

AN ENQUIRY FOR PULP.



THE attention of the European paper makers is being directed to the superior quality of pulp manufactured on this side of the Atlantic, and numerous enquiries are being received from abroad by pulp manufacturers, of which the following is a specimen letter. The letter is here reproduced for the information of

pulp makers, chiefly respecting the manner of packing and the size of the packages which find favor on the European Continent. As regards the business standing of the firm making the enquiry PAPER AND PULP NEWS has no information :

Max Mueller & Leser, Rue Grammeij, 8, Anvers.

ANTWERP, Sept. 15, 1897.

GENTLEMEN,—American wood pulp being since some time imported with success to the United Kingdom, we presume that also our Continental market must interest you, as considerable business could be done here in this article.

Wood pulp is used here either in dry or in moist condition. Dry pulp contains 90 to 92 per cent. absolute dry stuff, 8 to 10 per cent. being admitted for the humidity of the air; it should thus contain at least 90 per cent. absolute dry wood pulp. Moist pulp contains 50 per cent. water, and is calculated per dry ton in the same way as dry pulp.

According to the Custom House prescriptions dry pulp must be perforated, except for Holland, as per sample sent you to-day under separate cover. Moist pulp is to be perforated for France only. As a general rule, paper makers in Holland and Belgium are using wet pulp, of which we would be able to place important quantities by cargoes of 300 to 400 tons, and even more, in one shipment. Dry wood pulp is principally used in France, but the biggest mills in Belgium have arranged also to employ dry pulps if necessary.

Scandinavian pulps are packed in bales in jute surrounded with iron bands and of a uniform weight, i.e., 102, 127 or 170 kilogs each in order to make up one ton by means of ten, eight or six bales. We trust that you can ship your goods in the same way.

In order to allow our paper makers to appreciate your ground pulp, we would suggest you to send five to ten tons in consignment; we would then distribute the bales among our most important paper makers, so that they could make a reliable trial and have a basis to close upon.

We beg you to quote at the same time your lowest limits c.i.f. Antwerp, Ghent, Amsterdam, Rotterdam, etc., in francs or pounds sterling per ton of 2,240 pounds, and, if possible, we would feel obliged for your firm offer for some 1,000 to 2,000 tons for monthly deliveries over next year, as this always facilitates business. Also brown wood pulp is used here moist and dry, and if you can supply the same we would advise you to join some sample bales to your consignment and name your lowest figures. We have now just an inquiry for 300 tons moist brown shipment February, for which we would also request you to submit an offer.

Being the most ancient firm dealing in wood pulps established in our country, we are very well connected with the most important paper makers in France, Holland and Belgium,

whom we are visiting regularly. Also the German paper mills are well-known by us. We therefore trust that you will confide to our care the exclusive sale of your brand in these countries, feeling sure that we will be able to secure a good trade, provided that your prices are at the same level as those of your competitors.

For information upon our firm, we beg to refer to the houses named below, and, awaiting your kind reply, we are, gentlemen, yours truly,

(Signed) MAX MUELLER & LESER.

References: Banque Centrale Anversoise at Antwerp, Messrs. Kleinwort, Sons & Co., Antwerp and London; Messrs. Fred. Huth & Co., London; The Boston Thread and Twine Co., Boston.

NEW PAPER AND PULP MILLS.

Editor PAPER AND PULP NEWS,—Rumor again speaks of companies being formed for the purpose of manufacturing pulp and paper, and everything seems to indicate that two of those schemes will go through all right, and mills be built. Without wishing at all to decry enterprise in this direction, yet it must be said that the building of a new pulp mill is a hazardous enterprise, and that the increased competition thus produced will have an effect on the trade. One point which should not be lost sight of is that some forty mechanical pulp mills have been built in Canada, and of this number but a dozen are in operation to-day.

The cause of the closing down of the majority of these mills has been that they have been built without enough consideration of the location of the mills, and consequently lacked facilities for handling their output. When competition is strong the advantage of locality, both for obtaining the wood, and for quick and cheap handling of the pulp, is what means success, while a disadvantage, and a slight one at that, in this respect, may mean failure.

The companies spoken of above intend to compete both on the Canadian and foreign market, so that the choice of a locality is perhaps a more difficult question. It is understood that one company, to operate in the province of Quebec, had chosen a site for their mill, but gave up the idea on the advice of men who had been in the trade for years. The importance of this point is evident, but it does not seem to be evident enough, as had the company spoken of adhered to their first site they might have had to give up business after going to great expense. Such, at least, is the opinion of several who know the circumstances of the case.

N. O. C.

Montreal, Oct. 15.

SUBSTITUTE FOR COAL.

A substitute for coal is being brought forward in the shape of masut, a by-product in the distillation of petroleum, which has for some time been extensively used in Russia and Italy for firing steam boilers, for marine, locomotive and industrial purposes. A German inventor is also said to have recently succeeded in extracting masut from a cheap brown coal in connection with which a new industry has sprung up in Saxony. The special advantages claimed for the new fuel are: economy, the cost being stated to be only about half that of coal, that is a better heat raiser than coal; that it requires scarcely any stoking, and that it gives no smoke.