mills and the employers.

As is well known, this case has been dragging along for months. It was heard by the board months ago, following which a decision was rendered by the board. An interpretation of the decision was asked and received. The manufacturers contended that the interpretation was entirely different from the original decision, and an umpire was appointed.

It is understood that Governor Lind will hand his decision to the board within the next day or so, following which it will be officially announced.

Findings in Aroostook Pulp Co. Case.

The National War Labor Board the latter part of last week handed down a finding in Docket No. 21-a of the employees against the Aroostook Pulp & Paper Company. The finding, which was made by C. A. Crocker and T. M. Guerin and approved by the Board follows:

This is not a mutual submission. The Board, therefore, can only make a finding and recommendation, and the following is suggested for the consideration of the Board:

Finding.—The principles of the Board under the heading

RESULTS OF BIDDING ON PAPER FOR PUBLIC PRINTER—Continued from Page 9.
SCHEDULE OF PROPOSALS FOR FURNISHING PAPER FOR PUBLIC PRINTING FROM MARCH 1, 1919, TO MAY 31, 1919.

Table with columns: DESCRIPTION OF PAPER, QUANTITY IN POUNDS UNLESS OTHERWISE STATED, Lot, and various bidder names. Rows include categories like PRINTING PAPERS, COLORED NEWS PRINT, MACHINE-FINISH PRINTING, PLANT-FIBRE MACHINE-FINISH PRINTING, OPAQUE PRINTING, RAG MACHINE-FINISH PRINTING, SIZED AND SUPERCALENDERED PRINTING, HALFTONE PRINTING, SINGLE-COATED BOTH SIDES BOOK, DOUBLE-COATED ONE SIDE BOOK, DOUBLE-COATED BOTH SIDES BOOK, U S M O WRITING, WHITE FRENCH FOLIO, WRITING, WHITE AND COLORED, HIGH MACHINE FINISH, and WHITE WRITING—TUB-SIZED, AIR OR LOFT-DRIED.



"Right to Organize" and "Existing Conditions" are hereby ratified and confirmed.

The Board recommends that a committee or committees of the workers be organized, and that the employers treat with same relative to working conditions, wages, etc.

It is further recommended that, so far as it may be applicable, the award of the War Labor Board dated June 27, 1918, in re employees vs. manufacturers of news print paper, a copy of which is attached hereto, be adopted by the company as a basis for classification and rate of wages.

It is further recommended that any adjustment of wages made in conformity with the above suggestions be made retroactive to May 7, 1918, which is the date on which the case was brought before the National War Labor Board. This award shall be in force for the duration of the war.

Casein Importation Restrictions Removed.

The War Trade Board the latter part of last week announced that the restriction upon the importation of casein has been removed. Licenses will now be issued, when the applications are otherwise in order, for the importation of casein from any country.

To Review News Print Case.

The War Labor Board has just appointed former Governor John Lind as umpire to review the controversy of the employees of the news print mills with the employers which has been pending for so long before the Board. Governor Lind succeeds Judge J. Harry Covington, who was appointed umpire in this case, but who has been unable to serve because of press of other business. Officials of the War Labor Board state that they are hoping that Governor Lind will be able to review the case within the next week or ten days so that a formal announcement can be made as to the decision by the Board.

Difficulty in Adjusting War Contracts

In spite of all the efforts of officials of the War Department to be fair in the matter of contract adjustments, it is understood that great difficulty is being experienced. While many manufacturers, it would seem, will have to undergo a hardship in connection with these adjustments, there are also others who are trying to profiteer at the expense of the Government. A number of such cases have recently come to the attention of officials of the Quartermaster's Department, and it is intimated that they will be dealt with in the severest manner.

To Operate Rainbow Mills

It was announced in last week's issue of the PAPER TRADE JOURNAL that the Rainbow Mills, Rainbow, Conn., were sold to the Stanley Works. The latter concern bought this property for the water power, but they have decided not to develop the water power for the next two or three years, and F. B. Oldham, with other capital represented by him have bought all of the machinery in both the Rainbow Mills and have leased the buildings for five years. They will take possession about January 22, and shortly will operate both mills night and day, running on about the same grades as before. They will operate under the name of the Rainbow Paper Company. This does not mean that Mr. Oldham is giving up his interest in the Hartford Paper Company or the General Paper Company.

Paper Bag Concern Asks Charter

BOSTON, January 20, 1919.—The Consolidated Paper Bag Company has filed articles of incorporation with the Massachusetts Commission seeking a charter in this State. The capitalization of the new company will be \$150,000, made up of 1,500 shares of common stock with a par value of \$100.

BIDS FOR PAPER OPENED BY JOINT PRINTING COMMITTEE

This Year, However, the Bids Are Only for Three Months From March 1 to May 31—Forty-six Concerns Are Represented in the Bidding This Year as Compared With Only Thirty-six Last Year—Award Will Probably Be Announced on Monday, January 27—Bidders That Were Represented at the Opening—Full Tabular Information Regarding Opening in This Issue.

[FROM OUR REGULAR CORRESPONDENT.]

The Joint Congressional Committee on Printing opened bids on Monday morning of this week for supplying the Government of the United States with paper of various descriptions during the three months' period from March 1, 1919, to May 31, 1919. Heretofore the period for which bids have been opened has been a full year.

Bidders Number Forty-Six

This year the bidders numbered forty-six, as compared with thirty-six last year.

Among the bidders represented at the opening of the bids were the following: F. T. Parsons, B. F. Bond Paper Company; Public Printer Ford, Deputy Public Printer Chisholm, Purchasing Agent A. C. Moores; J. J. Turner, U. S. Government advertiser; A. L. Hawkins, Graham Paper Company; A. G. Durgin, Bureau of Standards; F. C. Clark, Bureau of Standards; William Blackford, Strathmore Paper Company; C. B. Broderick, Dobler & Mudge; R. P. Andrews, Andrews Paper Company; Captain Daly; A. P. Mudge, Dobler & Mudge; W. D. Judd, Carew Manufacturing Company; L. P. Boswell, Aetna Paper Company; L. Lamm, PAPER TRADE JOURNAL.

Members of committee present: Senator Smith, of Arizona, chairman; Senator Smoot, Senator Fletcher, Representative Barnart.

The awards, it is expected, will be made Monday, January 27. Full tabular information regarding bidders, quantities and prices will be found in the supplement which is a part of this number and which will be found folded within the pages of this issue.

(Continued in Supplement.)

Fined for Violating State Labor Law

[FROM OUR REGULAR CORRESPONDENT.]

WATERTOWN, N. Y., January 20, 1919.—The Remington Power & Paper Company was arraigned before Justice of the Peace Douglas, of Norfolk, Thursday and found guilty of violation of the state labor law in that it permitted a boy of 17 to work more than 54 hours during a week. The penalty of \$20 for a first offense was imposed and suspended.

The complaint was made by J. M. Derby, state factory inspector, who had been observing conditions at the mills of the paper company at Norwood, Norfolk and Raymondville. He discovered that Virgil Roshia, a lad of seventeen, who was employed loading pulp and other light work, had been permitted to work 59 hours during one week.

Justice Douglas said after the hearing that while the penalty is prescribed for the offense, he suspended it in this case because he found that it was not the fault of the company officials, for the boy looked older and was not required to work more than 54 hours, but did so at his own request.

A more careful scrutiny of young men will probably be made in the future to guard against a repetition of the offense by officials of the company.

BROMPTON PULP & PAPER CO. ISSUES ITS ANNUAL REPORT

Profits Are Shown of \$1,051,274 for the Year Ending October 31, Which Is a Slight Decrease From the Profits of the Previous Year When the Profits Amounted to \$1,073,562—F. N. McCrae, President of the Company, Says That Many Serious Difficulties Have Been Encountered During the Year and That Under the Circumstances the Statement Was Very Satisfactory.

[FROM OUR REGULAR CORRESPONDENT.]

MONTREAL, Que., January 20, 1919.—The Brompton Pulp & Paper Company issued its annual report today, and accompanying the report is notice of an issue of \$1,000,000 20-year 6 per cent. general mortgage bonds, authority for which will be asked from shareholders at a meeting on February 4. The proceeds of the issue will be used to finance the purchase of the Odell Manufacturing Company. Shareholders of record January 25 will be offered rights of subscription to the new issue at a price of 80, in the proportion of \$100 in bonds for every nine shares of stock. The first payment will be \$8 on February 18, the balance to be paid in nine equal monthly instalments of \$8. Rights of subscription expire February 18. The directors' report states that the directors and large shareholders have already underwritten their quota of the bonds, and arrangements have been made for the sale of any balance not subscribed for by the shareholders.

The company's report shows profits of \$1,051,274 for the year ending October 31 last, a slight decrease from the previous year, when the total was \$1,073,562. After an increased allowance for depreciation, the usual bond interest and preferred stock dividend, the balance available for the common was \$637,274, equal to 9.1 per cent. earned on the stock, as against 9.6 per cent. the year before. Comparisons of the profit and loss figures for the two years are as follow:

	1918.	1917.
Profits	\$1,051,274	\$1,073,562
Depreciation	186,880	176,670
Balance	\$864,394	\$896,892
Interest	87,120	87,066
Balance	\$777,274	\$809,825
Preferred dividend	140,000	140,000
Balance	\$637,274	\$669,825
Common dividend	350,000	350,000
Balance	\$287,274	\$319,825
Previous balance	319,825	.....
Profit and loss.....	\$607,100	.....

Confronted with Serious Difficulties

F. N. McCrae, the president, in the course of his report, says that during the past year the company has been confronted with serious manufacturing difficulties, and under these conditions the statement might be considered quite satisfactory. The return to more settled conditions should reflect itself in future earnings. He makes reference to the purchase of the Odell Company, of Groveton, as giving the Brompton Company "the most diversified output of any pulp and paper company in Canada." The comparison of balance sheets for 1917 and 1918 is as follows:

	ASSETS.	
	1917.	1918.
Plant, etc.	\$8,896,544	\$8,662,097
Inventories	1,289,293	2,172,472
Accounts receivable	556,169	718,554
Cash	363,471	202,440
Investments	149,277	479,925
Deferred charges	78,247	103,282
Total	\$11,333,004	\$12,338,773

	LIABILITIES.	
	1917.	1918.
Preferred stock	\$2,000,000	\$2,000,000
Common stock	7,000,000	7,000,000
Bonds	1,524,000	1,452,000
Accounts payable	133,415	328,766
Bank loan .....	.....	500,000
Pay roll, etc.	233,263	328,407
Dividends payable	122,500	122,500
Profit and loss.....	319,825	607,100
Total	\$11,333,004	\$12,338,773

Those War-Time Restrictions

Although war-time restrictions in regard to the use of sugar have been off since the first of the year, the majority of the restaurants and many of the hotels have failed to become cognizant of the fact, the result being that people are not yet allowed to sugar their tea or coffee according to individual taste, but either have it sugared for them, or are allowed a simple little war-time package of sugar with each individual cup, with the second cup tactfully frowned upon. Pulp and paper manufacturers have noticed a similar tendency on the part of consumers of paper and paper products, who are preserving war-time restrictions despite the fact that these restrictions have been abolished. With a view to bringing the trade to a realization of the present-day conditions, the Canadian Pulp and Paper Association is issuing a series of business stimulators in the form of bulletins, pointing out the good effect on business of good wrapping paper, good cardboard boxes and good stationery.

The News Print Appeal

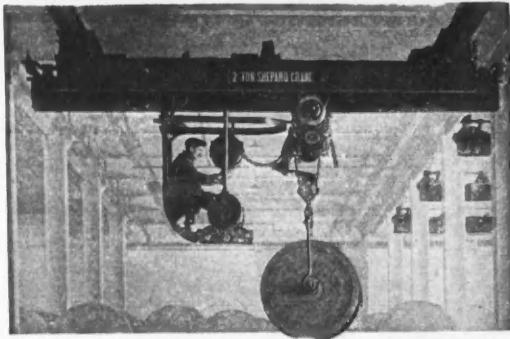
Interest in the trade is centred in the appeal against the price fixed for news print, the hearing of which is proceeding in Ottawa. Both the manufacturers and the publishers, it will be remembered, are appealing against the price. The newspapers have been publishing columns about the hearing, from which it would be gathered that the publishers are angels, and the manufacturers the opposite. One Toronto newspaper editorially remarked that the evidence, as published in the papers, read like a fairy tale, and the publishers hold that on this occasion the paper deliberately published the truth. The manufacturers believe that they have made out a very good case, and that the hearing of the appeal will establish their contentions.

Another Investigation Wanted

Publishers of book papers have decided to send a deputation to Ottawa to urge the Government to order an inquiry into book, writing and coated papers to be proceeded with, as provided some time ago by Order-in-Council. Some progress was made in the inquiry, but proceedings seem to have been allowed to drop. It is very doubtful if they will be resumed, now that the war is over.

May Transfer Paper Mill

The report that the International Paper Company will not reopen its news print mill at Niagara Falls for some time may
(Continued on page 26.)



Underhung Transfer Crane Bridge with Form 25-2 Hoist



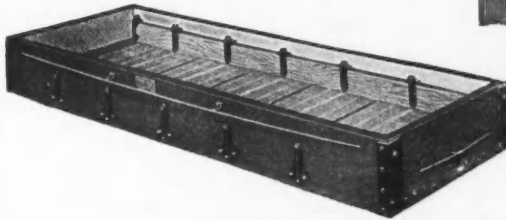
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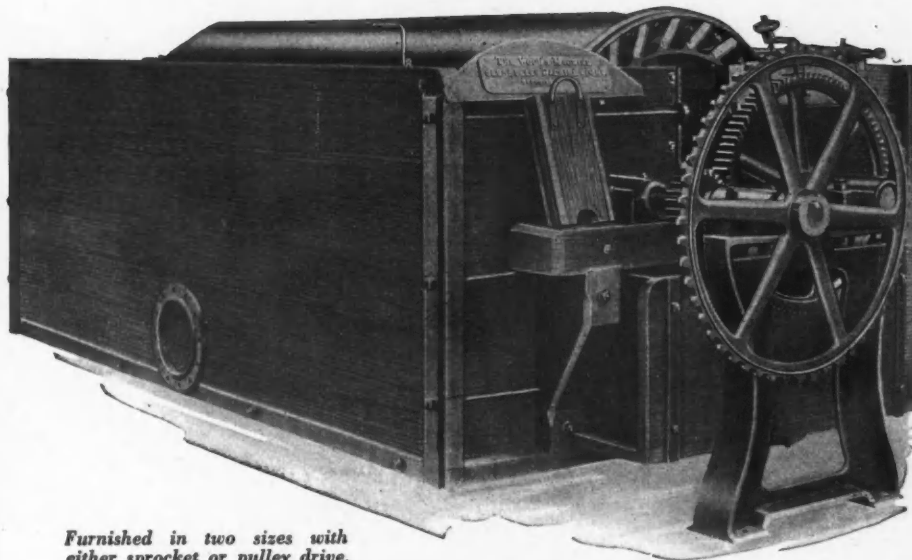
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The WITHAM SCREEN PLATE FASTENER, Patented
THE ORIGINAL THE BEST

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Furnished in two sizes with
either sprocket or pulley drive.

Reduces wire cost
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No couch roll
No Doctor
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Pulp Thickeners
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Guaranteed High Grade
Construction—Built for
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MADE BY GLENS FALLS MACHINE WORKS : GLENS FALLS, N. Y.
Try our Split Cams for your Flat Screens.

QUESTION GOVERNMENT RIGHT TO FIX THE PRICE OF PAPER

Victor E. Mitchell, K. C., Counsel for Several Paper Mills in the Canadian News Print Hearing, Raises the Constitutional Question as to the Validity of the Whole Proceedings—Judges, However, Reply That Resort to Another Court Must Be Had to Raise Such a Question—Say Newspapers Are Not Being Ruined By the Excessive Cost of News Print—Report on Mill Costs.

[FROM OUR REGULAR CORRESPONDENT.]

OTTAWA, Ont., January 20, 1919.—When W. N. Tilley, K. C. of Toronto, concluded his case in the publishers at the sitting of the news print tribunal here, Victor E. Mitchell, K. C., Montreal, counsel for several paper mills, notably the Abitibi Company, raised the constitutional question of the validity of the whole proceedings, claiming the government had no power to fix news print prices. The judges replied that he would have to resort to another court to raise such a point.

Criticises Bulky Editions.

Mr. Mitchell then went on to criticise the bulky editions issued by the papers when paper should have been conserved. He contended that Commissioner Pringle should not have reduced the price of paper unless the publishers brought evidence before him why they could not pay the market price. In his opinion, three courses were open to the tribunal; either to say the Pringle price of \$69 should stand; or, as he strongly urged to find that there was no evidence justifying any reduction at all below the market price; or that the price should be \$80, or at least \$75.05, as in the United States. He did not think the tribunal was called to consider whether manufacturers are entitled to "average the cost of their slush or whatever they call it," or other trivial details.

George H. Montgomery, K. C., chief counsel for the mills, complimented Mr. Tilley on his presentation of the case for the publishers, but he held that Mr. Tilley's argument had ended in a *reductio ad absurdum*, because he had contended that there should be practically no advance on pre-war prices by the mills, and at the same time that they would make a handsome profit.

"Such an argument fails as soon as presented," said Mr. Montgomery. "If manufacturers are able now to make a profit at such prices, how was it that during all the years before the war, when none of the war handicaps existed, practically none of the mills were able to make a cent, and it was axiomatic that the news print industry was not a paying proposition.

Costs at Mills of Eddy Co.

Mr. Montgomery referred to the costs at the mills of the E. B. Eddy Company, in Hull, Que., as among the highest in Canada, and the Eddy Company had not the advantage of the American market, as it sold practically its whole production in Canada. The prosperity of the Laurentide Company, he attributed to exceptional skill in management, but he said this company originated with the old Canada Pulp Company, which went into liquidation, and anyway, it had made much of its profits not, out of news print but out of sulphite, cardboards, etc.

The St. Maurice mill, he said, had only been founded in 1914, and was still going through the period of early struggles.

Newspapers Not Being Ruined.

The lawyer for the mills went on to argue that nothing had been produced to show that the newspapers were being ruined by the alleged excessive costs of news print. He consequently held that they were not entitled to price fixation. He contended that the publishers had passed on the extra charge to their

customers by increasing their prices, and that an Ontario publisher who had been prominent in the inquiry, and who had complained loudly of the price of news print, was reported by the *Financial Post* to have declared a dividend of 5 per cent and a bonus of 2 per cent. He also declared that the newspapers had benefitted by advertising in connection with the various patriotic campaigns.

Mr. Ogilvie cited the profit of the Ogilvie Flour Mills—48.75 per cent last year on common stock, as showing that even in a price-regulated industry some concerns were necessarily making large profits.

He alleged that the newspapers of Canada had refused to make the 15 per cent cut in news matter which applied in the United States.

Status of Report on Mill Costs.

Wednesday's session of the enquiry closed without any very definite pronouncement from the Paper Control Tribunal as to the status of Government Auditor Clarkson's report on mill costs, presented in evidence at the November sitting. George H. Montgomery, mill counsel, ended his day's remarks with a repetition of the plea that this evidence, on which the publishers brief is partially built up, should be disregarded. He had quoted from it himself earlier in the afternoon, but did so subject to this general objection. He contends that it is unfair to the manufacturers because it deals with only the Laurentide mill, and because its admission means the reopening of the case. The publishers, he says, have their remedy by bringing this new evidence before Commissioner Pringle, who is still entitled to fix news print costs.

Dealing with the specific items of mill costs which are attacked in the publishers' brief, Mr. Montgomery argued in a general way that since the United States Commission had not barred these, though it had gone into costs very thoroughly, it might be assumed that there is nothing very important the matter with them. Commenting upon the publishers' claim that mill costs are made to appear unduly high by averaging slushed and lapped groundwood and sulphite costs, whereas part of the lapped material (which is more costly) is sold or used in board mills and not in the manufacture of news print, Mr. Montgomery said that all mills except the Laurentide and possibly the St. Maurice have to have an excess capacity of groundwood and sulphite, as they are subject to variations in water conditions. They have to grind it during high water conditions, lap it and store it. If they cannot use it all while in good condition, they sell the surplus, and if necessary buy again, in order to get fresh stock. The Booth company, for instance, was at some periods buying more than it sold. "I see," added Mr. Montgomery, "that the publishers don't make any deduction from costs for lapped groundwood in the case of Price Brothers."

"They don't sell any; that's the reason," answered Mr. Tilley, his intimation being that the publishers have not objected to being charged with the cost of lapped groundwood stored for use in making news print, but to that sold or used in some other mill product.

Mr. Montgomery remarked that the sale of extra groundwood and sulphite was often incidental to the news print business, as the amount required could not be calculated with absolute accuracy.

Cost of Wrappers.

He dealt next with the publishers' allegation that "the amounts charged to news print costs for finishing materials include the cost of wrappers, but in arriving at the cost per ton the total cost has been divided by the weight of news print paper produced, instead of by the weight of news print paper plus the weight of wrappers." "With the single exception of Patriotic Fund

(Continued on page 40.)

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PRICE, SUPPLY AND DEMAND OF WRITING AND COVER PAPER

E. H. Naylor, Secretary of the Writing and Cover Paper Manufacturers' Association, In Reply to An Inquiry From W. C. Ridgway, Secretary of the National Paper Trade Association, Says That There Is Only a Normal Supply of Paper at the Mills—Prices Are Stable, He Maintains, Because There is Coming an Abnormal Demand While Manufacturing Costs are Increasing.

William C. Ridgway, secretary of the National Paper Trade Association, under date of January 9, wrote the following suggestion to E. H. Naylor, secretary-treasurer of the Writing Paper Manufacturers' Association:

"It would be of value and interest to the paper merchants if we were to receive from the Writing and Cover Papers Manufacturers' Association a statement through you as regards the present supply of the mills, the probable tendency of prices for the ensuing year, based, of course, upon any facts of costs which you can give us, and also your opinion as regards the market situation for the ensuing year."

Mr. Naylor's Reply.

Mr. Naylor replied to Mr. Ridgway as follows:

"Now that the effect on business of the sudden signing of the armistice is disappearing with the return of confidence, now that the holiday lull is passed, now that the paper merchants and printers have had an opportunity to take an annual inventory of their stock, and now on the eve of the return of active business, the following facts as regards market conditions seem to us important, especially in reference to the supply and demand of writing and cover paper as they will affect prices in 1919.

Supply.

"There is at the present time only a normal supply of paper at the mills.

"The so-called shortage of writing and cover paper, however, has never existed, as the mills have always been able to take care eventually of the demand.

