

The Pulp and Paper Industry

Paper Business Easing Off

The paper mills have made frank statements of their position to the jobber so that he is able to gauge his sales better —
The need for specially trained paper salesmen

While the same general conditions exist in the pulp and paper trade it has been quite apparent that there has been an easement in orders to the jobbers and a little freer shipment of goods from the mills to the jobber. The latter class are bearing testimony to the fairness with which the mills have been treating the distributors during the present era of prosperity and ups and downs of manufacturing. As a result of a policy of frankness on the part of the mills the jobbers have been made exactly aware of the handicaps under which the mills have been operating in respect to the shortage of raw materials, high cost of fuel and labor and the difficulties generally that have combined to make manufacturing difficult, with the result that both distributors and consumers for the most part are convinced that they have been treated as fairly as possible by the mill men. In practically every instance where shipments have been delayed or orders refused the mills have been at pains to let the reason be known and if prices advanced the causes were set forth. All this has resulted in good relations

and an excellent understanding as to pulp and paper conditions between the manufacturer and the distributor.

Skilled Workers Needed.

A feature in the paper trade at the present time is the need for skilled men in the wholesale end of the business. It was pointed out by one of the paper houses in Toronto this week that the trade was suffering through a dearth of expert men — men who could handle and sell paper. It seems to be a fact that an insufficient number of men have been brought into the business and trained and it is contended that there is almost as much room for technical education in the selling end of the game as there is in the mill end. However that may be, a leading jobber in Toronto said this week that there was lots of room for expert men in the business in Canada and that he would like to see some sort of steps taken to train young men in the handling of paper, as it is proposed to train them in the manufacturing of it.

Coated Paper Sold Up.

Coated paper mills are having an exceedingly busy and prosperous season and most of them are sold up to December and later. The Ritchie and Ramsay mills at New Toronto report that they have orders enough for coated paper to keep them going until December and the Georgetown Coated Paper Mills, Limited, are similarly situated. The latter company has just completed some extensive improvements, the old plant having been duplicated by a building 60 x 300 feet, part of which is four storeys with basement. The addition has been built onto the old building and will be used as a storage, finishing and machine room. The enlargement will afford accommodation for eight coating machines in place of four now in operation. Two machines are now at the plant ready to be set up and it is expected that before a great while the full complement of eight will be running. Other minor improvements have been added and included in the machinery equipment is a Holland drive system. The company

quotes No. 1 coated book at 21 1-2c and No. 2 at 20 1-2 c. Another mill quotes No. 1 machine finished book at 19 1-2c, but will not promise delivery before February, there being enough orders already in to keep the mill running until that time.

Pulp.

The pulp market, both chemical and mechanical, continues to run wild and very little can be had at any price. Although the prevailing price for groundwood pulp is in the neighborhood of \$150, it is known that a Toronto mill this week offered to pay the demand price of \$170 for a shipment of groundwood pulp and it is expected that the sale will be made at that figure. The same firm paid \$200 for unbleached sulphite at Port Arthur and will have to pay the freight down. Bleached sulphite is correspondingly scarce and high in price and the testimony of all the paper mills is that it is almost impossible to get pulp from any source whatever.

Sulphite Bonds Are Up.

This week saw an advance of 2c a pound on all sulphite bonds. Sulphites are now quoted at 19 1-2c: light tinted at 20 1-2c and dark tint at 21 1-2c. This line of paper was the only one to jump forward during the month and it is generally understood that the prices now prevailing for most lines will hold good for September.

Wrapping Papers.

The demand for wrapping papers keeps up and the jobbers say that supplies are just as scarce as ever. Instead of being able to stock up the warehouses are getting very low and are unable to meet the demands that are being made on them by clamoring customers.

MILLERS TAKING A LOSS.

Investors in milling stocks will be watching this transitional period in prices and conditions closely. Last week a cut of 60 cents in the old price of Government standard flour was announced by the mills, and \$1 greater reduction on spring wheat flour, that is, the flour of the new crop. The mills announce that this 60 cent reduction would mean a loss to the mills on all the flour they had on hand that was made from last year's crop bought from the Wheat Board. All the surplus wheat has been returned to the board, under a special provision. A small order was given for export but not enough to clean out the surplus, and at a comparatively low figure. It is understood that the mills have large stocks of flour on hand as for weeks past there has been little buying of flour as lower prices were anticipated.

So far as export business is concerned the mills have had practically none since last December, and it is known that the production for the year ending August 31 will fall far below that of last year. So far as the future is concerned, millers complain that ocean freight rates are far higher for flour than for wheat, and this gives the latter the preference.

Ottawa, Ontario.—During the first six months of the present year, Canada threw open her doors to 68,857 emigrants, of whom 37,261 were from the United Kingdom and 25,183 from the United States. Settlers from the United States brought with them more than \$6,000,000 in cash and goods worth about \$2,000,000.

Toronto, Ontario.—An aviator of the Canadian Aero Film Company, who has just returned from what is believed to be the first flight over the forests of northern Ontario, states that beyond doubt that region possesses what is probably the finest reserve of spruce pulpwood in the world. The flight was made for the Ontario government for the purpose of taking motion pictures to show the possibilities of this almost unknown country from agricultural and other standpoints.

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Head Office:

54-56 University Ave., Telephone Bldg.
TORONTO Mills at Merritton



A SESSION OF THE COURT OF KING'S BENCH (Crown Side), holding criminal jurisdiction in and for the DISTRICT OF MONTREAL, will be held in the COURT HOUSE, in the CITY OF MONTREAL, on FRIDAY, the TENTH DAY OF SEPTEMBER NEXT, at TEN o'clock in the forenoon.

In consequence I give PUBLIC NOTICE to all who intend to proceed against any prisoners now in the Common Gaol of the said District, and others, that they must be present then and there; and I also give notices to all Justices of the Peace, Coroners and Peace Officers, in and for the said District, that they must be present then and there, with their Records, Rolls, Indictments and other Documents, in order to do those things which belong to them in their respective capacities.

L. J. LEMIEUX,

Sheriff.

Sheriff's Office,

Montreal, 20th August, 1920.