"The mills in 1916 were temporarily flooded with orders owing to stampede buying, causing delay to shipments accentuated by railroad conditions, and causing the consequent inference that there was a shortage.

"In the past four years there have been several periods of more or less hysterical buying, and none wants to see another.

"All conditions and indications, however, point to another stampede very shortly, unless such is sufficiently anticipated and averted.

"This rests entirely with the merchants and printers.

"The merchants and printers who have felt there might be a reduction in prices, have shown that they are not informed as to the present conditions of manufacturing.

"Since demand, therefore, is being influenced by anticipated price changes, let us consider the possible prices for 1919.

Prices.

"Prices depend on supply, demand and costs.

"Present paper prices, therefore, are stable because, as stated, there is only a normal supply behind them, while before them is coming an inevitable abnormal demand, and beneath them today are increasing costs.

"In general there are no inflated values in paper prices as in those of many other commodities, whose recent reduction in price has led some to believe a lowering paper market is near.

"These other commodities have only been produced in limited quantities for the past two years owing to war conditions and government restrictions. Only half of these mills could operate and the curtailed production had to bear the cost of their entire overhead, hence their prices were raised. Now that their production is increased, the overhead is distributed over a greater quantity, hence their prices are lowered.

"In the paper industry this has not been the case. We were considered essential and full production until recently was maintained to meet the demand.

"Therefore, this is one of many reasons why present paper prices are on a firm foundation.

"A reasonable margin of profit has been maintained only by volume, and without volume present prices and increasing costs are very near together.

"Let us here dissipate any fear of a radical or rapid fall in prices of our papers.

"There is no current reason for lower prices.

"Any merchant or printer, who is holding back orders to the mills, because of this fear, is only making matters worse for himself in the immediate future.

"A writing or cover paper mill cannot at present lessen quotations unless it is willing to suffer a loss.

"And any lack of orders simply reduces the production of the mill rather than its prices.

Costs.

"Costs are increasing!

"Domestic bleached and unbleached sulphite pulp is firm in price with its only tendency to increase owing to low stocks and a shortage of pulp wood, which will be felt even more in 1920.

"Foreign pulp cannot be imported except in limited quantities and at strong prices owing to foreign demand.

"With a normal volume of business moving the supply of rags will barely meet the needs of the mills.

"Labor cannot be asked to accept any reduction from the present high level of wages as long as the current cost of living obtains.

"All other raw materials are selling at the same high prices, owing to demand from a general industrial resumption in this country.

Demand.

"The demand for paper in a month or two should be one of the greatest ever known in the paper industry.

"This excessive domestic demand is now rapidly accumulating.

"Business will boom in this country and will need volumes of paper.

"This accelerated condition of prosperity in the opinion of many will continue for at least five years.

"Advertising of all kinds, which was curtailed or abandoned during the war, will be issued in unprecedented quantities.

"Business is going after business with a vigor developed by war which will make things hum.

"When the public soon realizes the fact that printing and writing and cover paper will not be had for a less price, this demand will come with a rush.

"Since the merchants' and printers' stocks are low, this demand then will rush on to the mills.

"And the reserve stocks which our mills had in 1916 will not be there.

"Exports have been reducing our mill stocks and will more than consume any possible surplus production.

"A foreign demand in large volume is already here.

"The machine capacity of our mills has increased but very slightly in the last four years.

"The maximum production of our mills can nowhere near

(Continued on page 42.)

KRAFT PULP

of

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A. J. PAGEL & CO.

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STERLING PAPER CO. PLANT IS MOVED TO HINCKLEY, N. Y.

New Mill Will be Constructed So That the Interest Will Be Allied With Those of the Hinckley Fibre Co., in Which the Late J. Howard Friend, for Many Years at the Head of the Sterling Mill, Was Interested Up to the Time of His Death—Modern Mill Equipment, It Is Reported, Will Be Installed and a Considerable Expenditure of Money Is Anticipated—Paper Men as Bankers.

[FROM OUR REGULAR CORRESPONDENT.]

DAYTON, Ohio, January 20, 1919.—The plant of the Sterling Paper Company, which has been located at Hamilton for many years, but which is being dismantled on account of flood prevention improvements, will be transferred to Hinckley, N. Y.

According to Lee Warren James, prominent Dayton attorney, who now is president of the company, a new mill will be constructed at Hinckley so that the interests will be allied with those of the Hinckley Fiber Company, in which the late J. Howard Friend, for many years at the head of the Sterling mill, was interested up to the time of his death.

Mr. James, who had charge of the late paper manufacturer's affairs, and who is attending to the details of the large estate, is an enterprising business man, and promises to give a good administration for the heirs of the estate. Howard W. Friend, who has been in the army, will now be in position to give the business considerable attention, it is understood.

Heavy Expenditure of Money.

While the details of mill construction are as yet not known, it is reported that a modern property will be installed at Hinckley, and a heavy expenditure of money is anticipated. Only a part of the mill equipment at Hamilton will be used. The office and effects are on their way to Hinckley, and it will be but a question of time, it is understood, until the Sterling Paper Company's business will be conducted from Hinckley. Most of the machinery which has been taken down at the Hamilton mill is being sold by a Dayton concern. The mill contained a 94-inch Fourdrinier, a half-dozen beating and two Jordan engines.

The Sterling mill product consisted of waterleaf and absorbent specialties, which were in heavy demand. Howard W. Friend and W. M. Benzig, the general manager, were in charge of the mill after Mr. Friend's death, and it is reported they will continue to give their time to the business. The other paper interests of the Friend estate will remain in the Miami Valley. They consist of the parchment plant and the envelope works at West Carrollton.

For a time it appeared that Dayton or some other valley mill centre would be chosen as the site for a new mill, but the interlinking of interests at Hinckley make it desirable to remove the plant to that town. Hamilton and the valley recognizes a distinct loss, and congratulates the busy manufacturing town of Hinckley on its good fortune. Dayton, which was the centre of office activities, also feels the loss keenly in a commercial sense.

Tariff Complaint.

Harris Flemming, examiner of the Interstate Commerce Commission, was in Dayton last week hearing the complaint of the George H. Mead Pulp & Paper Company against the suspension on October 24 to February 23, 1919, of the Duluth, South Shore and Atlantic railway tariff in so far as the schedules contained in the tariff are applicable by non-Federal control.

The tariff under suspension names the increase of two to three cents per hundred pounds in rates on news print papers

and wood pulp from Sault Ste. Marie, Mich., to approximately 250 points in Illinois, Indiana, Kentucky, Pennsylvania, West Virginia, New York, Missouri, Michigan and Ohio.

It is contended by the Dayton company that the increased rates would destroy long-established rate relationship fixed by the commission in the case of the Lake Superior Paper Company against the Duluth, Lake Shore and Atlantic Railway Company and others.

The hearing was conducted in a business-like manner, and those active in the management of the Mead company submitted all of the facts needed to make a case.

A. T. Nesbitt Home from South.

A. T. Nesbitt, manager of the Dayton branch of the Cincinnati Cordage & Paper Company, is home from the South, where he was taken ill while in San Antonio, Tex. Mr. Nesbitt was attacked by influenza after his son, Donald, had fallen ill with the malady. Mr. Nesbitt went South to attend the wedding of his nephew, Lieut. William Belt. Though it required several weeks to recuperate, Mr. Nesbitt again is at his desk, and hopes to be able to combat the unwelcome visitor during future community visitations. General reports show influenza conditions greatly improved here, though occasional deaths are recorded.

Paper Men in the Banking Business.

When it comes to a general representation on the banking directorates, just hand the honors to Dayton paper manufacturers, or men identified in some manner with the trade. For instance, this is the month the various banking institutions are selecting new officers and directors, and as far as ascertainable up to this time, here is the record:

In the City National Bank the trade is represented by George H. Mead, of the Mead interests; R. J. Connelly, who represents the Callhan Paper Mills at Miamisburg; H. E. Talbot, vice-president of the Mead Pulp & Paper Company, and Maurice Costello, of the Nixon & Costello Company. The bank is enlarging its quarters after erecting a modern 10-story building.

Lee W. James, of the Friend Paper Mill interests, is vice-president of Winters' National Bank, which has just occupied its new home, while Howard F. Marston, general manager of the Mercantile Corporation, is a director.

Charles A. Craighead, of the Mercantile Corporation, is a director of the Dayton National Bank.

W. W. Sunderland, of the Miami Paper Company, is one of the new directors in the Dayton Savings & Trust Company, which recently effected a merger and removed into a new 10-story banking structure.

George G. Shaw, president of the Dayton Paper Novelty Company, is a director of the Third National Bank, one of the largest in the city, and Edward S. Reynolds, president of the Reynolds & Reynolds Company, blank book and ledger manufacturers, occupies a similar position with the Merchants' National Bank.

Groveton Paper Company's Selling Management

The Groveton Paper Company, of Groveton, N. H., formerly the Odell Manufacturing Company, will hereafter be located in its new offices in the Aeolian building, 33 West 42d street, New York, N. Y.

I. S. Reynolds, who for ten years was connected with the Nekoosa-Edwards Paper Company of Port Edwards, Wis., as district sales manager in charge of the Chicago office, will be the manager of sales for the Groveton Paper Company, Inc., making New York his headquarters.

T. K. Davis and F. H. Crehore, who have been connected with the Odell Manufacturing Company, are now associated with the Groveton Company and will look after their former interests among the trade in Eastern territory.

Double Your Factor of Safety



OF all the equipment you have to buy, none perhaps is more important than your Belting.

You'll double your factor of safety on this item and you will decimate your belting troubles of the past if you'll equip your mill with

Test Special Rubber Belting

It's a product of three-quarters of a century of progress in the Mechanical Rubber Goods field, and the trade mark it bears means it meets the high standards of its makers.

Long lived, strong, uniform in construction and always runs true. Built to last in gruelling service. It will solve your Belting problems.

THERE ARE MANY OTHER VITAL FEATURES YOU SHOULD KNOW ABOUT. WRITE US FULLY ON YOUR REQUIREMENTS.

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MECHANICAL RUBBER GOODS

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San Francisco



PROGRAM FOR CONVENTION OF TECHNICAL ASSOCIATION

Unusually Large Number of Technical Men in the Paper and Pulp Industry Are Expected to Visit New York for the Annual Convention of the Association, Which Takes Place February 3-6 at the Waldorf-Astoria and Hotel Astor—Discussions on Various Topics of Importance To the Trade Arranged—Those Who Are To Speak and Other Details—Banquet at Hotel Astor.

Technical men engaged in the pulp and paper industry are expected to visit New York in large numbers for the annual meeting and banquet of the Technical Association of the Pulp and Paper Industry, which takes place at the Waldorf-Astoria and Hotel Astor, New York, during the four days of February 3, 4, 5 and 6, 1919.

The Tentative Program

The program of meeting as tentatively arranged provides for continuous sessions, beginning with a meeting of the executive committee in Room 107 of the Waldorf-Astoria, on Monday, February 3, at 2 o'clock in the afternoon, and ending Thursday evening, February 6, with symposiums on the clays used in paper-making, and methods of regulating quality of stock in the manufacture of ground wood pulp and latest developments in the grinding process, as also a meeting under the auspices of the committee on heat, light and power, for the discussion of pertinent subjects.

There will be discussions on reconstruction work and the employment of disabled men and returned soldiers; while at the afternoon session on Wednesday, Dr. Katherine M. H. Blackford, a lady who has been doing successful work in vocational guidance, as an employers' adviser, will give an illustrated lecture lesson on the important object of character analysis, telling "How to Size Up Men at Sight."

The technical and scientific part of the program includes the customary reports of standing committees, with symposiums on (a) The Important By-Products of the Pulp and Paper Industry; (b) Power Efficiency and Fuel Economy; (c) Groundwood Pulp; (d) Clay Used in Filling and Coating Paper.

Special Papers and Addresses

Among the special papers and addresses which will be presented are the following:

1. Problems connected with the recovery of black ash in the soda process, by George K. Spence.
2. Literature of the paper industry, by M. Hubbard.
3. Reckoning the efficiency of fuel economizers in paper mills, by James Strachan.
4. Indirect cooking of pulp by forced circulation, by O. L. Berger.
5. Common sources of error in sulphite liquor testing, by W. E. Byron Baker.
6. The use of woodpulp in the manufacture of nitrocellulose, by Vance P. Edwards.
7. American clays, by Dr. T. Poole Maynard.
8. The testing of dyestuffs used in paper testing, by Carl S. Schneider.
9. The determination of the tearing strength of paper, by Sidney D. Wells.
10. Cotton purification and caustic recovery in an explosives plant, by Joseph H. Wallace.
11. Correlation of theory and practice in papermaking, by James Strachan.
12. Process of controlling free SO₂ in sulphite liquor, by Joseph B. Crandon.

Committee Reports

Committee reports will be presented as follows:
 Abstracts of Literature—Ross Campbell, chairman.
 Bibliography—Henry E. Surface, chairman.
 Groundwood—J. O. Mason, chairman.
 Heat, Light and Power—Edward P. Gleason, chairman.
 Paper Testing—Fred. C. Clark, chairman.
 Soda Pulps—Martin L. Griffin, chairman.
 Standard Methods of Testing Materials—W. H. Gesell, chairman.
 Sulphate Pulps—O. Bache-Wiig, chairman.
 Sulphite Pulps—Robert B. Wolf, chairman.
 Vocation Education—George E. Williamson.
 War Service—Henry P. Carruth, chairman.

Banquet at Hotel Astor, Tuesday Evening

At the annual banquet to be held at the Hotel Astor on Tuesday evening, February 4, Judge Charles F. Moore will act as toastmaster and introduce the speakers. Among those who have been invited to respond to toasts are the following:

S. L. Willson, formerly of the Pulp and Paper Division, War Industries Board—"The Part Taken by T. A. P. P. I. in War Industries' Work."

George W. Sisson, Jr., president of the American Paper and Pulp Association—"Influence of Technical Men in the Development of the Pulp and Paper Industry."

Robert B. Wolf, of the United States Shipping Board, Emergency Fleet Corporation—"Cooperative Measures in the Pulp and Paper Industry."

Winfred R. Robertson—"Personal Reminiscences."

As the number of tables to be provided is limited to an attendance of 150, members are urged to make early applications for seats to the secretary, Thomas J. Keenan, 131 East 23d street, New York.

Advantages of Lillie Evaporator

The Lillie evaporator is said to be the only vapor-reversing evaporator on the market. It is efficient, as proven by Professor Kerr, in the Journal of the American Society of Mechanical Engineers' Proceedings. Film evaporation, as in the Lillie has come to be recognized by authorities as having numerous advantages.

Where liquors are subject to injury by heat, and can be in process but a short time, the Lillie Evaporator is well qualified for the work. The freedom from incrustation in the Lillie is also notable. The small size of the Lillie, the fact that each unit can be enlarged, and the fact that more units can be added to increase the number of effects are all points of great advantage in favor of this evaporator.

The Wheeler Condenser & Engineering Company, of Carteret, N. J., which manufactures the Lillie Evaporator for waste waters, has issued an interesting booklet on the advantages of the apparatus which will be sent free to interested persons.

Butler & Hayes, Inc., Experimental Engineers

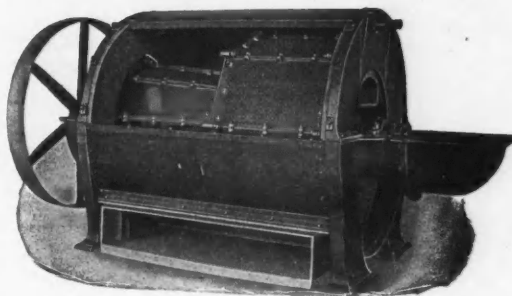
BOSTON, Mass., January 20, 1919.—The association is announced of James A. Butler and F. Albert Hayes, Inc., under the style of Butler & Hayes, Inc., at 220 Devonshire street, as mechanical and chemical consultants, experimental engineers and testing laboratories.

Both Messrs. Butler and Hayes received their technical training at Harvard, and have recently been associated with the Ordnance Department in the Boston District Office. Both gentlemen have been very successful in this line of work.

"IMPROVED" KNOTTER

for the first screening of sulphite, sulphate or ground wood pulp

We shall be glad to furnish data and samples of the work this machine will do in actual use.



Knotter Design No. 2

The cost of power and upkeep is extremely **small** and the results are very satisfactory.

WE ASK A THOROUGH INVESTIGATION

IMPROVED PAPER MACHINERY CO.

NASHUA, N. H., U. S. A.

VICKERY'S PATENTS LIMITED

ENGINEERS

of

DEVONSHIRE GROVE, OLD KENT ROAD, LONDON

ENGLAND

Well-known in the Paper Trade of Great Britain, France and Belgium, are open to undertake the manufacture, and, if desired, the marketing of light and medium Machines and Appliances for the Paper Trades.

KALAMAZOO PAPER FIRMS HOLD ANNUAL MEETINGS

Reports Are Submitted of Remarkable Activity During the Past Twelve Months and of a Heavy Resumption of Trade in the Near Future—Officers Elected by Some of the Prominent Concerns—Michigan Cartons Co. Makes Unusual Record in Rebuilding Its Plant After Suffering a Loss of \$100,000 by a Cyclone That Wrecked the Box Plant in 1917—Other News.

[FROM OUR REGULAR CORRESPONDENT.]

KALAMAZOO, Mich., January 20, 1919.—Annual meetings among the big paper concerns in the Kalamazoo Valley district for past week furnished reports of remarkable business activity during the past twelve months and indications of a heavy trade resumption in the near future.

Michigan Paper Co.

Michigan Paper Company, Plainwell: Directors, J. D. Wagner, H. J. Meslik, G. W. Rouse, E. A. Stowe, Henry Pelgrim, B. D. Keppell, William Thomas, G. W. Gilkey and H. Claire J. Jackson. President, John D. Wagner; vice-president, G. W. Rouse; secretary-treasurer and general manager, G. W. Gilkey; superintendent, William Thomas; assistant secretary, C. C. Wagner; sales manager, T. D. Earle.

Lee Paper Co.

Lee Paper Company, Vicksburg: Fred E. Lee, of Dowagiac, was re-elected president of this concern. The other officers are: Vice-president, George E. Bardeen, Otsego; second vice-president, Archie B. Gardner, Dowagiac; secretary-treasurer and general manager, Norman E. Bardeen, Vicksburg. The above and George B. Cobb, Schoolcraft; Dr. C. H. McKain, Vicksburg; John A. Howard, Dowagiac, and Samuel Folz, Kalamazoo, form the board of directors.

White Pigeon Coated Paper Co.

White Pigeon Coated Paper Company, White Pigeon: Directors, C. E. Colbert, J. E. Preston, J. C. Teague, A. H. Beardsley, Elkhart, Ind.; C. E. Nelson, George T. Wolf, Three Rivers; Oscar Gumbinsky, Chicago. The officers are: President, C. E. Colbert; vice-president, Oscar Gumbinsky; secretary-treasurer, C. E. Nelson.

Hawthorne Paper Co.

Hawthorne Paper Company, Kalamazoo: All officers and directors were re-elected as follows: Directors, A. H. Dwight, F. M. Hodge, S. B. Monroe, J. H. Dowing, H. B. Hoyt, W. M. Loveland, Robert L. Pease. President, A. H. Dwight, vice-president, F. M. Hodge; secretary, Robert L. Pease; treasurer, S. B. Monroe.

Kalamazoo Paper Co.

Kalamazoo Paper Company, Kalamazoo: The first annual meeting since the Kalamazoo Paper Company absorbed the Riverview Coated Paper Company was held Wednesday evening, January 15. The past year has been a big one in the history of this institution. Through the combination effected it now operates three paper mills, equipped with five machines and two coating mills, with twenty-four coaters installed. Employment is given between 600 and 700 hands, and the capital stock, paid in, is \$1,605,000. It is the second largest paper company in the Kalamazoo valley district.

By the consolidation of interests the board of directors has been increased from five to ten members. Those named for the ensuing year are: D. F. Altland, Detroit; C. S. Campbell, A. B. Connable, A. E. Curtenius, D. R. Curtenius, W. S. Dewing, F. M. Hodge, Hubbard Kleinstuck, E. C. Parsons, Woodbury Ranson, Kalamazoo. The officers are: President, F. M. Hodge; vice-president, D. F. Altland; secretary-treasurer, A. E. Curtenius.

Felix Pagenstecher, who came to Kalamazoo at the time of the organization of the Riverview Coated Paper Company and has been secretary and general manager of that concern up to the time of its absorption by the Kalamazoo Paper Company and secretary of the latter concern since the consolidation, retired to accept the position of assistant to Frank H. Milham, president of the Bryant Paper Company.

Michigan Carton Co. Expands

A representative of the PAPER TRADE JOURNAL was a visitor in Battle Creek during the past week and while in that town famous for its breakfast foods, called on W. I. Fell, president of the Michigan Carton Company. In common with all other concerns engaged in the manufacture of container and box board, this plant has enjoyed remarkable prosperity during the past three years and is recognized as one of Battle Creek's leading industries.

The plant was damaged to the extent of over \$100,000 in June, 1917, by a cyclone that wrecked a large portion of the box factory. Fortunately there was no loss in life and by energetic action the mill was closed down but two weeks and the box plant only three weeks. Not only were these damages to building and machinery fully repaired, but an immense warehouse and a handsome office building were erected in 1917. During the past year the paper mill proper has been improved by the erection of a steel ventilator at a cost of \$20,000. An addition is being made to the power plant, which will permit the installation of an engine or turbine. The company is at present forced to purchase a portion of its power. The boiler equipment is also being increased by another 300 horsepower Sterling boiler.

The good of the help has been considered in the improvement made and the sanitary facilities are excellent. Female workers are now provided with a light, airy rest room, comfortably appointed for their needs.

The capital of the Michigan Carton Company is now \$500,000. The total property value being above \$1,500,000. All the growth of a decade.

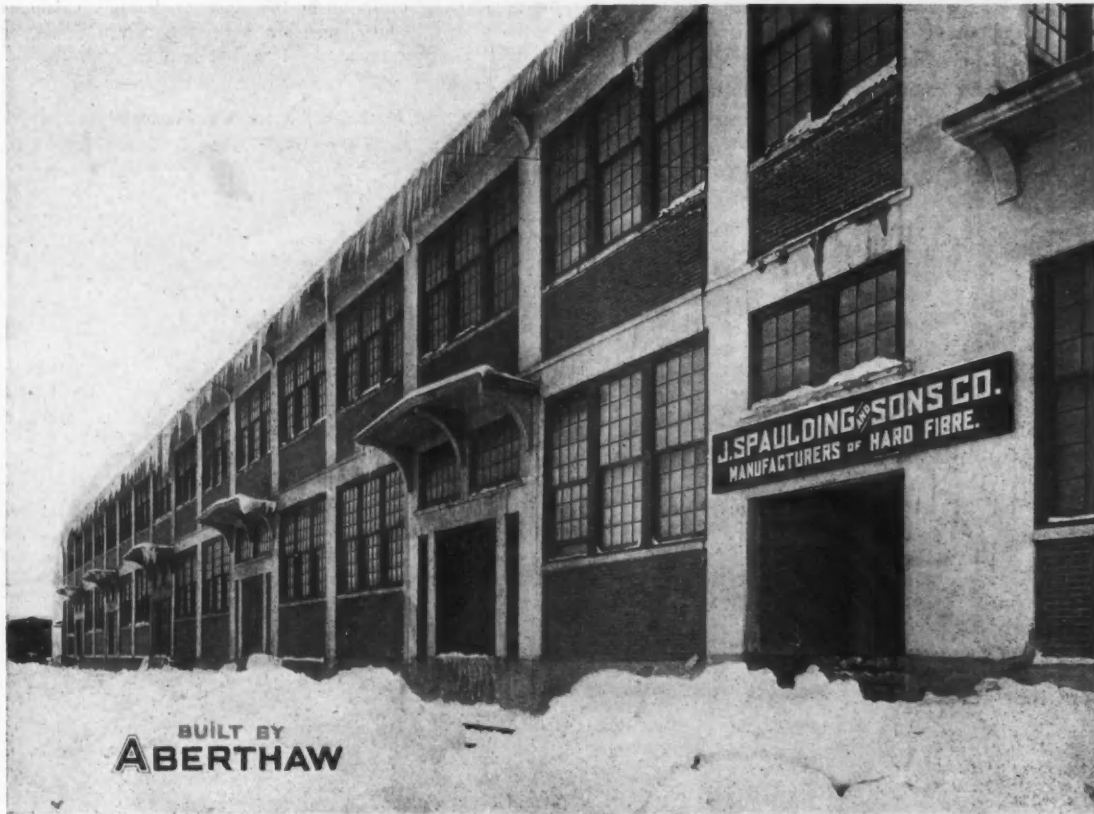
Gives Employees Life Insurance

The MacSimbar Paper Company, of Otsego, has provided life insurance for its employees who have been in the company's service six months or more. The company has taken out a blanket policy in the Travelers Insurance Company. Those employees who have been in service six months will receive the benefit of \$500 worth of protection without cost and without physical examination, even the age limit being waived. Any man who has worked one year will receive a benefit of \$600 protection, and for each additional year of service this benefit will be increased \$100 until the maximum amount of \$1,000 is reached. Under this insurance policy the employees will be covered for permanent total disability up to the age of 60 years.

Activities of the Charles A. Esty Paper Co.

WORCESTER, Mass., January 20, 1919.—David B. Coburn has recently joined the Sales Force of the Charles A. Esty Paper Company. Ernest Mangs, who left the employ of the company something over a year ago to enter foreign service has returned, having seen action at Chateau Thierry, Argonne and St. Mihiel. John E. O'Brien, another of the sales force, is expected soon to receive his discharge from the service, and return to his position as Worcester City Salesman.

At the regular monthly Sales Conference which are held at the Worcester Automobile Club, Alfred C. Clarke, New England representative of the Columbian Rope Company was present, and talked entertainingly of how twine is made, how it is used and how it is sold. A prominent bag manufacturer is on the cards for the next conference, which will be held early in February.



Your Greatest Business Venture Your Buildings

They represent your biggest and most important investment. Their construction means faith that the business which demands them will continue. Machines, methods, individuals may change, but the buildings must stand as they were built, good, bad or indifferent, as the case may be.

No matter how carefully designed, no matter how good the materials, their real quality depends, in the last analysis, upon the integrity of the builder. A low competitive bid may seduce you into overlooking the record of the bidder, but when you make reputation the sole basis of his selection, as under the cost-plus plan, you may be sure that your building will be built right. For years we have worked only under this plan, with a keen appreciation that our reputation must be built on good work and square dealing.

ABERTHAW CONSTRUCTION COMPANY
BOSTON MASSACHUSETTS

LITTLE CHANGE AT HOLYOKE IN THE DEMAND FOR PAPER

While the Demand Continues Slow, However, the Tone of the Market Is Stronger Than It Has Been in Some Weeks Past, and Manufacturers Believe That a Substantial Improvement Will Set In Soon—More Labor Now Than Required, Whereas Only a Short Time Ago There Was a Big Shortage of Help—Confidence That Provisions Will Be Made for Connecticut Navigation Project.

[FROM OUR REGULAR CORRESPONDENT.]

HOLYOKE, Mass., January 20, 1919.—Another week has passed without much change in the paper-making situation. While the demand continues weak, yet the undertone is stronger than it has been for some weeks past, and manufacturers are optimistic over the future, and invariably all agree that a substantial improvement will come. It's a matter of conjecture how soon this anticipated improved condition will make itself manifest, but manufacturers are hopeful that this will set in soon.

The Labor Situation

So far as the employment situation is concerned, new conditions are appearing continually. Whereas, a few months ago there was a great demand for labor, and in some lines a shortage, there is now great surplus of labor and considerable unemployment. The unemployment has grown to such an extent that members of the local exemption boards are being appealed to by returning soldiers for employment. One member of the local exemption board said the other day that returned soldiers are daily making visits to his office for employment. Although he has taken the matter up with the manufacturers, the answer, he says, always is "We have nothing doing," or words to that effect. The mills here are, of course, in poor shape, with business running very poorly, and the manufacturers are naturally hesitant in taking on additional help. However, the time is coming, when, unless matters change, something will have to be done, this man says, even if the manufacturers are directly appealed to to give employment to many men out of work, without business warranting this.

Connecticut Navigation Project

Local paper manufacturers and others remain confident that some provision will be made for the Connecticut River navigation project in the rivers and harbors bill, which is now before the Senate Committee on Commerce in Washington.

At a discussion between manufacturers, business men and members of the Chamber of Commerce last week, it was pointed out that the bill, as passed by the House, did not make provision for development of the Connecticut River from Hartford, Conn., to Holyoke, but it is believed that the Senate committee will include an appropriation for this work. The advocates of river navigation, both in this city and Springfield, have kept close tabs on this measure, to which they have pinned their hopes.

The project has not only the support of President Harriman of the Boston Chamber of Commerce, but also assurances of cooperation from several other influential sources.

Paper Men As Bank Officers

Many paper manufacturers and paper mill men were last week elected to important capacities in the local banking establishments. The Hadley Falls Trust Company elected the following paper men directors: Edward P. Bagg, treasurer of the Parsons Paper Company; Herbert J. Frink, treasurer of the Holyoke Machine Company; R. Franklin McElwain, vice-president of both the Crocker-McElwain Company and Chemical Paper Manufacturing Company; Philander Moore, James H. Newton, Frank

B. Towne, treasurer of the National Blank Book Company, and J. Lewis Wyckoff, president of the White & Wyckoff Manufacturing Company. At the City National Bank the following were elected directors: Timothy H. Fowler, of the Valley Paper Company, and Hampden Glazed Paper & Card Company, and Edward N. White, of the White & Wyckoff Manufacturing Company.

W. P. McCorkindale Promoted

William P. McCorkindale, well known in the local paper-making industry, has been made chief of the repair and maintenance department of the purchasing department at the general office of the American Writing Paper Company.

Mr. McCorkindale's promotion comes as a result of his thorough familiarization of the various phases of paper-making, after many years of study both in the office of the American Writing Paper Company and in the mills. He has worked in several of the division mills of the company, and before being transferred to the general office, was assistant superintendent of the repair shop.

Mr. McCorkindale comes from an old family of papermakers, well known locally.

Mr. MacKnickerbocker Resigns

News was received in this city last week that Hugh MacKnickerbocker, treasurer of the Esleek Manufacturing Company at Turners Falls, has resigned his position because of impaired health, and has left for Florida, to remain indefinitely. He has been connected with the Esleek Manufacturing Company for 17 years, and has been most efficient in his service. He resided in Greenfield and took active part in the affairs of the Greenfield Club and Greenfield Country Club.

In 1871 he came to Holyoke and entered the employ of the Beebe-Holbrooke Company, now a division of the American Writing Paper Company. He assisted in the erection of this mill and remained in its employ for 12 years. An injury caused him for a time to leave the mill, and he later entered the Mt. Tom division of the American Writing Paper Company as master mechanic. When that mill was absorbed by the American Writing combine and became the Parsons division, he remained at his post, continuing as master mechanic, and having altogether served more than 30 years. He retired in 1913.

The Dye Industry

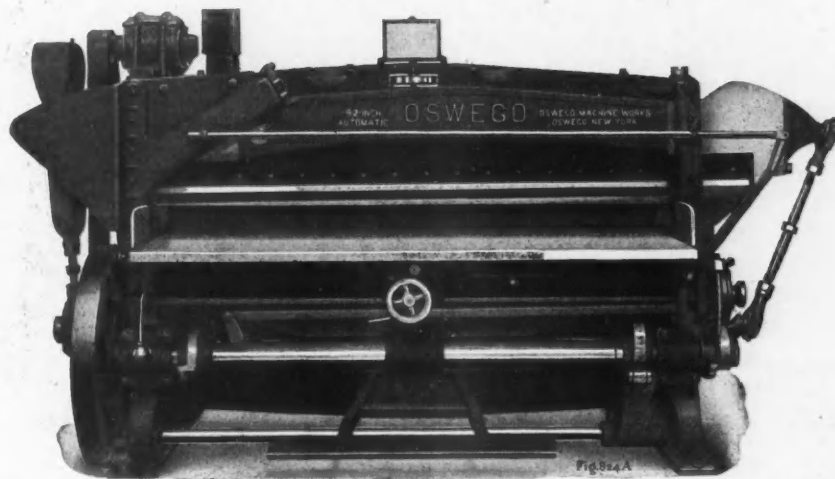
American enterprise and ability to cooperate are disclosed in a very favorable light in the report by Dr. V. L. King, of the artificial dyes and intermediates section of the War Industries Board, on the dye and intermediate situation in this country. The dye industry here before the war was practically limited to the assembling of dyes from intermediates manufactured in Germany. When the German supply was cut off, the American color makers were thrown upon their own resources, with the result that "probably \$100,000,000 of capital have been invested in this business since the beginning of the war, and today nearly all of the intermediates necessary for the dyes are being made on a commercial scale. The dye maker's work is not yet complete, but he has created approximately two hundred dyes equal in every respect in shade, strength, and working quality to the pre-war types and he has made them from American raw materials and American intermediates in quantity and variety sufficient to keep the textile mills in operation."

Both in amount of capital invested and in its contribution of chemical and technical experience the American dye industry owes much of its progress to the activity of the Du Pont Company in this field. In turning the vast output of its tar stills from "die" stuffs into "dye" stuffs, the Du Pont Company is operating on a scale and with an effectiveness quite up to its immense resources in men and money and to its century-old habit of achievement.

THE OSWEGO

HAS A NEW KNIFE MOTION

The new Oswego End-Pull Motion retains all the advantages of the Oswego reliable crank motion and Double Shear Stroke.



The New Oswego End Pull

Eliminates All Chatter. Makes a Glass-Face Cut on the Hardest Materials. Conserves Power and Knife Wear. Secures Rapid, Accurate, Clean Cutting.

To prove to yourself the value of the Oswego End-Pull Motion, try cutting hard linen ledger or bond papers and compare results with any other method.

OSWEGO MACHINE WORKS

NIEL GRAY, Jr., Proprietor

Main Office and Works, OSWEGO, N. Y., U. S. A.

NEW YORK
2720 Grand Central Terminal

CHICAGO
436 First National Bank Bldg.

ST. LOUIS
1500 Central National Bank Bldg.

CUTTING MACHINES EXCLUSIVELY — NINETY SIZES AND STYLES
All generally in stock for instant shipment. The Oswego and the Brown & Carver, 16-inch to 108-inch.
FOR PAPER, BOARD, CLOTH, CELLULOID, RUBBER, CORK, ETC.

Sent on request: The remarkable list of SOME USERS, embracing the entire globe.
THE OSWEGO IS THE BEST CUTTING MACHINE

WHITAKER BUYS BUSINESS OF THE PETERS PAPER COMPANY

Cincinnati House Adds Noted Denver Plant to Its Imposing List of Branches—Approximately \$500,000 Involved in the Transaction—Personnel of Peters Organization to be Retained—Phenomenal Growth of the Whitaker Paper Company—Concerns That Have Been Acquired by the Company—E. W. Lebanon to Continue as General Manager—The New Branch at Denver.

CINCINNATI, Ohio, January 20, 1919.—A. L. Whitaker, president of The Whitaker Paper Company at Cincinnati, has bought for his company the business of The Peters Paper Company at Denver, Colo., for a cash consideration authoritatively estimated at approximately \$500,000. The whole deal has been consummated so quietly and with so little publicity that the announcement comes as a great surprise to the industry as a whole, although speculation has been rife as to the probable disposition of the Colorado business ever since the death of its founder and principal owner, Mr. Peters, which occurred some weeks ago.

Logical Sequence of Events

To those who have followed the history of the wholesale paper business of this country for the past twelve or fifteen years, however, the first sense of surprise at this news is quickly succeeded by the realization that this is but a logical sequence to the earlier purchases of a similar nature effected by The Whitaker Paper Company during comparatively recent years and in widely separated territory. As the result of these purchases, The Whitaker Organization has built up a chain of divisional distributing points



NEW BRANCH OF WHITAKER PAPER COMPANY.

and branches that enable this company to cover practically the entire of the United States east of the Mississippi River with a blanket service. The acquisition of the Colorado property marks the first step in the extension of this service to the westward, and there is no reason to discount the significance of this move as a forecast of the Cincinnati company's apparently obvious ambition to cover the entire of the United States.

Concerns That Have Been Acquired

The veterans of the paper trade, both manufacturers and jobbers, remember, as if it were only yesterday, the advent of Abner L. Whitaker into the paper trade with a mere handful of loyal young followers, most of whom were just fresh from college. Mr. Whitaker had already won a national reputation



PRESIDENT A. L. WHITAKER.

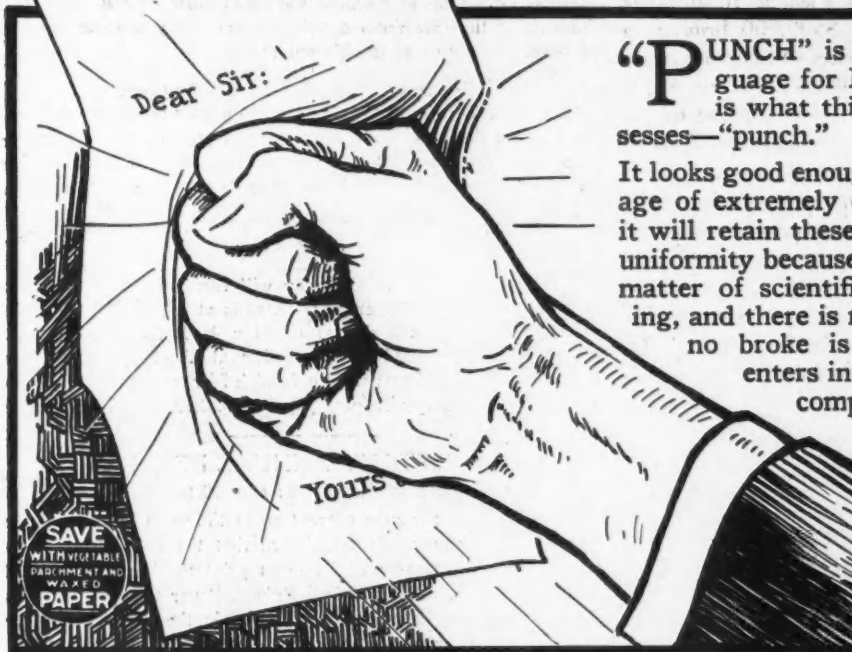
for himself not only as a whirlwind salesman, in which capacity he had contributed materially to the prosperity of those jobbing concerns with which he had previously been identified, but also as a human dynamo of energy and a man of extraordinary vision, ambition and capacity for organization. It was not long before the newly organized Whitaker Paper Company made itself a dominant factor in the market within a reasonable shipping radius of Cincinnati. Thereupon began the policy of expansion that has involved the establishment of branches with warehouses at Atlanta, Birmingham and Richmond, the opening of sales offices, fully equipped and efficiently manned, in New York, Chicago, Indianapolis, Columbus, Louisville, Dayton, Knoxville, Washington, D. C., Providence, R. I., Lexington, Ky., Pittsburgh and Akron. Even more significant, however, were the acquisition by outright purchase for cash of the old Bay State Card & Paper Company of Boston, some twelve years ago, of that rock-ribbed old Southern Corporation, the Smith-Dixon Company of Baltimore, Md., of the smaller but vigorous and growing business of the Burr Paper Company of Detroit, Mich., and of the Momberg-Albrecht Paper Company of Cincinnati.

Purchase of the Peters Co.

Now comes the purchase of The Peters Paper Company, with its long and honorable history and its valuable connections and efficient personal organization. When asked for a statement of the purchasing company's intentions with reference to the newly acquired division, Bryant Venable, secretary of The Whitaker

(Continued on page 48.)

KVP Bond has "punch"



Dear Sir:

YOURS

SAVE
WITH VEGETABLE
PARCHMENT AND
WAXED
PAPER

"PUNCH" is just good "Yankee" language for **REAL GUTS**. And that is what this new K V P Bond possesses—"punch."

It looks good enough now to win the patronage of extremely conservative houses—and it will retain these identical good looks and uniformity because the pearly whiteness is a matter of scientific computation and mixing, and there is no element to change it—no broke is used—all **NEW** stock enters into it. Have you seen and compared it?

KALAMAZOO VEGETABLE PARCHMENT CO.
Kalamazoo, Michigan
"Makers of Vegetable Parchment, Waxed Paper, and the world's finest UTILITY" Bond."

Foreign Department

The efficiency of our Foreign Department is the result of intelligent growth during a period of twenty years. The management has been steadily developed by the addition of trained experts, capable of handling every type of foreign transaction promptly, accurately, and intelligently. The volume of business handled has increased steadily. The services of these experts are at your command, and you are invited to call upon them.

The First National Bank of Boston

Capital, Surplus, and Profits, \$27,000,000
Resources . . . Over \$250,000,000

Branch at Buenos Aires, Argentina

BIDS AND SPECIFICATIONS FOR GOVERNMENT PAPER

Purchasing Officer of the Government Printing Office Opens Bids for Various Lots of Paper at Interesting Prices—Bureau of Supplies and Accounts of the Navy Department Awards the Manufacturers Paper Co. Award for Furnishing Large Quantity of Paper Towels—Panama Canal Opens Bids for Various Lots of Paper—Bids and Awards by Other Departments.

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., January 20, 1919.—The following paper bids have been opened at the Government Printing Office:

1,000 pounds (100 reams) of 17 by 22, No. 10 white French folio paper; Doble & Mudge, at \$.15; George W. Millar & Co., at \$.13½, \$.15½, and \$.17½; Lakeside Paper Company, at \$.13¾; Mathers-Lamm Paper Company, at \$.12½; and Maurice O'Meara Company, at \$.13.

5,000 pounds (200 reams) of 24 by 38, 25, blue news print paper; Republic Bag & Paper Company, at \$.0752; Henry Lindemeyer, \$.085; Mathers-Lamm Paper Company, at \$.0745, and \$.081; Doble & Mudge, at \$.078; and George W. Millar & Co., at \$.06½, and \$.07.

The Whitaker Paper Company has been awarded the contract by the Printing Office for furnishing 6,800 pounds (100 reams) of 31½ by 45½, 68, white M. F. printing paper at \$.1225, bids for which were opened on December 27.

2,500 pounds (50 reams) of 20 by 25, 50, robin's egg rough cover paper will be furnished by Knowlton Brothers Company, at \$.1125 per pound, bids for which were opened on January 15.

WASHINGTON, D. C., January 20.—Bids have been opened by the Purchasing Officer of the Government Printing Office for 2,500 pounds (50 reams) of 20 by 25, 50, robin's egg rough cover paper; Maurice O'Meara Company, at \$.125; American Writing Paper Company, at \$.115; R. P. Andrews Paper Company, at \$.122; Mathers-Lamm Paper Company, at \$.1125; Doble & Mudge, at \$.1125; Niagara Paper Company, at \$.135; Knowlton Brothers, at \$.1125; B. F. Bond Paper Company, at \$.1175; and Whitaker Paper Company, at \$.1175.

Government Printing Office to Open Bids.

Bids will be opened by the Purchasing Officer of the Government Printing Office on January 24 for furnishing 41,000 lbs. (205 reams) of 28 by 36, 200, water finish manila paper.

Bids will be opened on February 3 by the Purchasing Officer of the Panama Canal for 30 reams (15,000 sheets) of 22½ by 28½, 110, canary index bristol board. Bids will also be opened at the same time for 200,000 3 by 10½ inch manila tags.

Bids are to be opened on January 24 at the Government Printing Office for 15,000 pounds (300 reams) of 20 by 25, 50, dawn rough cover paper.

Awards by Navy Department.

The Manufacturers' Paper Company has been awarded the contract by the Bureau of Supplies and Accounts, Navy Department, for furnishing 300,000 rolls of paper towels to the various navy yards, at \$73,500. Bids for these towels were opened on December 20.

Bids for the Panama Canal.

The following paper bids have been opened by the Purchasing Officer of the Panama Canal.

100 reams (50,000 sheets) of 22½ by 28½, 100, manila tag paper; Old Dominion Paper Company, at \$1,198; Doble &

Mudge, at \$1,035; George W. Millar & Company, at \$1,000, and \$950; and R. P. Andrews Paper Company, at \$1,160.

Ten reams (5,000 sheets) of 20 by 28, No. 24, green safety paper; R. P. Andrews Paper Company, at \$108; and George La Monte & Son, at \$115.20.

Ten reams (5,000 sheets) of 17 by 28, No. 24, light green laid paper; Doble & Mudge, at \$50.30; George W. Millar & Co., at \$55; Republic Bag & Paper Company, at \$53.60; and R. P. Andrews Paper Company, at \$57.50.

Awards by Panama Canal

The purchasing officer of the Panama Canal has announced the following paper awards, bids for which were opened on January 6: Louis Wolf will furnish 2,000,000 hygienic paper drinking cups at \$2,100.

The White-Washburn Company will furnish 360 cases of sanitary paper towels at \$3,528.

The Whiting-Patterson Company will furnish 10,000 pounds of No. 16 white writing paper in 17-in. rolls at \$950.

Sixteen reams (8,000 sheets) of 18 x 46 No. 32 white ledger paper will be furnished by the Universal Trading Company at \$29,504. The same firm will also furnish 75 reams (36,000 sheets) of 24 x 36—60, heavy wrapping paper at \$481.50.

BROMPTON'S ANNUAL REPORT

(Continued from page 10.)

renew interest in a rumor current some time ago in paper trade circles. Last autumn it was believed that the International was contemplating a transfer of its news print machinery to a mill near one of the North American Pulp & Paper Company's plants on the Lower St. Lawrence. Difficulties in the operation of the Niagara plant, due to the power and pulp wood situations there, it was said, would be overcome by such a transfer. When news print authorities discussed the probable output of Canadian mills in 1919, allowance was made for the possibility of this transfer being effected. The North American Company's plants are at Chicoutimi, on the Saguenay River, and Chandler, Que. Another rumor is that the company will build a new mill at Three Rivers, where it already owns a fine site, together with undeveloped water power.

Big New Enterprise

The statement given in the PAPER TRADE JOURNAL on January 2 to the effect that M. J. O'Brien, the well-known lumberman of Montreal and Renfrew, was engaged in a big scheme for the utilization of the pulpwood resources at Des Quinze, in northern Ontario, at a point where there is some 250,000 h. p. of undeveloped water power, receives confirmation in the announcement of the incorporation of the O'Brien Power, Pulp & Paper Company, Limited, with head office at Montreal, and capital stock of \$2,500,000, to build and operate pulp mills and to carry on generally the business of manufacturing pulp, paper and paper products. Those interested in the company include L. A. Cannon, G. Parent, L. Casgrain, C. Deslauriers and A. Chouinard.

Charter Granted

The Standard Cabinet Company of Montreal has been chartered to acquire, lease, sell and deal in timber limits, and operate, develop and manufacture wood lumber, pulp wood, etc. The incorporators include Robert S. Weir, K. C., and Frank G. Dort, of Montreal. The capital stock is \$95,000.

Hyman Debrovy & Sons Expand

LOUISVILLE, Ky., January 20, 1919.—Hyman Debrovy, dealer in paper stock, has changed his firm style to Hyman Debrovy & Sons. The firm is removing to larger quarters and intends to expand largely its business in the rag and paper stock department.

It's Been Proven

Acid Proof Wood Pipe

Experts have put the best of themselves into the making of **WYCKOFF ACID PROOF WOOD PIPE**, the premier piping for paper mills—first, in strength, in durability, in capacity, in economy.

There is much to say about **WYCKOFF**—and paper mills throughout the country are glad to say it. Let us send you a few proofs.

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ELMIRA, N. Y., U. S. A.



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When your prices change, let us know about it.

We may have an outlet or some tonnage that will interest you.

Look us up—Ask someone about us.

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The Nash Hydro-Turbine Vacuum Pump and Its Advantages

Only three principal parts. Only one moving part, the rotor. Shaft is mounted on high grade annular ball bearings outside of casing. No valves, pistons, rods, crank shafts, loose vanes or gears. Compression is balanced, eliminating side thrust on the rotor. Note that rotor runs in casing with large clearance.

High Efficiency. Absolute Reliability. Air delivered entirely free from pulsation, and therefore can be measured with a Venturi meter. Air is washed as well as compressed and can contain no oil or other impurities. Can be constructed of Acid-Resisting Metal. Upkeep cost is practically nothing. Expert attendant not required.

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LEATHER BELTING

Trusted by us for belting us

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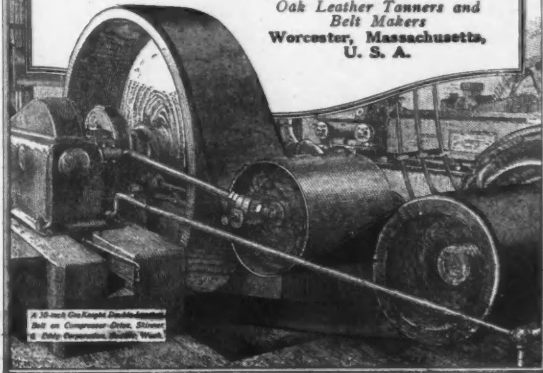
When the Belt Works Right

One ounce of performance is worth a ton of speculation as to horse-power delivery. The best answer in belt performance is when the belt works right—with the utmost of uninterrupted driving energy; with economy written into every fuel bill.

Write for a copy of our booklet, "Standardized Leather Belting," explaining scientifically the application of standardization to belting.

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Oak Leather Tanners and
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Worcester, Massachusetts,
U. S. A.



A 10-inch One-Flight One-End-Drive Belt on Compressor Drive, 500000
© 1919 Worcester, Mass. Works

New York Trade Jottings

Alfred Bleyer, of Alfred Bleyer & Co., paper dealers of 229 West street, has returned to his desk after a brief vacation spent in the South.

The Ann Metal & Paper Company has leased for a term of five years, beginning February 1, 1919, the five-story building at 50 New Bowery.

The annual banquet of the Technical Association of the Pulp and Paper Industry, will be held at the Hotel Astor on Tuesday evening, February 4.

R. S. Kellogg, secretary of the News Print Service Bureau, has just returned to his desk from Florida, where he visited his father, who is ill at present.

H. F. Harrison, of the West Virginia Pulp & Paper Co., of 200 Fifth avenue, has returned to New York from Pinehurst, N. C., where he competed in the advertising men's golf tournament.

Samuel Lakin, who was formerly with the firm of Lakin Brothers, manufacturers of paper boxes, of 149 Wooster street, has now joined the forces of Jacob Sincoff, a paper and twine dealer of 127 Greene street. Mr. Lakin will act as a paper and twine salesman.

Henry Atterbury, president of Atterbury Brothers, Inc., paper mill supply dealers of 38 Park Row, has been absent from his desk for some time now because of illness. At his office it was stated, however, that he is now getting well rapidly, and he is expected back at his desk in the near future.

The Doty & Scrimgeour Sales Company, Inc., of 74 Duane street, will move on February 1 to newer and larger quarters at 30 Reade street. At the same time this firm will give up its warehouse at 62 Duane street, as its new quarters will be large enough to take care of all its needs.

Major Howard E. Atterbury, secretary of Atterbury Brothers, Inc., dealers in paper mill supplies of 38 Park Row, has been relieved from duty with the Ordnance Department, and is now back at his desk again. Major Atterbury is very optimistic about the future of the paper business, and he predicts that 1919 will be the biggest business year the trade has seen in some time.

The annual meeting of the stockholders of the Kalbfleisch Corporation was held in New York on January 15, and the following board of directors was re-elected: Franklin H. Kalbfleisch, chairman; Robert S. Perry, Alfred B. Savage, Harry L. Derby, Richard Sheldrick. Immediately after the stockholders' meeting the board of directors' meeting was held and there were elected the following officers for the ensuing year: Franklin H. Kalbfleisch, chairman; Robert S. Perry, president; Alfred B. Savage, vice-president and treasurer; Harry L. Derby, vice-president; Richard Sheldrick, secretary; A. C. Kalbfleisch, assistant secretary.

Alvah Miller, senior member of the firm of H. G. Craig & Co., one of the most important paper firms of New York, and also vice-president of the St. Regis Paper Company, of New York, N. Y., has been elected a director of the Harriman National Bank. This institution is located at Fifth avenue and Forty-fourth street, in which section the pulp and paper trade is now centering. The Harriman National Bank enjoys the

unique distinction of having achieved a record percentage of growth, its assets now totalling approximately \$35,000,000. Mr. Miller's wide acquaintance and large knowledge of the industry should make him a valuable member of the board of directors of the bank.

Whitaker Paper Co. Increases Capital Stock

[FROM OUR REGULAR CORRESPONDENT.]

CINCINNATI, Ohio, January 20, 1919.—At the annual meeting of the Board of Directors of the Whitaker Paper Company, held at the home office in Cincinnati, on January 18, preliminary steps were taken for increasing the capital stock from \$1,000,000 to \$2,500,000, the entire increase to be in the common stock.

The details are not yet available, but it is apparent that none of this stock will be offered to the public, as it will be entirely taken up by the present common stockholders.

At the same meeting the following officers were elected for the coming year: A. L. Whitaker, president; D. E. Barry and R. B. Burch, vice-presidents; Bryant Venable, secretary and assistant to the president; Henry Junginger, Jr., treasurer; Henry D. Whitaker, assistant treasurer. F. B. Cummings remains managing director of the company's division at Boston, Mass.; J. Evan Reese, managing director at Baltimore, Md.; W. C. McLaughlin, managing director at Detroit, Mich.; James L. Wells, general manager of the Atlanta division; E. W. Lehman, general manager of the Denver division, formerly of the Peters Paper Company, of which Mr. Lehman has for many years been vice-president.

The organization of the Whitaker Paper Company at Cincinnati headquarters has been materially strengthened by the following appointments:

Thomas Fox, manager fine paper department, assisted by Chester A. Mirick. Both of these gentlemen are well known in the selling end of the paper game.

E. W. Kelley, formerly vice-president of the Robertson Paper Company at Bellows Falls, Vt., has become manager of the waxed, toilet, tissue and specialty department of the Cincinnati concern.

John A. Witt, previously identified with the U. S. Paper Goods Co., in the manufacturing end of the business, is now manager of the Whitaker envelope department, and A. L. Sykes, who is known to the cordage trade of the country from coast to coast and from Canada to Mexico, has become manager of the twine and cordage department.

News of the Trade in Western New York

[FROM OUR REGULAR CORRESPONDENT.]

NIAGARA FALLS, N. Y., January 20, 1919.—The International Paper Company plant here is receiving a large consignment of pulp wood from Watertown, N. Y., for use when the big mill is again started up. The mill was closed by the Federal power ban last spring. The repair of the power apparatus delayed the starting when the ban was lifted on January 2.

Employees of the Beaver Board Company held a banquet at the Statler Hotel in Buffalo last Wednesday night at the close of the annual conference of sales managers. George E. McDermott acted as toastmaster. Speeches were made by President W. F. McGalshen, Vice-President J. F. Haggerty, and Production Manager H. F. Teetsell. President MacGlashen, who leaves shortly for a business trip to Europe, was presented with a steamer by the employees.

The State Conservation Commission last Friday issued a special report on water power resources. It shows that if the whole flow of the Niagara River could be legally harnessed it would net the state a generative strength of more than 5,000,000 electrical horsepower. Development of the plants on the American side of the falls, it says, can increase the continuous power available to 382,000 horsepower.



== A ==



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To Refute Our Statement That More of These Four

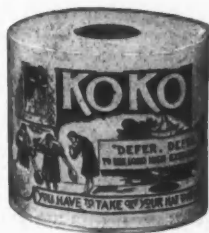
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brands were sold in 1918 than any four brands made by any manufacturer in the U. S. A.

The Bulsheviki can throw the "Bull," so can a Bullfighter, but it requires
QUALITY, SERVICE AND SATISFACTION

To Sell

ONE MILLION DOLLARS' WORTH OF GOODS
in 1918



**THE H. NORWOOD
EWING CO.**

Woolworth Bldg., New York
222 W. Kinzee St., Chicago



PAPER PRICES IN CHICAGO CONTINUE TO HOLD FIRM

No Concessions of Any Consequence Are Being Given on Even the Largest Orders—Mills Apparently Are Not Ready to Take Orders for the Mere Sake of Keeping Their Machinery in Operation—Paper Buyers Are Beginning to Believe What Mill Salesmen Have Been Telling Them All Along to the Effect That There Is No Chance for a Big Drop in Prices of Paper.

[FROM OUR REGULAR CORRESPONDENT.]

CHICAGO, January 20, 1919.—Paper prices of the city continued to hold firm during the past week, no concessions of any consequence being given on even the largest orders. The mills are seeking tonnage, but are not ready to take orders for the mere sake of keeping their mills in operation. The demand is sufficiently good to give a strong undertone to the market, and for the present, at least, prices seem safe enough. The awakening of many lines of business which were dormant during the war is adding to the consumption of paper, especially news print and book paper, both coated and uncoated. The volume of advertising is increasing, as pre-war competitive conditions return, and this is responsible, according to local paper men, for much of the gain which is being manifested. Buyers of paper are beginning to believe what the salesmen for the mills have been telling them all along—that there is no chance for a big drop in paper prices, and that the price of paper may possibly not drop at all.

The price of paper never stands still for a long period at a stretch, and if it does not drop there is reason to suppose that it may advance. Mill salesmen declare there is more truth than poetry in this contention, and declare that if wages continue to rise and the cost of materials refuses to stay at the present notch, an advance in the cost of paper is the next thing in order. The firm tone of the pulp market is something which is giving a great deal of concern to the convertors, of which there are many in the Middle Western territory. The unrest of labor all over the country is another disturbing element of the situation. In view of the lessons taught by the war, many of the mill representatives here feel that the pre-war methods of dealing with labor may never again be invoked without bringing disaster. Shorter hours and higher wages are not beyond the range of possibilities, and the granting of these things can mean nothing less than a considerable increase in the price of paper.

To Attend Paper Trade Convention

Plans are being made by the members of the local paper trade to attend the annual convention of the American Pulp and Paper Manufacturers and the National Paper Trade Association, to be held in New York next month. George Olmsted, president of the National Paper Trade Association, is devoting a good share of this time to preparations for the convention. He believes that a large delegation will attend from Chicago and surrounding cities.

Ed French, of the French Paper Company, Niles, Mich., was one of last week's visiting mill men.

Louis Dwyer, of the Seaman Paper Company, has returned from a week's trip to New York and other eastern points.

Mississippi Valley Association

The Mississippi Valley Association is the name applied to a new federation of commercial organizations throughout that territory. The purpose is to promote the business welfare of the valley. Committees are being formed to tabulate the improvements desired in each industry. When this work is completed, ways and means of securing the improvements will be discussed

at a general meeting, which will be held, probably, in St. Louis some time next summer. The paper industry is chiefly interested in transportation problems and rates in the valley. The situation at St. Louis is said to be unsatisfactory in this respect, and as the Mound City is a big paper distributing point, an early correction of conditions there is desired.

Ben Newhouse, manager of the Minneapolis branch of the Seaman Paper Company, paid a visit to the city during the week.

Tom Willis, of Chatfield & Woods, Cincinnati, Ohio, recently paid a visit to the trade of this city.

Frank Milham, of the Bryant Paper Company, Kalamazoo, Mich., was in the city last week.

Paper firms here are expecting a strike of express drivers to take place some time this week. The drivers want more wages and better hours. They have already voted in favor of a strike, but will wait to learn the attitude of the government before walking out.

General Trade Notes

D. F. Peck, of the D. F. Peck Paper Company, mill representative, has returned to the city after a short out-of-town trip.

E. E. Lloyd, of the E. E. Lloyd Paper Company, is contemplating his usual trip to Excelsior Springs, Mo. P. A. Van Vlack, of the Moser Paper Company, is another prominent paper man of the city who may soon take a short rest at the famous winter resort.

Frank Borchers, of the Menasha Paper Company, Steger Building, left last week on a trip to New York and other eastern points.

W. E. Dwight, of the Dwight Brothers' Paper Company, left the city this week for the South, where he will spend a couple of months.

Thirty-five manufacturers of paper boxes, mill representatives, and supply salesmen left over the New York Central early this week for Cleveland, Ohio, where they will attend the annual convention of the Western Paper Box Manufacturers' Association, which is to be held at the Hotel Statler in that city this week.

Frank Gray, of the Gray-Williams Company, paper mill machinery firm, has sold out his interest to Mr. Williams, his partner, to accept a position as an officer of the River Raisin Paper Company, at Monroe, Mich.

I. S. Reynolds, who for some time past has been manager of the Chicago branch of the Nekoosa-Edwards Paper Company, has resigned his position with that mill.

Robert Butterworth, of the Chicago branch of the Champion Coated Paper Company, of Hamilton, Ohio, has returned from a western business trip.

Ed Schmidt, of Parker, Thomas & Tucker, has returned to the city after a western business trip.

A. L. Whitaker, of the Whitaker Paper Company, Cincinnati, Ohio, spent a few hours in the city last week talking with his friends. He was on his way to Denver for a short rest and sight-seeing trip.

George Gilkey, of the Michigan Paper Company, was among the mill visitors last week. Mr. Gilkey said the plant of the company at Plainwell, Mich., is running at capacity, and that the business outlook is excellent.

The Chicago Stationers' Association held its annual banquet last Saturday evening, January 18, at the Congress Hotel. The banquet was followed by a dance. The organization has 1,052 stars in its service flag, it was discovered following a report from each member. Prof. Ralph Dennis, of Northwestern University, former United States Vice-Consul to Moscow, Russia, talked on "Russia and the Bolsheviks."

Ray Russell, of the Marathon Paper Mills, has returned to the city after spending the greater part of last week in the East on business.

Douglas Wray, of the Douglas Wray Paper Company, is back in the city after a trip to some of the mills.

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Paper Makers' Twine

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Hay Rope

Fine and Coarse Polished Twines

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Mills and Sales Office:

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The Sandy Hill Iron & Brass Works

Hudson Falls, N. Y.



Manufacturers of **Paper and Pulp
Mill Machinery**

Obituary

Philander Alphonse Streeter

HOLYOKE, Mass., January 20, 1919.—Philander Alphonse Streeter, 78 years old, probably Holyoke's oldest master mechanic, died last week at the Holyoke City Hospital. He was of the eighth generation of the family founded in America by Ursula Streeter of Gloucester. He was born in Vernon, Va., September 15, 1840, son of Benjamin Arnold Streeter, and a maternal grandson of Uriah B. Green, a colonel in the war of 1812.

At the time of the Civil War he responded to President Lincoln's call, and in June, 1861, enlisted in Co. C, Second Regiment, Vermont Volunteer Infantry. His regiment followed the sixth Massachusetts in their tumultuous passage through Baltimore, and was the second regiment to arrive in Washington from the North. He saw hard service with the Sixth, having left the Vermont outfit. He enlisted twice.

John E. Musick

ST. LOUIS, Mo., January 20, 1919.—John E. Musick, 76 years old, who retired five years ago as manager of the fancy paper department of the Graham Paper Company, died at his home in St. Louis Saturday after an illness of ten weeks.

Born on a farm near St. Louis, he came to this city in 1870, opening a printing shop at Third and Olive streets, shortly thereafter becoming connected with the Graham Paper Company.

Marinette & Menominee Paper Company Settles Suit

MENOMINEE, Mich., January 20.—After litigation lasting several years the city council of Menominee, Mich., and the Marinette & Menominee Paper Company settled their controversy over damage caused to Menominee streets during a flood in April of 1916 when the company paid \$500 to the city.

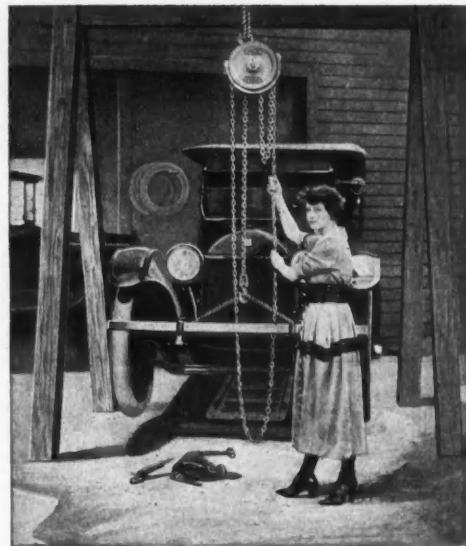
According to evidence produced at the hearing before the council the ice in the river thawed so rapidly in April of 1916 that the streams were unable to take care of the water and as a result it overflowed the banks and ran into the streets, causing many householders to leave their residences. The overflow threatened great damage to the paper mill until Menominee citizens, led by their mayor, dug channels through the streets to lead the surplus water away from the paper mill and to a canal which provided power for the paper company. Considerable dynamite was used in the work and after the flood abated a bill for damages was sent to the paper company, the city asserting that the digging of the channels saved the mill from possible destruction. The company asserted it had not authorized the work and was not justified in paying for it. Suit was started but never reached a head. Last week the council and representatives of the paper company held a conference and the company agreed to pay \$500 if the case would be dropped.

Marden, Orth & Hastings Open New Office

On January 2, Marden, Orth & Hastings Corporation opened a new office in the Syndicate Trust Building, St. Louis. This is the eleventh branch of this corporation, which has its head offices at 136 Liberty street, New York City.

Mr. Lewis, who was formerly connected with the Chicago branch of the corporation, will have charge of the sales of chemicals, oils, dyestuffs and intermediates, and tanning materials. The edible oil departments will be in charge of Mr. Schnabel, who was formerly in charge of the same departments at the Louisville branch.

The St. Louis office has been opened for the greater convenience of the many customers of the corporation in Missouri and adjoining States, who will receive prompter attention by directing all inquiries to the new office.



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or for general work the YALE
Spur-Gear'd Chain Block is
equally adaptable.

Easily operated, SAFE with any
user, speedy and perfectly reliable
under all service conditions, the
YALE Spur-Gear'd Chain Block is
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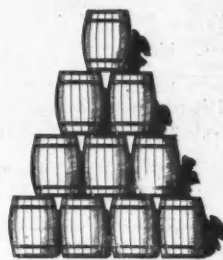
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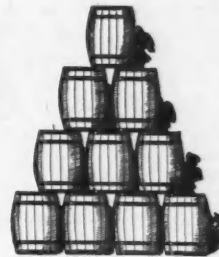
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TRADE MARK has been defined as "a mode of connecting certain goods in and the mind of the public with a particular manufacturer or seller, and its function is to give to the purchaser a satisfactory assurance of the make and quality of the article he is buying."

Our brands carry the full weight of this assurance.

They are carefully made according to the best methods known to chemical science. They are characterized by a uniformity of standardization only possible to the experienced dyestuff manufacturer and they have for years met with the approval of the discriminating buyer.

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or in America by E. I. DU PONT de NEMOURS & CO.

LEVINSTEIN

Editorial

Vol. LXVIII. New York, Thursday, January 23, 1919 No. 4
FORTY-SEVENTH YEAR

Paper Trade More Hopeful

While the demand for paper of practically all descriptions is not active, there is unquestionably a more hopeful disposition on the part of most men engaged in the paper business to look for a considerable improvement in the not very remote future.

Business has of course been restricted by the fact that buyers of paper have been keeping out of the market, or confining their purchases to merest necessities, because of the likelihood of prices declining precipitately through the ending of the war. That this has not as yet occurred, however, is not unreasonably taken as cause for increasing encouragement as the weeks pass by. As may be seen from press dispatches printed elsewhere in this issue of the PAPER TRADE JOURNAL, mill men are more likely to close their plants than give way to the pressure to make unreasonable price concessions.

While it is admitted that price in the course of time must be revised, it is not acknowledged that that time is at hand, so far as paper is concerned.

Speaking about the matter of prices in its annual review of the year, the Federal Reserve Board makes the following interesting observation:

"In the United States, as in other countries, the first question asked by business interests relative to the transition to a peace basis has to do with the possible drift of prices. The price equation has been fundamentally altered in both its terms—on the monetary side in the supply and distribution of the metallic medium, as well as, much more largely, in the supply of credit; on the commodity side through changes in the volume and distribution of goods and the location of existing stocks of these goods.

"As a result of the operation of these factors on both sides of the price equation, prices have, as it is well known, practically doubled in the Western countries. In some the increase has been more than 100 per cent, in others less, but the statement that the price level is now twice as high as it was at the outbreak of the European war is in general terms a fair representation of the case.

"That this situation is abnormal and artificial, and that it consequently is not likely to perpetuate itself, is obvious. Some authorities have expressed themselves as expecting a sharp reduction in prices consequent upon the close of the war, but no such reduction, or even a general tendency in that direction, has thus far exhibited itself, and the more conservative view would appear to be that there will be a gradual reduction in prices, probably not to their former level, but to something approximating it."

Neither stocks of raw materials nor manufactured paper are large, and if the active demand for paper, which some authorities in the industry foresee, should suddenly develop, some buyers of paper who have too confidently awaited the stampede in prices might be disagreeably disappointed in obtaining supplies.

Standard Paper Trade Directory

Under the caption of "The Standard Paper Trade Directory" the *Pulp and Paper Magazine of Canada* prints a review of Lockwood's Directory of the Paper, Stationery and Allied Trades, which so aptly refers to the principal feature of the work that the publishers of Lockwood's Directory take pleasure in reprinting the article in this prominent position.

"There is probably no publication that is so eagerly awaited each year as Lockwood's Directory of the paper and stationery trades. The latest number, which was the 44th annual edition, was distributed a few weeks ago. A year ago the Lockwood Trade Journal Company found it necessary to increase the price of the publication from \$3.00 to \$5.00. In spite of this increase, and although an extra number were printed, every copy was disposed of. During the past year the company has been busy bringing the directory up to date and revising it.

"An adequate review of the book would require more space than is available. It is probably sufficient to say that the 1919 edition is even better than any of its predecessors. There is hardly a paper man on the continent who is not acquainted with this publication, and considering the present world conditions and the circumstances affecting the paper trade, we consider ourselves fortunate in being sure of having our copy while the book is still available.

"A feature which would be of particular interest to pulp manufacturers as possible outlets for their product and to paper manufacturers as possible rivals for foreign markets is the list of paper and pulp mills in Mexico and South America. We were surprised to find that there are so many.

"Canadians connected with the industry and others interested in Canadian pulp and paper trade will find the list of mills in the Dominion of great assistance. If it is desired to know the location of any of these plants we would refer to a map in the *Pulp & Paper Magazine* for November 7.

"Among the other features of the book are departments giving manufacturers listed according to products both in the United States and Canada, and other dealers as well as manufacturers. There are also lists of bag, box and other paper product manufacturers, dealers in paper stock and mill supplies, general paper dealers and stationers. An interesting department is that giving a list of water marks and brands with the concerns using them.

"The Lockwood Trade Journal Company is certainly to be congratulated for the appearance as well as the contents of this book."

Foreign Trade Convention

The National Foreign Trade Council will hold its Sixth National Foreign Trade Convention at the Congress Hotel, Chicago, on Thursday, Friday and Saturday, April 24, 25 and 26, 1919. The formal call will be issued shortly by the chairman of the Council, Mr. James A. Farrell, president of the United States Steel Corporation.

In the past these conventions have drawn an increasingly large number of the prominent business men of the country, representing all forms of industry, commerce, finance and transportation. To these will now be added the representatives of

labor. In this way the delegates are supplied with a broad view of the business situation, with specific information to meet their individual needs, and with advice and inspiration for the coming year.

The convention in April will deal with foreign trade as a factor in stabilizing American industry—problems involving the conversion of war industries to the needs of peace; development of our foreign trade to provide employment for our soldiers, sailors and war workers, and the formation of a definite policy dealing with the future of our new shipping.

The procedure of the convention will be along the lines that have proved so successful in the past: general sessions with prepared papers by the leading authorities, followed by discussion; group sessions, consisting mainly of discussion, in which the special interests of different types of business are treated; individual conferences with Government representatives and trade advisers.

It is expected that the attendance this year will be unusually large. There is a growing realization throughout the country that foreign trade is essential to continued prosperity, and many concerns are turning to the foreign field for the first time. For these the convention offers an unusual opportunity to profit by the experience of older export firms and to learn the general policies of the country in respect to foreign trade.

Mills in Northern New York May Shut Down

[FROM OUR REGULAR CORRESPONDENT.]

WATERTOWN, N. Y., January 20, 1919.—A decided lull in the paper manufacturing business in this section is now at hand, and unless orders soon pick up some of the mills may be forced to shut down for a brief time. The situation does not apply so much to news print mills as to the manufacturers of other grades.

The trouble is attributed to present unsettled conditions of the market. Jobbers are holding back on orders until after the inventory, which usually makes business dull at this time of the year, and in addition to that they are reticent to place orders just yet until they discover what is liable to happen to the market. All this is being reflected upon operations at the mills. Few of the plants have storage facilities sufficient to keep the mills running for many days, so if the paper cannot be shipped it can't be made.

Frank L. Moore, president of the Newton Falls Paper Company, said today that while he is having applications from more men than he can use, unless business soon recovers he will be forced to close down his mills. He said he expected conditions would be better after the inventories are completed and jobbers learn just where they stand.

Knowlton Brothers' Company has had its large paper machine down for more than a week while repairs are being made. It is understood that the time was propitious because of a lack of orders, and that it may be some time before this machine is started. The small machine in the mill is kept running.

Taggart Paper Company is keeping its mills running full time. This concern is working under a long term contract, which uses all the mills can produce.

While the mills of the St. Regis Paper Company are still being kept running, President Carlisle said that in event conditions should so adjust themselves that the orders would not cover production, he would place the paper in storage.

The news print mills are not feeling the order shortage like other mills. It is claimed here that some of the large news print concerns are already oversold and that this will require the plac-

ing of orders with other mills to fill the orders. These mills are all running at full capacity now.

While labor troubles are developing in other lines of industry in this section, no word of trouble in this respect is being heard among the paper mills.

Card Board Men Form Association

The card board manufacturers met at the rooms of the American Paper and Pulp Association on Wednesday of last week to consider the advisability of forming a card board manufacturers' association.

The meeting was called to order and a temporary organization formed, with J. B. Van Horn, of the Holyoke Card & Paper Company, elected to serve as temporary chairman. J. A. Lowe was elected temporary secretary.

After a short discussion it was unanimously voted by roll call of those present that a permanent association should be formed.

A nominating and organization committee, consisting of Messrs. Emerson, Ewing and Conner, was appointed to report at a later meeting to be called at the time of the American Paper & Pulp Association convention in February. Another committee on trade customs was appointed, consisting of Messrs. Suter, Bee and J. A. Lowe.

This committee also will report at the next meeting.

The meeting was very enthusiastic, particularly, in view of the large representation of this branch of the paper industry. It is expected that the one or two mills who were not represented will become members of the organization at the time of the next meeting.

J. B. Van Horn, Holyoke Card & Paper Company, Springfield, Mass.; Lowell Emerson, Rhode Island Cardboard Company, Pawtucket, R. I.; N. N. Fowler, Hampden Glazed Paper & Card Company, Springfield, Mass.; H. W. Suter, Champion Coated Paper Company, Hamilton, Ohio; G. H. Gerpheide, Bardeen Paper Company, Otsego, Mich.; J. J. White, Whitmore Manufacturing Company, Holyoke, Mass.; Raymond Bee, Wabash Coating Mills, Wabash, Ind.; J. H. Conner, American Coating Mills, Elkhart, Ind.; H. G. Lowe, Lowe Paper Company, Ridgefield, N. J.; D. V. Lowe, Lowe Paper Company, Ridgefield, N. J.; J. M. S. Ewing, A. M. Collins Manufacturing Company, Philadelphia, Pa.; B. C. Hill, American Coating Mills, Elkhart, Ind.; A. G. Wilson, New Jersey Coated Paper Company, Montclair, N. J.; Chas. Kinnerman, Falulah Paper Company, Fitchburg, Mass.; J. A. Lowe, Falulah Paper Company, Fitchburg, Mass.

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OUR TIGHT FITTING, DIAMOND "W" JACKETS
WILL NOT LICK UP AT ANY SPEED

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Recent Incorporations

GREAT LAKES PAPER COMPANY, Chicago, Illinois: Capital, \$15,000. Incorporators: J. Owen Lee, B. J. Hazlewood and Otto C. Brushlman.

AZOTH PUBLISHING COMPANY, Inc., Manhattan, New York; printers, stationers and booksellers, etc.; capital, \$25,000. Incorporators: H. S. Whitcomb, 4260 Broadway; E. H. Underhill, 4 West 129th street; G. W. Wise, 45 West 45th street, New York City.

THE NEW YORK CALL PRINTING COMPANY, Inc., Manhattan, New York; general printing business; capital, \$100,000. Incorporators: S. J. Block, 203 Broadway; L. A. Malkiel, 116 Nassau street; J. Gerber, 7 East 15th street, New York City.

GREAT LAKES WALL PAPER MILLS, Inc., \$275,000. Incorporators: M. M. Clancy, P. B. Drew, C. L. Rimlinger of Wilmington.

FR-BO-PAK COMPANY, Manhattan, New York, lithographing, printing and paper products; 1,000 shares preferred stock \$100 each; 10,000 shares common stock no par value; active capital \$150,000. Incorporators: W. A. Phillips, H. E. Kondolf, J. W. Horner, Jr., Nassau and Cedar Sts.

Britain to Renew Forests

The Forestry Sub-Committee of the Reconstruction Committee of Great Britain recommends the afforestation of 1,770,000 acres in the United Kingdom. Taking eighty years as the average rotation, two-thirds of the whole should be planted in the first forty years. From the fifteenth year onward the scheme would begin to provide pit wood from the quicker-growing species on the better kinds of mountain land. By the fortieth year, the plantations made in the first ten years alone would contain enough timber to keep the pits supplied in emergency for two years at the present rate of consumption. The total cost for the first forty years is estimated at \$75,000,000. After that time, the scheme would be self-supporting.

The whole sum involved is, therefore, less than half the direct loss incurred during the years 1915 and 1916 through dependence on imported timber.

TAGGARTS PAPER COMPANY

MANUFACTURERS OF
ROLL NEWSPRINT. H. W. & W. PROCESS.
ENTIRE PRODUCT FOR 1919 CONTRACTED.

Mills at
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Sherman Building, WATERTOWN, N. Y.

ALMY, VAN GORDON & EVANS

Attorneys-at-Law

46 Cedar Street

New York

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That Backbone of Steel

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TRADE IN PHILADELPHIA GROWS MORE SATISFACTORY

Early Business of 1919 Is Said to Be Starting Off Quite as Well as Did That of 1918—Paper Stock Dealers Report a Little Better Business Than Recently, Although the Expansion in the Demand Is Said Not to Be Very Large—Paper Dealers Show Increasing Interest in the Convention of the National Paper Trade Association, Which Is to Be Held Early Next Month in New York.

[FROM OUR REGULAR CORRESPONDENT.]

PHILADELPHIA, January 20, 1919.—Inventories have been completed now and the books are open for the new year. On all there are entries, on some numerous orders. It is true that the larger dealers who had government requisitions flooded upon them in war days, now miss these and that on the surface at least there is a perceptible cessation of activities. But aside from this extraordinary business the regular commercial demands are coming in most satisfactorily, and the early business of 1919 is starting off quite as well as did that of 1918. There is a very satisfactory market for the better grades of book stock required for high grade announcements and prospectuses and for catalogues. The market for sulphites has eased off to an extent and price concessions are being made, but there is nothing of an alarming nature to give concern. In briefest terms, business can be said to be fair.

There is a little gain over last week in the business of the paper stock folk, but it is not marked. The mills, too, have completed the year end transition readjustments and they are now in the market for special requirements. For the general run they are still well stocked up and so the bulk of stock business does not loom up large. But there is entire feeling of confidence begotten of the realization that with the readjustment period over, all will be well ahead.

Convention of National Paper Trade

There is one all absorbing topic of trade interest—the meeting of the National Paper Trade Association. Every head of firm in this city is expected to be at the meeting, because by reason of the unusual condition in business maintaining this year, the conference in New York will have a deeper significance, a more direct bearing and a more distinct and actual financial return to those participating than did any of its predecessors. In realization of this extraordinary interest at an extraordinary time, Harvey E. Platt, of the J. L. N. Smythe Company, vice-president of the Coarse Paper Division, has endeavored to anticipate the interest and therefore has arranged with William C. Ridgway, national secretary, and with Simon Walter, chairman of the Pennsylvania Coarse Paper Division, to have each member of the division be prepared, at New York, to make a detailed and specific report of actual conditions in his particular business territory. These reports will be the theme for the heart to heart conference to be held in New York on Tuesday, February 4. The other delegate, Morgan H. Thomas, of Garrett Buchanan Company, representing the Fine Paper Division of the Pennsylvania group, is planning a similar survey for his field.

Simon Walter Improves Building

Simon Walter, who robs himself of a part of his time to sit in Common Council Chamber, is making extensive alterations and improvements to his building, 321 Cherry street, with a view of making it not only more comfortable, but more adaptable to the expeditious handling of business, which because of large expansion in recent months is necessary. New partitions are being placed and there is a general brightening up. Two additions to the sales

force have been made—Stewart Raines and W. C. Cunningham. Both will be added to the Philadelphia sales force. The staff will be enlarged with the return of the boys from the front in order to take care of the specialty lines which he proposes to install after his return from the convention. He will have more time then, too. Mr. Walter was an active worker on the Jewish Federation of Charities' campaign, which recently raised \$1,000,000 for local activities. The particular group on which Mr. Walter served, with Ellis Gimbel, head of Gimbel Brothers, raised \$55,000, and was the second largest in results, out of 77 teams engaged.

For an International Reserve Bank

While I. C. Blandy, president of the American Wood Board Company, Schuylerville, New York, and treasurer of the Blandy Paper Company, was in the city last week he did much missionary work on behalf of his hobby, an International Reserve Bank. He believes such an institution "will help meet the after war situation now confronting the world," and he therefore requested every member of the trade to send an indorsement to the Congressional representatives from this city.

General Trade Notes

The Whiting Paper Company is making a display of its new 1919 staple line of high grade writing papers. Four windows are devoted to the purpose, but there is to be a city-wide campaign and display, and the propaganda is to be carried into the territory tributary to the Philadelphia headquarters, Pennsylvania, Maryland, New Jersey, Delaware, Virginia and West Virginia. The government restrictions having been removed, there is possible a return to the exquisite packings of before the war days, with extension bottom and top boxes.

Leon Beck will leave the city next week to attend the conference of paper box makers to be held in Cleveland January 22, 23 and 24. Charles Beck, also of the Charles Beck Paper Company, is in New England.

The American Writing Paper Company, Bourse Building, is sending to the local trade a pamphlet picturing and describing the twenty-six mills under its control, personnel of the directorate and many details of manufacture. Particular interest is found in the Plattner and Porter Division, Unionville, Conn., where Coupon Bond, the firm's de luxe brand, is made.

The Curtis & Bros. Mills, at Newark, Del., are reported by Charles Megargee Levis, manager of the Philadelphia offices and vice-president of the company, to be running on 100 per cent. capacity. In his opinion there will be no easing off in price of high grade papers because of continued high prices of raw materials and of labor. The mill is now particularly engaged on book cover and bond papers.

Envelopes will continue high priced in the opinion of Charles J. Cohen, president of Charles J. Cohen Envelope Company, for the reason that envelope paper will remain high, and there being no decline in initial cost of other materials and of labor, the answer is plain. The firm last week installed a special machine for making special sized envelopes. It is a complicated machine, but is very high powered and has a tremendous output.

C. H. Peoples, secretary and treasurer of the States Paper Company, 720 Arch street, has been released from active service in the Supply Department U. S. Navy, and is back at his desk. A. S. MacNair, who acted as manager, is back on the street as salesman. A. P. Ziegler, vice-president, is back after a four-months' confinement in a hospital. The firm specializes on bonds and ledgers.

The Aetna Engraving Company, formerly 1238 Cherry street, has removed to 1010 Race street, and has added paper box, cutting, gluing and other machines. The firm's entire output of papeteries is sold to the Woolworth Company.

John Jacobs, president of the Philadelphia Paper Manufacturing Company, who has been ill with influenza, is back in harness. The two Fairbank beam scales, recently installed, are ready for service.

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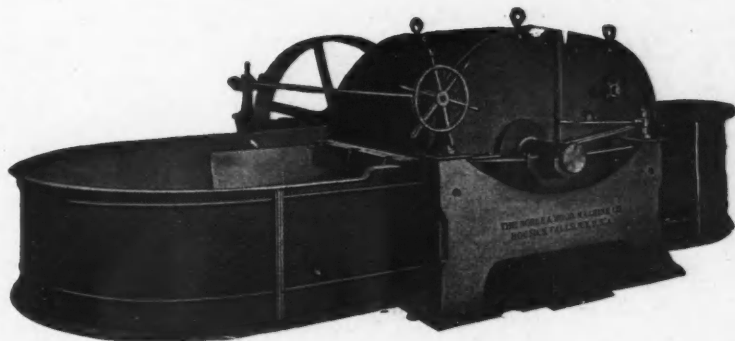
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Wood or Iron Tubs; adapted to every paper mill condition

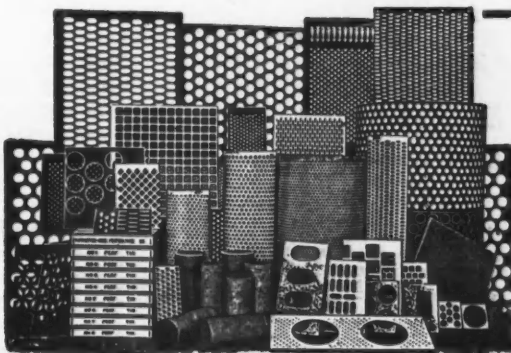
Jordan Engines—
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Board Machines

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QUESTION GOVERNMENT RIGHT TO FIX PRICE OF PAPER

(Continued from page 12.)

subscriptions, which are as low as 3 cents per ton," said Mr. Montgomery, "this item of wrappers is the one about which the publishers would make most noise. And I admit," he added, "that there is more to be said for that one item than any other in their whole claim. It is like a merchant weighing goods in bags; you can make a very nice argument as to whether he is entitled to. But it all comes back in the final analysis to the same thing. A usage has grown up"—

"It is not a question," interrupted Mr. Tilley, publishers' counsel, as to whether it is right or wrong to weigh the wrappers. The question is whether or not the proper divisor is being adopted in order to secure the accurate cost of news print per ton."

"The custom of the trade is and always has been that which has now been followed," reiterated Mr. Montgomery, "and cost statements are always gotten up that way. If you don't figure the matter out in that way, then you have to allow for it by adding a larger margin, that's all."

In reply to a question from the Tribunal, Mr. Montgomery admitted that the costs of the wrappers is undoubtedly included in the manufacturers' costs, but that their weight, which he thought was about 32 pounds to the ton, is not included in the weight by which costs are divided in arriving at cost per ton. "I'll admit," he added, "that if you want to get anything scientific or an ethical proportion, there is more to be said for this item than any other the publishers have."

Patriotic Fund Subscriptions.

Coming to the charge that Patriotic Fund subscriptions of the mills have been included in their news print costs, Mr. Montgomery said: "They are somewhat in the same class as wrappers as far as the ethical side is concerned." But the question of charging them had been raised in the United States investigation and as quickly dropped. "Whether or not it satisfies the publishers of Canada, it did in the United States. The short and long of it is that all these companies do run, as incidental to their business, a charitable account. The payment of Patriotic Fund subscriptions is as much an expense which they would not be put to if not operating, as any other expense. In a sense it is a voluntary tax; in another, a forced tax. Every company operating has to meet contingencies of that kind. Some other war burdens have been distributed more equitably by taxation than this Patriotic Fund was by other methods.

"Shareholders, officers and employes of the paper mills," went on Mr. Montgomery, "subscribed independently and individually to the same funds. As regards the companies, the taking in of company subscriptions was a matter of bookkeeping, and it is unfair to suggest that manufacturers have advanced the price of news print and passed on to publishers the cost of their own subscriptions. You know how much opportunity we have had to advance our prices. The whole thing only means that the cost was just that much higher and the profit so much less. I don't think any one would suggest that any manufacturer, having subscribed to the Patriotic Fund, would have added that to the price of paper."

Justice Middleton: "Every bank paid and charged it up."

Mr. Tilley: "Against profits?"

Mr. Montgomery said that the companies paid these amounts and had to charge them up somewhere. Did the publishers say that was wrong? Or was it wrong of the accountants because they, in their judgment, included the items in costs? It cannot be said that the costs of the subscriptions are passed on to the publishers unless it is shown that when the companies made

the subscriptions they advanced the price of paper accordingly. If the publishers choose to make up the costs and show them in that form, we are not responsible. Our ordinary reasonable selling costs are not made up in that way, and subscriptions are not passed on as has been alleged."

Likely Not to Be Book Paper Investigation.

Until the magazine and periodical publishers are interested enough to bring evidence before him, Controller of Paper R. A. Pringle will not start an investigation into the alleged extraordinary advances in the price of book print and other papers. "I am ready to call a meeting any time the publishers say so," Mr. Pringle said today, when the PAPER TRADE JOURNAL asked him if he would start an inquiry. He has heard some evidence about book print paper prices, but not enough to justify an inquiry.

The Item of "Going Value"

Finishing his address before the news print tribunal on behalf of the paper manufacturers, George H. Montgomery, K. C., chief counsel, dealt with the item of "going value," which he claimed should have been included in investment allowance, and which Commissioner Pringle did not specifically include in Canada, though it had been recognized in the American hearings. He defined "going value" as the value of property as a going concern, as distinct from "bare bones" value, and also embracing the element of money lost in the early stages of operation. These things, he contended, had a distinct value over and above the actual cash output and expenditure which had gone into the value of the physical structure. He quoted an American decision to the effect that absence of allowance for going value requires the investor to suffer a loss if the enterprise fails, but does not allow him any additional or compensating return if the enterprise succeeds. Applying this to the paper mills, he said, such plants as that of the Laurentide Company could only be reproduced by years of trouble and experience. Any one taking it over would gladly pay more for it than the physical value. Those who had built it up were entitled to a reward for the enterprise shown and the experience accumulated.

Urging an adequate allowance for working capital, Mr. Montgomery said that in normal times it might be possible to buy coal and other supplies as needed. But in abnormal times, such as the period of 1918 under consideration, large reserves had to be maintained, thus tying up working capital. Moreover, in the paper business, shipping to Australia and other distant points and in the first instance using wood which might have been years in reaching the mills, there would sometimes be a period of as much as five years between investment and return. The news print business was one, he claimed, in which the turning over of moneys invested was a slow process; hence ample working capital was needed. As to loss on investment in the earlier years of a mill's establishment, he suggested that it was five years as a rule, before a concern really gets going. Even then it was a hazardous business. Mr. Tilley had talked, he said, as if the only hazard was fire. As a matter of fact, the loss from insects was greater than the loss from fire.

Mr. Montgomery said the tribunal should also take into consideration the fact that the newspapers had had time to adjust their subscription rates, etc. In concluding his address, counsel summarized the whole inquiry, saying: "We in Canada are engaged at great expense in 'knocking' our product in the export market." He cited the fact that American publishers were already demanding a rehearing of the price-fixing case on the grounds of what had been brought out in the recent Clarkson report in Canada.

(Continued on page 48.)



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Coated Cardboard, Boxboard and Lithograph Paper, including Lithograph Blanks, Postal Card Stock, Tough Check, Railroad, Thick China, Transluents and Menu Board.

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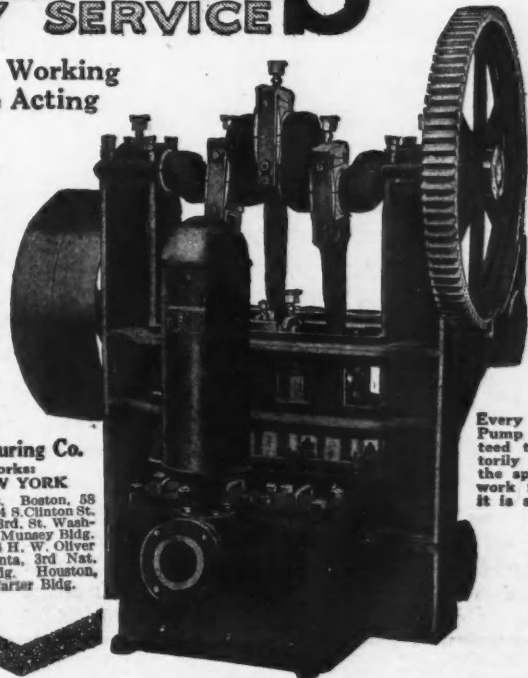
Fig. 1696 has been extensively adopted for pulp grinders, mine pumping, general water supply, boiler feeding, etc., etc. Built in many capacities, ranging from 120 G.P.H. with the 1½ x 2 pump to 21,000 G.P.H. with the 8 x 10 size. These sturdy, dependable, high-quality pumps have been found superior for industrial mining and engineering pumping services.

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Every Goulds Pump is guaranteed to satisfactorily perform the specific work for which it is sold.

Blow Up Paper Firm's Dam

[FROM OUR REGULAR CORRESPONDENT.]

WATERTOWN, N. Y., January 20, 1919.—The Gould Paper Company dam built on Red river ten years ago, has been blown up by dynamite at the hands of state authorities. The dam was located on state lands and had been kept in repairs by the Lyons Falls Company in order that logs might be brought down the river to the mills. The elimination of this dam deprives the company of a waterway for the floating of its pulp wood.

Just why the dam was blown up does not appear. The company has several dams on its land further up near the head waters of Red river, but this one was necessary so that the logs could be brought down from the 7,000 acres of timber land owned by the company in Townships No. 3 and No. 4. Even though something might be done to replace the dam, it would be impossible to do so before spring. About a fourth of the company's pulp wood supply comes down this river.

About 12,000 cords of spruce have been cut and are ready to be placed on the bank of the river when snow comes. The company usually employs about 100 men during the winter to get out and peel the logs so that the spring freshet will carry them down. Without the dam such work this winter will be useless. If the

dam cannot be replaced it will be necessary for the company to abandon logging on this tract.

President G. H. P. Gould, of the Lyons Falls Company, said that he had not taken up the matter with the state authorities, but was awaiting developments. He said that he received no notice whatever that the dam was to be destroyed.

PRICE, SUPPLY AND DEMAND

(Continued from page 14.)

catch up in a long while with this flood of domestic and foreign orders when it fully develops.

Conclusion.

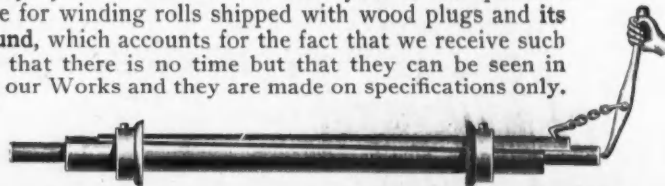
"To summarize the above, you will note that the supply of stock at the mills at present is just sufficient, prices are absolutely firm because of sound uninflated values and because of high costs, whereas domestic and foreign demand will soon require more of our paper than our mills can produce.

"Therefore, it might be well for the paper merchants very soon to begin buying in order to avoid a congestion of orders at the mills, with consequent delayed deliveries, fluctuating prices upward, and all such undesirable conditions as were experienced in 1916, which you and we do not want to see again."

THE BAKER & SHEVLIN

Patent Split Winder Shaft

as manufactured exclusively by us has stood the test for years in competition with all other shafts made for winding rolls shipped with wood plugs and its equal has not yet been found, which accounts for the fact that we receive such frequent orders for them that there is no time but that they can be seen in process of manufacture in our Works and they are made on specifications only.



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For the Paper Trade

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New York Market Review

OFFICE OF THE PAPER TRADE JOURNAL,
WEDNESDAY, JANUARY 22, 1919.

The New York market is still very inactive, and there has been no improvement in the demand for paper. It is not hard to find the cause for the present inactivity, however, as buyers are only purchasing hand to mouth quantities of stock, in the hopes that prices will soon come down. It is natural that this condition should follow the ending of a war, and it is natural for buyers to believe that prices will soon come down from high war levels. However, prices can not come down until costs go down, and just how long it will be before all conditions readjust themselves is hard to tell.

News print continues in good demand. The market has entirely recovered from the slump it suffered last week, and while side runs are still weak, the rest of the market shows strength. It is unusual that the print paper market should be as strong as it now is, at this time of the year, and dealers are well satisfied.

The market for fine papers has not improved to any great extent during the week. The demand is still very poor, and prices have dropped on some grades of fine papers because of this poor demand. Heretofore prices have been well maintained, but this week has brought lower prices on at least one grade of writing paper, and several grades of book papers.

Prices for coarse papers have also fallen slightly off this week, due to the poor demand for wrapping papers. The demand for all wrappings has fallen steadily off since the war ended, but up until this week, prices have been fairly well maintained. This week, quotations on kraft are lower than they were last.

There has been no improvement in the demand for tissues reported this week. The market is still very weak, and at present the Government demand for roll tissue is the only strong factor shown. Prices have been maintained for all grades of tissues, however, and quotations have not changed.

The board market continues weak. There have been no further changes in price since last week, however, but only the high cost of manufacture has kept prices at their present levels. There is hardly any demand for board at present, and there is but little board moving.

Chemical Pulp

There has been but little change in the condition of the chemical pulp market this week. Sulphite pulps have shown up a little better this week than they have in the past, and dealers report that they are receiving a fair number of inquiries for other grades of pulp. It must be remembered, however, that at this time of the year many paper mills are shut down for repairs, and other reasons, and as a consequence, the demand for pulp is not as brisk as it is in other seasons. This is perhaps fortunate in a way, as the figures of the Federal Trade Commission show that the present rate of consumption of chemical pulps is far ahead of the rate of production.

Dealers in foreign pulps report that stocks that are on the docks are moving rapidly, and there is a fairly active demand for these grades. Prices have not changed to any appreciable degree during the week for either foreign or domestic pulps, and at present there does not seem any reason to believe that quotations will soon come down.

Mechanical Pulp

There has been no material change in the ground wood situation this week. The number of buyers of mechanical pulp has not increased to any appreciable degree, during the week, but the market continues to show a firm undertone. This firm undertone is caused by the fact that grinding operations have been greatly hindered since cold weather set in, and also because con-

sumers are reported as having relatively small stocks on hand. In addition to this the Federal Trade Commission's statistics for December show that stocks on hand at the grinding mills are very low. When it is also taken into consideration that there is a great possibility of a shortage of pulp wood in the near future, it is surprising that the market has not shown up much stronger at present than it has. There have been no changes in quotations made this week and ground wood is still selling for \$30 in the East and \$32 in the West.

Rags

Prices for new rags have continued to decline this week, while the market for old rags has been a trifle firmer. Roofing stock has shown up much better this week than it has in some time past, and quotations on all grades of roofing are higher this week than they were last. This is probably due to the fact that the roofing mills are again very busy now that the restrictions on building have been removed. Quotations on almost all grades of new rags are lower this week, however, than they have been. The demand for all these better grades of rags is very slack, and packers report that there is but little call from the paper mills. Dealers doubt, however, that prices will go much lower than they are now, as the cost of packing and grading rags is very high at present. The biggest price drop of the week was made by street soiled whites, which are now selling at 23/4@3/4c.

Bagging

There has been no improvement in the demand for bagging this week. The market at present is very weak, and there is but little stock moving. Consumers continue to buy only hand to mouth quantities of bagging, and even dealers themselves are showing no inclination to buy. Prices for the most part have shown a decline this week, and quotations on nearly all grades of bagging are reported lower. The most noteworthy price drops this week were gunny No. 1 domestic bagging, which is now being quoted at 3.25@3.50, and mixed strings, which are being quoted at 2.75@3.00. The price for No. 1 scrap bagging alone has been maintained, quotations on all other grades showing a slight decline.

Paper Stock

The old waste paper market has been more active this week than it was last. There is a firm undertone to the market, caused by the fact that stock is scarce, and it is the general opinion in the trade that any increase in demand will send prices much higher. In fact, quotations on several grades of paper stock have advanced already. Soft white shavings and flat stock both brought better prices this week, and while it is true that quotations on news and manilas are lower than they have been, this was caused by a big drop in the demand. There has been a fair movement of stocks into the hands of consumers this week and dealers are greatly encouraged by the outlook. In fact, the trade is looking forward to a big demand for all grades of paper stock in the near future, and unless stock becomes more plentiful than it is at present, prices are apt to go to high levels.

Twine

The twine market has not changed to any great extent during the week. The market is still very firm because raw materials from which twine is made are very scarce. Dealers all believe that twine prices will not come down under any circumstances until after the next jute crop is harvested, and at present there seems a great possibility of an advance in twine quotations.

F. E. Alward Presented with Gold Headed Cane

LANCASTER, Ohio, January 20, 1919.—Frank E. Alward, general manager of the Lancaster Board & Paper Company, was presented at Christmas with a gold-headed cane by the employees of the company as a manifestation of their esteem.

IMPORTANT

The paper quotations presented herewith are more or less nominal, as most of the mills have withdrawn quotations, due to unusual conditions.

Market Quotations

NEW YORK Trade Securities

Bids and asked quotation of securities listed on the Stock Exchange companies engaged in the manufacture of paper as reported on January 22, 1919, are as follows:

Table of stock securities with columns for Bid, Asked, and company names like American Writing Paper Company, International Paper Company, etc.

Paper

Table of paper products including Bond, Ledgers, Writing, News, Book, Coated and Enamel, Lithograph, Tissues, Kraft, Screenings, Manila, and Fibre Papers.

Mechanical Pulp

(F. O. B. Pulp Mills.) No. 1 f. o. b. Mill, 29.00 @ 32.00

Chemical Pulp

(Ex-Dock, New York.)

Table of chemical pulp products including Sulphite (Foreign), Bleached, Easy Bleaching, Kraft (Foreign), and Sulphate.

Domestic Rags

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

Table of domestic rags including Shirt Cuttings, Cottons, Whites, Thirds and Blues, and Roofing Stock.

Foreign Rags

Table of foreign rags including New White Cuttings, Unbleached Cottons, Light Flannellettes, New Light Silesias, etc.

Bagging

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

Table of bagging products including Gunny No. 1, Domestic, Bright Bagging, Sound Bagging, Mixed Bagging, Wool Tares, etc.

Twines

Table of twines including India, No. 6 basis, Dark, Light, B. C., Italian, 18 basis, Finished Jute, Jute Wrapping, Papers Makers' Twine, and Sisal Hay.

Old Waste Papers

Table of old waste papers including Shavings, Flat Stock, Solid Book Ledger, Ledger Stock, Bogus Wrappers, and News.

CHICAGO

[FROM OUR REGULAR CORRESPONDENT.]

Paper

Table of paper products in Chicago including Rag Bond, Sulphite Bond, Cheap Ledger, Superfine Writing, Coated Book, Coated Label, News-Sheets mill, etc.

Old Papers

Table of old papers including Shavings, No. 1 Hard White, No. 1 Soft White, No. 2 Soft White, etc.

PHILADELPHIA

[FROM OUR REGULAR CORRESPONDENT.]

Paper

Table of paper products in Philadelphia including Bonds, Ledgers, Writings, Superfine, Extra Fine, Fine, Fine No. 2, Book, M. F., Book, Coated, Coated Lithograph, Label, News, No. 1 Jute Manila, Manila Sul., etc.

Old Papers

Table of old papers in Philadelphia including Shavings, No. 1 Hard White, No. 2 Hard White, No. 1 Soft White, No. 2 Soft White, No. 1 Mixed, No. 2 Mixed, Solid Ledger Stock, Writing Paper, No. 1 Books, heavy, No. 2 Books, light, No. 1 New Manila, No. 1 Old Manila, Old Kraft, Overissue News, Old Newspaper, No. 1 Mixed Paper, Common Paper, Straw Board Chip, Binders Bd. Chip.

Rags

Table of rags in Philadelphia including Old White, No. 1, No. 2, Blues, Thirds and Blues, Black Cotton Stockings, Mixed gansies, Lace Curtains, Colored Wiping Rags, Cotton Quilts, White Cotton Battening.

(Continued on page 50)

Imports and Exports of Paper and Paper Stock

NEW YORK, BOSTON, PHILADELPHIA AND OTHER PORTS

NEW YORK IMPORTS

JANUARY 21, 1919

SUMMARY

Cigarette paper	358 cs.
Tissue paper	11 cs.
Wall paper	48 bls.
Miscellaneous paper	3 cs.

PAPER

Frame, Leacraft & Co., Mai Tirreno, Alicante, 49 cs. cigarette paper.
G. Amsinck & Co., by same, 115 cs. cigarette paper.
Kranfeld, Saunders & Co., by same, 60 cs. cigarette paper.
H. Marquard & Co., by same, 17 cs. cigarette paper.
Bankers Trust Co., Calabria, Genoa, 61 cs. cigarette paper.

National City Bank, by same, 26 cs. cigarette paper.

R. J. Reynolds, D. L. George, Havre, 30 cs. cigarette paper.

Oxford University Press, Lapland, Liverpool, 3 cs. paper.

Davies, Turner & Co., by same, 4 cs. tissue paper.

Rose & Frank, by same, 7 cs. tissue paper.

F. L. Kraemar & Co., by same, 48 bls. wall paper.

WOOD PULP.

American Wood Pulp Corporation, Oscar II, Copenhagen, 420 bls. wood pulp.

A. J. Pagel & Co., by same, 1,200 bls. wood pulp.

RAGS, PAPER STOCK, ETC.

International Purchasing Company, Italia, Glasgow, 69 coils old rope.

Castle, Gottheil & Overton, by same, 15 bls. flax waste.

Hughes & Fawcett, by same, 81 bls. flax waste.

International Purchasing Company, Wells City, Bristol, 187 coils old rope.

Bemis Bag Company, by same, 282 coils old rope.

Panama R. R. & S. S. Company, Cristobal, Cristobal, 71 coils old rope.

S. Ramitzer, Blandon, San Francisco, 27 bls. raga.

Castle, Gottheil & Overton, Lapland, Liverpool, 109 bls. bagging.

Foreign Trade Banking Corporation, by same, 244 coils old rope.

BOSTON IMPORTS

WEEK ENDING JANUARY 16, 1919

PAPER STOCK

International Purchasing Company, Caledonian, London, 2,168 coils manila rope.

Salomon Bros., by same, 72 coils manila rope.

QUESTION RIGHT TO FIX PRICES

(Continued from page 40.)

George F. Henderson, K. C., of Ottawa, counsel for the Booth Mills, followed Mr. Montgomery. He opened by referring to the charges that at certain periods J. R. Booth had threatened to "do so-and-so," and said that whether by accident or design, the question of news print price had been brought on at a peculiar time. "We were at war, and while I do not wish to introduce political issues, the large majority of the people of Canada, including Mr. Booth, had had very strong views in assisting a coalition government to win the war," he said.

The manufacturers at that stage had never dreamed that the Pringle report, a result of months of work, would be interfered with, unless as a result of a review by an appeal tribunal. But when the manufacturers found that a committee of the cabinet was acting as an appeal tribunal and giving a decision as a matter of policy, without reviewing the evidence, Mr. Booth was first to call a halt. That was his so-called threat, Mr. Henderson pointed out. Later, when the case kept dragging on, he made the second—not a threat, but a statement of intention. He simply said, "I can't make paper at that price. If you can, Mr. Pringle, here's my mill." But Mr. Pringle found the task impossible.

Mr. Henderson Protests

Mr. Henderson protested against the Booth mill being described as a high-cost, inefficient mill. He said it was a high cost mill, but it was an efficient one. The trouble was that, in fixing prices, the vicious principle of averaging had been adopted in dealing with the various mills. "The result has been that for nearly two years Mr. Booth has been making paper and selling it at what in a business sense is an actual loss of perfectly good money, and there is a limit to this sort of thing, even to a man of his means and loyalty. It may as well be understood that manufacturers simply can't carry on under existing conditions unless the price permits of the business being profitably carried on.

Justice Archer: "You suggest we could fix a price for each mill?"

Mr. Henderson: "It should be fixed on a basis of the higher cost, not average, mills, and the surplus profits of the low cost mills could be taken by the government under the war profits act."

Justice White: "But were we not asked to fix prices so as to enable consumers to get the product at fair prices?"

Mr. Henderson: "Then what are you going to do with the high

cost mill? You are going to put it out of business at a time when demand is greater than the supply."

Justice Middleton: "I quite agree that if the price fixed should bring about insolvency on the part of some mills"—

Mr. Henderson: "The Booth mill cannot and will not carry on news print manufacture if this system of averaging is continued, and if it is continued the Ottawa newspapers will have to go elsewhere for a supply."

Mr. Henderson went on to state that there was no justification for the publisher's allegation that the Booth mill employs more working capital than was necessary. "Mr. Booth assures me," he said, "that not a dollar more is active in the business than is necessary."

BUYS PETERS PAPER COMPANY

(Continued from page 24.)

Paper Company and the assistant to the president, stated that the present executives and employes of The Peters Paper Company would all be retained, with E. W. Lehman, for forty-one years vice-president of The Peters Paper Company, as general manager; Ernest Erskine, at present manager of The Whitaker Paper Company's Branch at Knoxville, Tenn., will be assistant manager, and George Soule, assistant secretary and manager of the fine paper department. The business, originally a Denver enterprise, will continue to be operated as a local organization, but augmented and strengthened through its identification with the national organization, with headquarters at Cincinnati. The Peters Paper Company of Colorado, as a separate corporation, will however, be discontinued ultimately and its affairs will be wound up.

Paper Firm Gives Dollars for Every Year

READING, Pa., January 20, 1919.—In accordance with an annual custom which has been in vogue for many years, employees of the Reading Paper Mills received cash New Year gifts. Each employee received \$1 for each year he has been in the company's service. The largest amount paid out to any one individual was \$39 and the smallest \$1. Every employee shared in the distribution of cash, even those who had worked for the company less than a year getting \$1. The concern employs about 155 hands at its three plants—one located at the mouth of the Tulpehocken Creek, one at Front and Court streets, and one at Third and Bingham streets. The total amount of cash distributed was several thousand dollars.

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NEW YORK

GASTLE, GOTTHEIL & OVERTON

Miscellaneous Markets

OFFICE OF THE PAPER TRADE JOURNAL,
WEDNESDAY, JANUARY 22, 1919.

ALUM.—No changes in the alum market have been reported this week. Prices have remained firm, and the demand continues fair. Present quotations on alum are: Lump ammonia, 5.25@5.50c. per pound, and powdered alum, 6.75@7.50c. Lump potash, 11@12c. per pound; chrome potash, 20@21c. per pound, and chrome ammonia, 17@19c. per pound.

BLANC FIXE.—Quotations on blanc fixe have dropped considerably this week, because of a poor demand. There is practically no call for this article, at the present time, and manufacturers are reported as having large stocks on hand. The price now being quoted is \$40@45 per ton in pulp form, while dry blanc fixe sells for 4c. per pound.

BLEACHING POWDER.—The bleach market has been easy this week. Both the export and domestic demands are now light, and prices have fallen off slightly, because of the quiet condition of this market. Quotations now are: 2@2.25c. for bleach packed for domestic use, and 3.30@3.60c. packed in export drums.

BRIMSTONE.—The market for brimstone continues firm. Producers report that there is a fair volume of stock moving at steady prices, and the market is firm. Quotations continue \$22@27.50 per ton for brimstone at the mine.

CASEIN.—There have been no changes in the casein market this week. The demand continues of fairly large proportions, and domestic creameries, with the help of a small quantity of casein imported from Argentina, are producing enough to take care of this demand. The price continues 18@22c.

CAUSTIC SODA.—A drop in caustic soda prices was again noted this week. The demand for this article is almost nil at the present time, and there is not a strong factor in the market. Prices are now reported at levels lower than they have been for some time past, and there is a possibility of prices going down still further. Quotations on spot caustic are now as low as 3.30@3.50c.

CHINA CLAY.—Production of clay at the southern mines is still below normal. The market has, therefore, been rather strong in spite of a poor demand. The fact that the demand is so light has enabled producers to take care of all orders promptly, but should the demand increase to any great extent before production again becomes normal prices will go way up. Quotations at present are: Crude domestic clay \$8@10, and washed at the mine \$11@13. Foreign clays range in price from \$12@20, according to grade.

ROSIN.—The rosin market continues easy. Prices have continued to decline this week, and sales have not been quite as numerous as they were last week. However, the export market is looming up stronger now than it was a week ago, and dealers in naval stores are looking forward to a large export business in the near future. Quotations on papermakers' grades of rosin are as follows: E, \$14.37@14.50; F, \$14.37@14.50; G, 14.50@14.60.

SATIN WHITE.—The satin white market continues steady. There has been a fair movement of stocks reported this week, and prices have been steady. The price continues 2.25@2.50c.

STARCH.—For carload lots, freight prepaid to New York City, the following quotations are made 100 pounds: Globe starch, in bags, \$4.12; in bbls., \$4.34. Buffalo corn starch, in bags, \$4.30; in bbls., \$4.52. Eagle finishing starch, in bags, \$5.07. Crystal T. B. starch, No. 90, fluidity (hand packed), in bags, \$5.49; in bbls., \$5.85. Crystal T. B. starch, No. 90, fluidity (machine packed), in bags, \$5.44; in bbls., \$5.70.

SODA ASH.—A considerable drop in soda ash quotations has been reported this week. This drop in quotations is caused by a poor demand. At present there are no indications which

lead dealers to believe that the market will soon strengthen. Prices now being quoted are 2@2.25c. for soda ash in bags, and 2.35@2.50c. for soda ash in bbls.

SULPHATE OF ALUMINA.—The sulphate of alumina market has held steady throughout the week. There is a good export demand and the domestic demand is steadily improving. Prices have remained steady, however, and quotations have not changed.

Present prices are: 2.25@3c. for commercial sulphate of alumina, and 3.50@4c. for the iron free.

TALC.—There has been no change in the condition of the talc market. Prices have remained steady, and the demand continues of fairly large proportions.

The price now being quoted on talc is \$15@20 per ton, according to the grade.

Market Quotations

(Continued from page 47.)

BOSTON

[FROM OUR REGULAR CORRESPONDENT.]

Paper		These prices are F. O. B. Mill.	
Bonds .....	.14 @	Chip Board (ton).....	60.00 @65.00
Ledgers .....	.18 @	Straw Board (ton).....	56.00 @65.00
Writings—		News Board (ton).....	62.50 @80.00
Superfine .....	.18 @	Wood Pulp Board.....	77.50 @87.50
Fine .....	.15 @		
Books, S. & S. C. ..	.11½ @	Old Papers	
Book, M. F. ....	.11 @	Shavings—	
Book, Coated .....	.12 @	No. 1 Hard White ..	5 @ 5¼
Label .....	.13 @	No. 1 Soft White ..	4¼ @ 5
News, Sheets .....	.06 @	No. 1 Mixed.....	1.75 @ 2.25
News, Rolls .....	.05 @	Ledger & Writings ..	2.25 @ 2.50
Manilas—		Solid Books	1.50 @ 1.75
No. 1 Manila.....	.06 @ .06½	Blanks	1.90 @ —
No. 1 Fibre.....	.05½ @ .06	No. 2 Books, light ..	1.50 @ —
No. 1 Jute.....	.12 @ .12½	Extra No. 1 Manila ..	2.25 @ —
Sulphite, No. 1..	.08½ @ .09	No. 1 Manilas.....	1.50 @ 1.75
Kraft Wrappings..	.08½ @ .09½	Folded News (over-	
Common Bogus....	.02½ @ .02¾	issues)	1.10 @ 1.30
		Old Newspapers.....	.85 @ 1.00
		Mixed Paper .....	.60 @ .75
		Gunny Bagging.....	3.00 @ 3.25
		Manila Rope .....	.06 @ .06½

TORONTO

[FROM OUR REGULAR CORRESPONDENT.]

Paper		Sulphite, easy bleach-	
(Mill Prices to Jobbers)		ing	95.00@105.00
Bond—		Sulphite, news grade ..	78.00 @ 85.00
Sulphite	13½ @ —	Sulphite, bleached.....	135.00@175.00
Light tinted	14½ @ —	Sulphate	105.00@110.00
Dark tinted	16 @ —		
Ledgers	18 @ .30	Old Waste Papers	
Writing	13 @ —	(In carload lots, f. o. b. Toronto)	
News, f. a. b. Mills—		Shavings—	
Rolls (carloads) ..	\$3.45 @ —	White Env. Cut.	5.00 @ —
Rolls (l. c. l.) ..	3.52½ @ —	Soft White Book ..	— @ —
Sheets (carload) ..	3.80 @ —	Shavings	4.20 @ —
Sheets (l. c. l.) ..	3.92½ @ —	White Blk News ..	1.30 @ —
Book—		Book and Ledger—	
No. 1 M. F. (car-		Flat Magazine and	
loads)	10.00 @ —	Book Stock (old) ..	1.70 @ —
No. 2 M. F. (car-		Light and Crum-	
loads)	9.00 @ —	pled Book Stock ..	1.40 @ —
No. 3 M. F. (car-		Ledgers and Writ-	
loads)	8.25 @ —	ings	2.80 @ —
No. 1 S. C. (car-		Solid Ledgers.....	3.25 @ —
loads)	10.25 @ —	Manilas—	
No. 2 S. C. (car-		New Manila Cut.	2.20 @ —
loads)	9.25 @ —	Printed Manilas. ..	1.50 @ —
No. 1 Coated and		Kraft	4.00 @ —
litho.	12.25 @ —	News and Scrap—	
No. 2 Coated and		Strictly Overissue ..	1.25 @ —
litho.	11.25 @ —	Folded News.....	1.00 @ —
No. 3 Coated and		No. 1 Mixed Pa-	
litho.	10.50 @ —	pers	80 @ —
Coated and litho.		Domestic Rags—	
colored	12.50 @ 14.50	Price to mills, f. o. b. Toronto.	
Wrappings—		Per lb.	
Grey	5.25 @ —	No. 1 White shirt cuttings ..	.14
No. 3 Manila.....	5.60 @ —	No. 2 White shirt cuttings ..	.09
No. 1 Manila.....	7.35 @ —	Fancy shirt cuttings.....	.09½
Fibre	7.35 @ —	No. 1 Old whites.....	.05½
Kraft, M. F. or		Thirds and blues.....	.04
M. G.	9¼ @ —		
		Per cwt.	
Pulp		Black stockings	3.00
(f. o. b. Mill.)		Roofing stock No. 1.....	2.50
Ground Wood	\$29.00 @ 30.00	Roofing stock No. 2.....	3.00
		Gunny bagging.....	4.40
		Manila rope08

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WANTED—Machine tender, cylinder machine, box board, two tours, \$.60 per hour. Address Box 931, care of Paper Trade Journal.

WANTED—Salesman, New York City, for large paper jobbing house handling all grades. Excellent opportunity. State age, experience and references. Address Box 932, care of Paper Trade Journal.

WANTED—Mechanical Engineer with experience in pulp and paper mill maintenance repairs and construction who can organize, cut down costs, show results. Address Box 933, care of Paper Trade Journal.

FOREIGN TRADE—A fine opportunity for the right man. A large corporation, wholesale paper merchants, wants a New York manager—a man experienced in the paper business and with some knowledge of foreign trade. A man now engaged in foreign trade, with some experience in buying and acquaintance with Eastern manufacturers preferred. Address Box 934, care of Paper Trade Journal.

WANTED—Night superintendent or tour boss wanted for Roofing mill. Address Box 935, care of Paper Trade Journal.

WANTED—Experienced salesmen wanted by a corrugated fibre box plant located in Middle West. Resident salesmen wanted for Chicago, Cleveland and Pittsburgh districts. State experience, age and past performances. Give full details in first letter. All communications treated strictly confidential. Address Box 936, care of Paper Trade Journal.

WANTED—Machine tenders and back tenders for making roofing felts and building papers, 8-hour shifts. Must be able to furnish good references. Address Box 937, care of Paper Trade Journal.

FOR SALE

One (L) 10 x 12—Brownell Variable Speed Engine—good as new. One thousand other items for the Paper Maker. Address, The Shartle Bros., Machine Company, Middletown, Ohio.

HELP WANTED

WANTED—I have an opening for a first-class man of experience as superintendent of an up-to-date bag factory making squares, flats and self opening bags. Must be thorough in all departments and able to take complete charge. Good, steady position for the right man. Must be able to furnish first-class reference as to character and ability. Application will be treated as strictly confidential. State fully experience and salary expected. Address Box 938, care of Paper Trade Journal.

WANTED—Wet machine tenders wanted for two tour system. Address Box 939, care of Paper Trade Journal.

WANTED—The acquaintance of man of good habits and character, who is thoroughly experienced in the manufacture of fibre board, card board and heavy boards. Good opportunity for the right man, as a water power is now being developed in Massachusetts, and a mill is now in contemplation, and the acquaintance might lead to possible interest in this enterprise, or agent for the operation of the same. Address Box 918, care Paper Trade Journal.

WANTED—An experienced envelope salesman familiar with the jobbing trade in Philadelphia. Position offers steady advancement to right man. Address Box 894, care Paper Trade Journal.

WANTED—Machine tender and back tender for 68" Fourdrinier Machine running two tours on Bogus stock. Address Southern Fibre Company, Portsmouth, Va.

SPECIAL OPPORTUNITY—Growing machine works wants practical man with energy, and ideas, and ability, who can furnish designs for machines for general use in paper mills. An arrangement will be made for remuneration to increase as sales do. Address Box 885, care Paper Trade Journal.

DRAFTSMAN on paper mill work. Maintenance, repairs, changes, etc. State full particulars, salary expected and when available. Permanent position. Bayless Manufacturing Corporation, Austin, Penna.

WANTED—Quick. One good all-round paper mill Machinist. Address C, care of Paper Trade Journal.

WANTED—Quick. One good all-round paper mill Millwright. Address "D," care of Paper Trade Journal.

WANTED—"Mill-wrights for general paper mill repairs. Good pay. Steady work." Address Box 717, care Paper Trade Journal.

WANTED—Foreman for wet machine Binder Board Mill. Must have thorough knowledge of the manufacture. State wage and date can enter on duties. Address Box 765, care Paper Trade Journal.

WE require First Class man for tying up paper in Finishing Department. Steady position for reliable man. Box 721, care of Paper Trade Journal.

WANTED—Sulphite Cooker. Two tour mill. Apply at once. Address: "A," care Paper Trade Journal.

SITUATIONS WANTED

WANTED—For New York factory, man competent to adjust and run self-opening paper bag machines, Stillwell type. Also flat and square machines. Steady position and possible chance for advancement. Address Box 940, care Paper Trade Journal.

WANTED—Superintendent, eighteen years' experience on Board Kraft tag; now open for position; steady, sober; can keep mill and machinery up; with best of references. Address Box 941, care Paper Trade Journal.

WANTED—First-class beaterman wishes position, sober and steady; good board position preferred. Address Box 942, care Paper Trade Journal.

(Continued on page 53.)

FOR SALE

PAPER MACHINES—One 74" four cylinders, 3 Presses, 15 Dryers, 1 stack of Calenders, Reel, Slitter, Winder, Marshall Drive.
DRYERS—14 36" x 84", 15 30" x 68", 3 48" x 108", 4 48" x 111".

PAPER SHEET CUTTERS—1 112" Finlay, 1 63" Horne, 2 63" Hamblet, 1 49" Finlay, 1 53" Finlay, 1 44" Hamblet, 2 44" Finlay, 2 42" Finlay.
REAM CUTTERS—1 50" Dayton Seybold, 1 48" Acme, 1 46" Sheridan, 1 36" Sheridan, 1 48" Sheridan.

SLITTERS—1 137" Kidder, 1 108" Kidder, 1 63" Kidder, 1 62" Meisel, 1 48" Black & Clawson, 1 36" Fussy & Jones slitter and single drum Winder.
WET MACHINES—One 48" Wet Machine for board, one 72" Sandy Hill, one 72" Bagley & Sewall.
SUPE CALENDERS—2 63", 1 60", 1 54", 4 48" Norwood.

PLATERS—1 Norwood 40".
MACHINE CALENDERS—1 72" eleven rolls, 1 68" five rolls, 1 60" three rolls, 1 37" seven rolls, 1 48" six rolls.

PRESSES—6 Hydraulic Presses, 2 Holyoke Screw Presses.

JORDANS—1 Jones Wagg Majestic, 2 Horne, 1 Emerson.

BEATERS—6 Jones, rolls 61" dia. x 48", never used; 4 Noble & Wood, rolls 72" dia. x 44"; 2 Horne, rolls 48" dia. x 44"; 1 Horne, 60" dia. x 48".

PUMPS—1 Deane Water Power Pump, 10" x 10" triplex, 2 Deane triplex stock pumps, 8" x 8".
SHREDDER—1 Leather Shredder, 1 Jeffrey 30" x 30" Chip Crusher.

SCREENS—1 12 plate Harmon open side, 2 10 plate New Success, 1 12 plate New Success, 1 8 plate New Success, 1 Sandusky Centrifugal Screen. Lot of Screen Plates.

ENGINES—1 Flashkill Corliss 16" x 42", 1 8" x 15" Ball, 1 Cooper Corliss Cross Compound, 14" x 26" x 36", 1 Cooper Corliss Cross Compound, 1 Putnam, 12" x 30", 1 Corliss, 10" x 24".
CYLINDER MOLDS—1 36" x 119", 5 30" x 74", 3 30" x 80", 2 30" x 72", 1 30" x 63".

1 Union Machine Co. Kollergang.
12 Three Pocket Grinders.
1 96" x 14 1/2" Millsbaugh Suction Roll.
2 Stevens Digesters.
1 Rotary Boiler, 7' x 21" 6".
2 42" Waldron Cutters.

FRANK H. DAVIS

175 Richdale Ave., Cambridge B, Mass.

FOR SALE

BEATERS—40x36" with iron tub, 17' long, two 65x54, one 42x42, one 48x48, 4 Clafins. New Umpherstons.

CALENDERS—Five roll 48", 9 roll 63", 7 and 9 roll 72", 3 roll 80", 9 roll 80", 9 roll 84", 7 roll 86". Four roll friction.

COATER—One 43" double Waldron coater.

CUTTER—100" Finlay, 72" Dillon, 68" Black & Clawson, 84" Moore & White, 48" Holyoke, One T & S rag cutter. Several ream cutters.

CYLINDER MOULDS—Two mulds 30" dia., 78" face.

DRIVES—One Moore & White No. 9 A.

DRYERS—26 new shells 36" dia., 124" face; 3 new shells 36" x 76"; also three 36 x 36 with frames, etc.; four 28 x 62" all ready to set up. Lot of odd dryers.

DUSTERS—One 6 bowl Holyoke revolving, also two railroad dusters.

JORDANS—Emerson & Horne type Jordans.

MACHINES—One 72", 2 cylinder machine.

PUMPS—One triplex self-contained suction pump, one 1,000 gal. Worthington, tank pump 10 x 16 x 18 Knowles, fifteen fan pumps. New stock pumps, single and duplex.

ROTARIES—About ten horizontal rotaries; three Globe rotaries.

SCREEN—One Wandel screen. Also a lot of other machines which have not yet been listed. Write us for anything you want.

Lot of new split pulleys, sprocket chains, cone pulleys. Some new wooden pulleys with friction clutches.

Mills Machine Company
LAWRENCE, MASS.

(Continued from page 52.)

SITUATIONS WANTED

WANTED—Position by first-class fourdrinier machine tender as boss machine tender, or night or day foreman; good on up-keep of mill and would consider good paying position. Address Box 943, care Paper Trade Journal.

WANTED—Experienced beaterman would like position; can give best references; 20 years at trade; worked on tissue and parchment and other grades. Address Box 945, care Paper Trade Journal.

WANTED—Position as superintendent. Experienced on book. Engines sized writings. Kraft and sulphite, eight weight papers. Can give references. Address Box 920, care Paper Trade Journal.

WANTED—Position as manager or assistant manager. Have held responsible positions in engineering and manufacturing departments of Paper, Board and Sulphite Mills. Address Box 921, care Paper Trade Journal.

EXPERIENCED chemical engineer and superintendent. Research chemical engineer with Ph. D. degree in chemistry, two years superintendent of specialty mill and now in charge of war research problem, desires to develop chemical control, research and production incentives in wide awake concern. Address Box 922, care Paper Trade Journal.

WANTED—High grade superintendent, operative, would like position with progressive mill where system and efficiency is appreciated. Twenty years' experience with large mill manufacturing Sulphite Bond, Specialties, Kraft, Manila, News, High Grade Printing Tissue, and paper for special purposes. Expert colorman, good executive and mechanical ability, references. Address Box 923, care Paper Trade Journal.

BEATER ENGINEER wishes to make a change from his present position. Experienced on bonds, ledgers, tissue and all grades of box boards. Married, steady and sober. Address Box 924, care Paper Trade Journal.

POSITION WANTED—First class cylinder machine tender experienced on all grades boards, tag, container and combination. Steady and sober. First class references. Address Box 898, Paper Trade Journal.

GROUND Wood Superintendent (machinist by trade) desires position. Experienced in every detail of construction and installing machinery, operating and maintaining; familiar with cost system; capable of handling men; able to take full responsibility to secure results. Temperate and reliable; can give the best of references. Address Box 899, care Paper Trade Journal.

SUPERINTENDENT wishing to make a change would like to hear from firm wishing a superintendent, assistant or night boss. Well up on all grades of board. Best reference. Address Box 910, care Paper Trade Journal.

MASTER MECHANIC—With wide experience on construction and maintenance of paper and pulp mills desires position. Best of references furnished. Correspondence solicited. Address Box 908, care Paper Trade Journal.

WANTED POSITION—As Supt. of Small Paper mill running on tissue, light weight kraft, Bogus Bristols, wrapping Manillas, also understand washing and bleaching of old paper Stock, also Hard stock; twenty-five years' experience. I am temperate and can furnish best of reference. Address T. E. M., 122 India Street, Brooklyn, N. Y.

Former army officer, engaged in manufacture of paper before the war, made acquaintance among jobbers, exporters and large consumers, desires mill connections, white paper on commission basis preferably. Can offer N. Y. office facilities. Will consider single mill connection salary basis. Address Box 893, care Paper Trade Journal.

SITUATIONS WANTED

WANTED—Position as mill manager or assistant mill manager by man of several years experience in wrapping, news and board grades. Capable mechanical engineer. Best references. Just mustered out of service. Address Box 858, care Paper Trade Journal.

BOXBOARD SUPERINTENDENT—Manager, exceptionally high grade man having long experience in the production of superior grade of box boards, would make a change, having a thorough technical training including power plant efficiency, can produce results that will satisfy. Eight years with present company. Address Box 859, care Paper Trade Journal.

WANTED—A superintendent that is a practical paper maker with 16 years' experience on all the better grades of combination board suite box manila tags highest container wishes to make a change, can furnish the very best of references. Address Box 821, care Paper Trade Journal.

BEATERMAN wants position, allround experience, Hard and Soft Stocks, Ledgers, Onton Skin, Book, Tissue, Off-plate or Marshall. Address Paper-maker, 92 Prospect St., Williamssett, Holyoke, Mass.

FOR SALE

FOR SALE—One stack chilled iron roll calender, 2 rolls 12 in. in diameter, 6 rolls 7 in. in diameter, 62½-in. face. If interested make offer. Address Box 946, care Paper Trade Journal.

FOR SALE—Practical paper mill man with \$65,000 to take interest in and management of four cylinder board machine mill; have been running on medium weight box board; owner has insufficient capital to operate successfully; convenient to markets, on railroad, N. Y. State, steam and water power. Address Box 944, care Paper Trade Journal.

PAPER MACHINERY FOR SALE

- 6 White Oscillating Screens, with new oscillating device.
 - 8 Plates 10 x 24", cut .0014.
 - 2 Auxiliary White Screens.
 - 4 Plates 10 x 24", cut .0018.
 - 1 New York Safety Steam Engine, Upright, 125 H. P. Cylinder 16¾" Bore, 18" Stroke. Flywheel 98" Diam., 18" Face.
 - 3 Holyoke Machine Co. Plates 36" Rolls.
 - 1 Fan (Blower) made by B. F. Sturtevant Co. of Boston, Mass. Diam., 72" x 40" wide; 37/16" Bearings 12" long; casing outside dimensions, 42" x 6" x 21".
- All in good condition. Prices low. Address Parsons Paper Company, Holyoke, Mass.

WANTED

FIBRE BOX EXPERT—LIFE TIME OPPORTUNITY BY LARGE FINANCIALLY STRONG BOX BOARD CONCERN in the Middle West. Must be qualified by previous experience to plan, equip and operate at maximum efficiency, high class large factory for producing ultimately 200 tons Fibre Shipping Containers daily. The right man whose size in experience, ambition and ability measures up to this proposition, will find himself happily placed. State age, salary and experience. Address Box 891, care Paper Trade Journal.

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This is **IT**

The Best
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ROLL
in the
U. S.

Write us for samples and prices. Salesman Wanted.

THE H. NORWOOD EWING CO.
Woolworth Bldg., New York.

FOR SALE

FOR SALE—One 76-in. right hand layboy with eleven layboy rolls in good condition and can be shipped immediately. Address Box 947, care Paper Trade Journal.

FOR SALE—1 Second Hand, 100 H. P. Reeves Drive, Speed Change, with 49" Cone, Disks, Shaft, Belt, Bearings, and Stand complete. The Barret Company, Latrobe, Pa.

FOR SALE—Bollers, five horizontal, 150 H. P., complete with fronts, clean-out doors and all trimmings. Immediate delivery. Hartford inspection 125 lbs. Valley Paper Company, Holyoke, Mass.

FOR SALE—Two 56" John Waldron cylinder paper coating machines, complete with brushes festooning machine and winding. Machines have been very little used. We have discontinued the business requiring the use of these machines. Endura Mfg. Co., Philadelphia, Penna.

MISCELLANEOUS

A GENTLEMAN with large acquaintance in the paper trade would like to arrange to sell a part or whole of the output of one or more good mills. Address Box 903, care Paper Trade Journal.

SELLING Organization in San Francisco desires to represent on commission paper and paper products manufacturers. Wide experience and acquaintance among lithograph, printing and allied trades. Are in touch with large consumers of paper specialties. Address Box 909, care Paper Trade Journal.

WANTED by New York Exporter, specializing on paper products, agencies on the following lines: Bond Papers, Coated & Book Papers, Toilet Papers, Napkins, School Supplies. Please use your card for replies. Address Box 882, care Paper Trade Journal.

FOR SALE

- New Equipment, never installed.
- 2 36" Cylinders, 102" face.
- 1 36" Cylinder Vat.
- 4 12"x104" Couch Rolls, Rubber Covered.
- 4 10"x105" Primary Baby Press Rolls, R. C.
- 1 16"x105" Baby Press Roll, Rubber Cov'd.
- 3 11"x105" Baby Press Roll, Rubber Cov'd.
- 2 10"x105" Baby Press Roll, Iron.
- 2 14"x105" Baby Press Roll, Iron.
- 2 8-Plate Screen, Complete.

Fort Wayne Corrugated Paper Co.
Fort Wayne, Ind.

WANTED CYLINDER MACHINE

Machine must have four or five cylinders, with ample driers, and be in good working condition. Kindly give full description, best price and all possible particulars to Apex Paper Manufacturing Co., New Orleans, La.

WANTED

Four Hydraulic Ground Wood Pulp Presses, capacity of each 600 tons, with pumps and accumulator; press cars and wire mats. Manistique Pulp & Paper Company, Manistique, Michigan.

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**PULP AND PAPER MILL
ENGINEER**

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INCLUDING BUILDING AND
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Arthur D. Little, Inc.
Chemists and Engineers
CAMBRIDGE : MASS.

The most frequent troubles that we meet with in paper mills are due to lack of standardizing processes. Things are not done just the right way to get just the right product. The thing desired is obtained—and then again it is not—and nobody knows why. Then is the proper time to write to us and find out what it will cost to get us to study the matter. That information is free.

Directory

Cards under this heading will be charged for at the rate of \$30 per annum for each card of three lines or less, payable in advance. Each additional line \$10.

Architects and Engineers.

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

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

FERGUSON, HARDY S., M. Am. Soc. C. E., Consulting Engineer, 200 Fifth Ave., New York.

HARDY, GEO. F., M. Am. Soc. M. E., Consulting Engineer, 309 Broadway, New York.

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

JOSEPH H. WALLACE & CO., Industrial Engineers, Temple Court Building, New York. Manufacturing Plants and Power Developments. Reports of Industrial Properties, Appraisals, etc.

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WILSON, H. P. & H. F., Manufacturers of Steel Wire Bale Ties, for baling all compressible material. 544 West 22nd Street, New York City.

Boards.

MILLER PAPER CO., FRANK P., high grade specialties. Boards. East Downingtown, Pa.

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WE manufacture metal skylights and ventilators for paper and pulp mills. **E. VAN NOORDEN CO.**, 944-52 Mass Ave., Boston, Mass.

Rags, Paper Stock, etc.

BERLOWITZ, PAUL, 132 Nassau Street, New York. Importer of Rags, Bagging, New Cuttings.

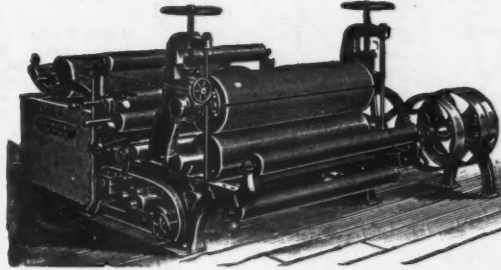
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Revolving Paper Cutters Rag Cutters Cylinder Paper Machines Washing and Beating Engines



Chilled Iron and Paper Calenders
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GOLDSTEIN, R., & SON, Baltimore, Md. Cotton Rags and Paper Stock.

GRUNDY & SONS, LTD., JAMES, Chorley, England, supply new and old rags of highest quality for paper makers. Enquiries solicited.

HILLS, GEO. F., 108-112 Cliff Street, New York.

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

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

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

SIMMONS, JOHN, SONS, Paper and Paper Stock. 28 and 30 South Marshall Street, Philadelphia, Pa.

Special Machinery.

DIETZ MACHINE WORKS, experienced builders of special machinery with well equipped modern shop, can quote low prices in machine building. Send drawings, 126-128 West Fontaine Street, Philadelphia, Pa.

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

Straw Pulp.

SCANDINAVIAN-AMERICAN TRADING CO., Produce Exchange, New York. All other kinds of Pulp.

BUY MORE THRIFT STAMPS



REPLACE MEN

in your storeroom for piling cases, barrels, bales, etc., by using a Revolver.

Write for Bulletin No. PT48

REVOLVATOR CO., 357 Garfield Avenue Jersey City, N. J. Sales Agent for N. Y. Revolving Portable Elevator Co.

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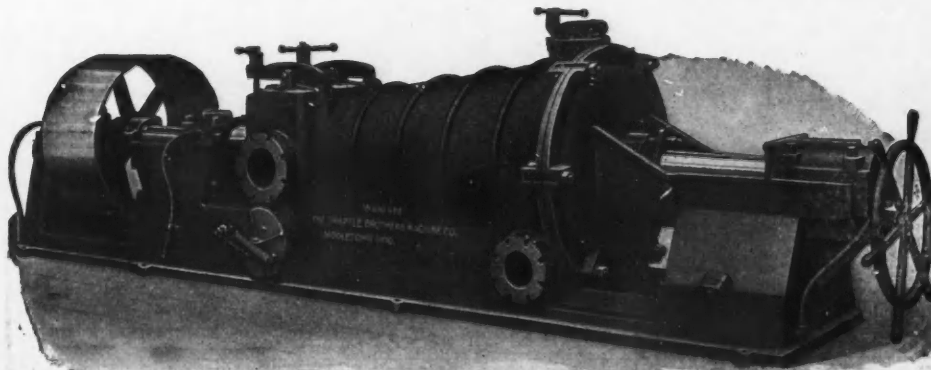
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Job Lots, Rejections, Side Rolls Wanted

SPOT CASH paid for jobs in bond paper, white or colors, any grade that will cut down to 11 x 17, any weight. Send samples, with lowest spot cash prices. No lot too small, and none too large.

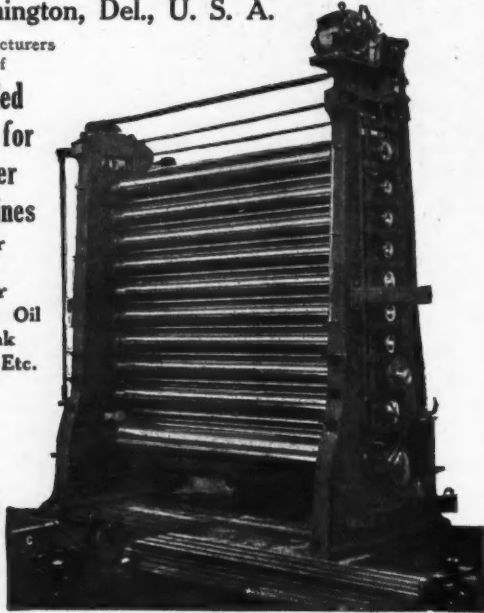
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Manufacturers
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Grinding Machines for Rolls of All Sizes

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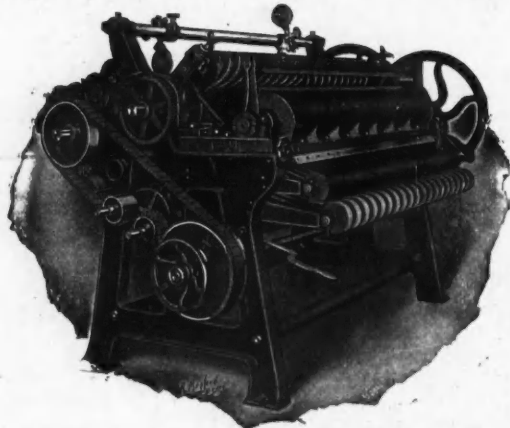
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Cutter Knives ; Patent Top Slitters

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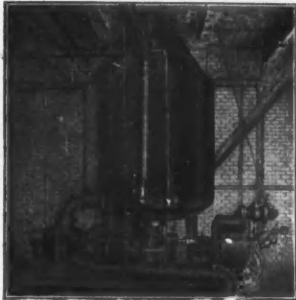
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FELTS***For Any Grade of Paper or Pulp***ARE GUARANTEED***To Give Entire Satisfaction*

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DRAPER BROS. CO., CANTON, MASS.



This shows latest model—driven by a steam turbine—the exhaust being used to heat water for next charge.

WINESTOCK DE-FIBERING AND DE-INKING PROCESS

PATENTED

Produces Strongest, Brightest and Best Pulp Obtainable from Waste Papers. Not a Mere Say-So, but a Fact.

CAPACITY—12 TO 15 TONS IN 24 HOURS

It de-fibers and liberates ink and color in one operation. It separates ink and color from fibers, instead of rubbing, grinding or kneading them in—thus shortening the time required for washing, and insuring a brighter pulp.

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Waterous Engine Works, Co., Ltd., Builders and Selling Agents for Canada, Brantford, Canada.

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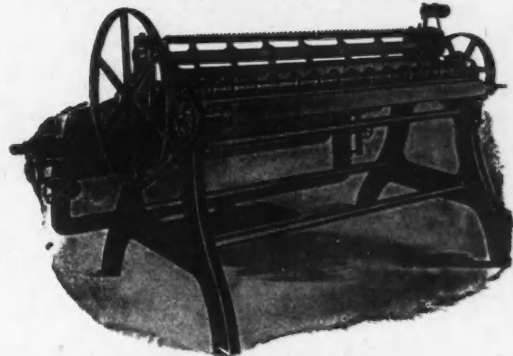
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LOFT DRIED PAPERS
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The "Dietz" Toilet Paper Machines

For making Toilet Paper Rolls with or without perforations



Self-Adjusting—Easy to Operate
WE ALSO MANUFACTURE

AUTOMATIC TUBE MACHINES

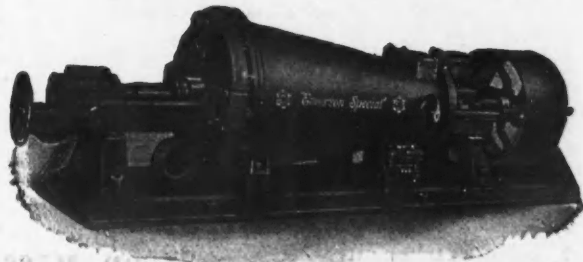
FOR MAKING TUBES FOR TOILET PAPER ROLLS
CAPABLE OF PRODUCING 3,600 WIRE STITCHED
TUBES PER HOUR

Also machines for making Sanitary Crepe Paper Towels, Slitting and Rewinding Machines, Drop Roll Slitters, Side and Center Seam Merchandise Envelope Machines, Photo Mount Beveling Machines, Candy Bag Machines, Punch Presses for Playing Cards, Rotary Card Cutting and Collating Machines, Etc. **CORRESPONDENCE SOLICITED.**

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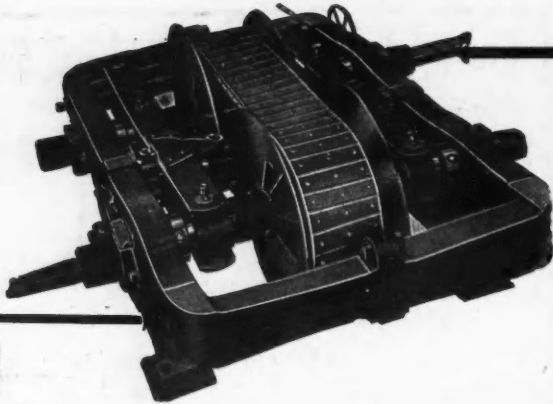
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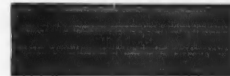
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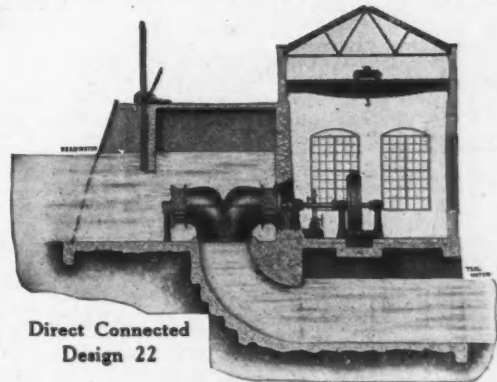
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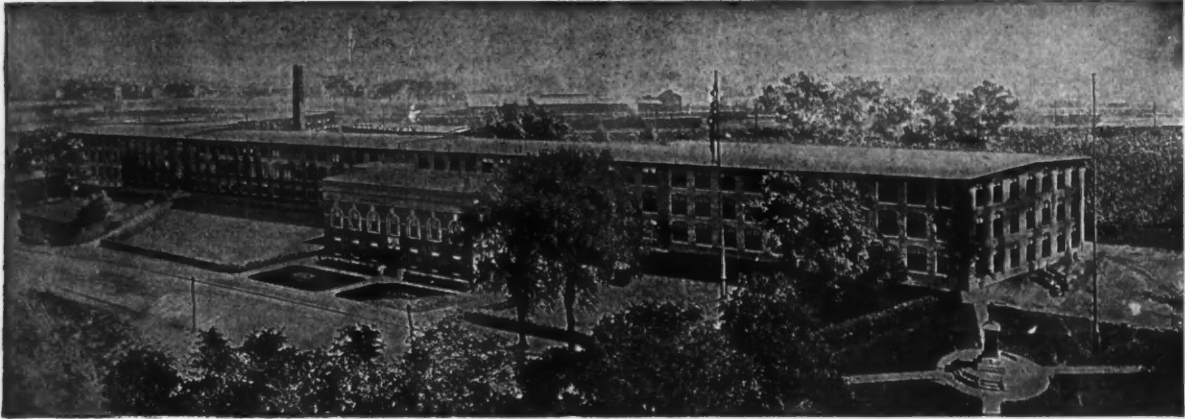
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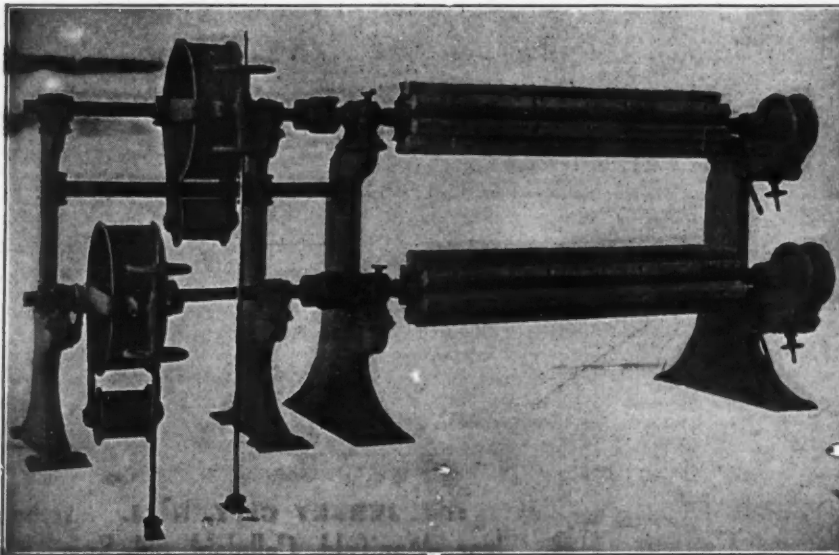


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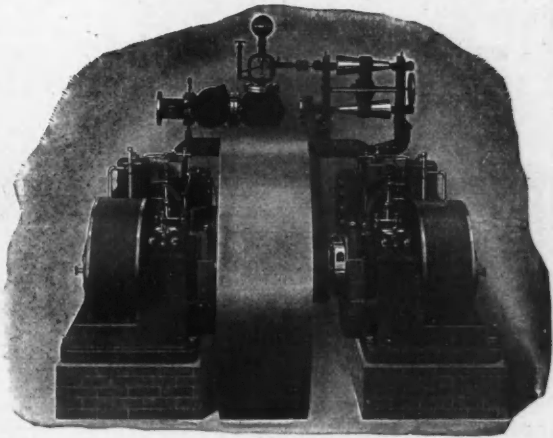
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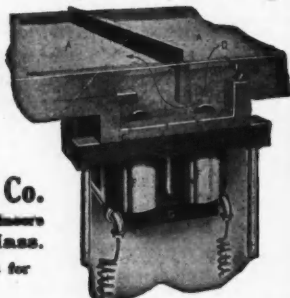
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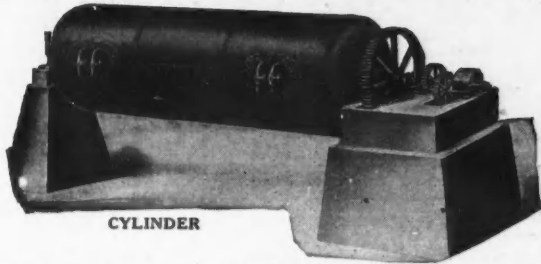
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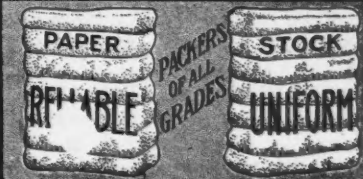
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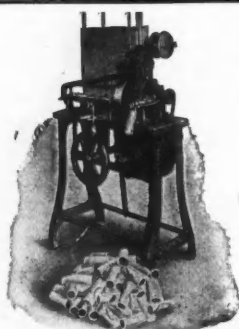
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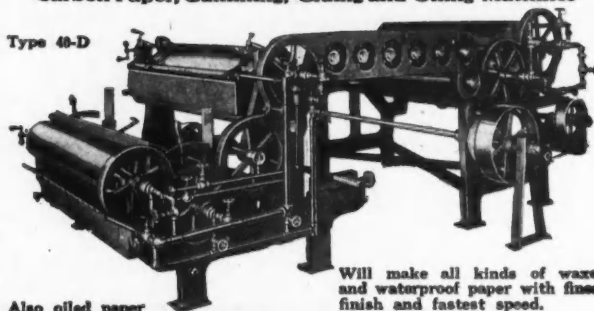
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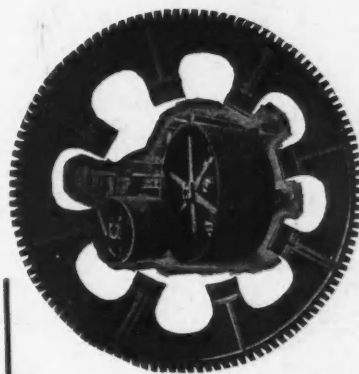
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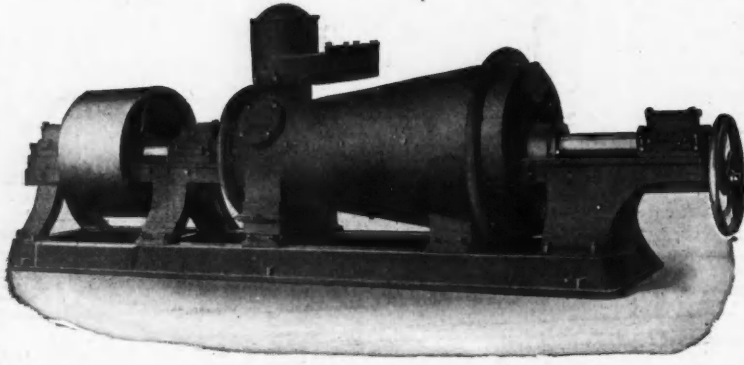
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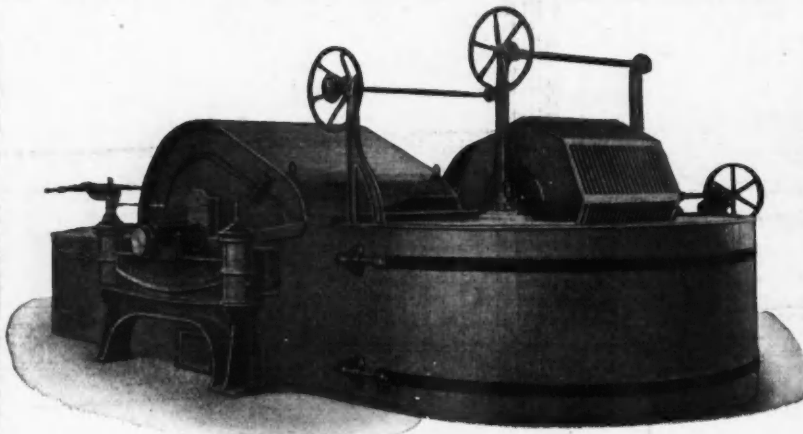
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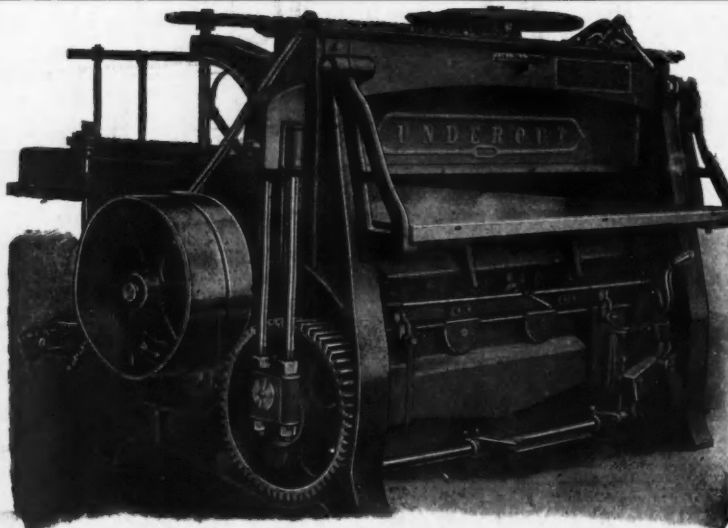
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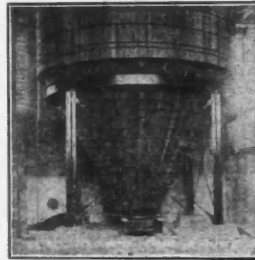
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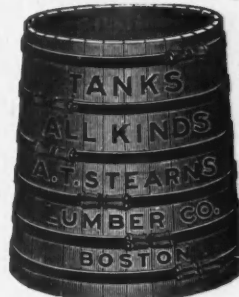
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