

Paper and Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

IT CREATED A STIR.

WHEN we published our article on "The Price of 'News'" in last month's issue, it was not without a careful study of its probable effect. We had an idea that some of the Canadian paper manufacturers were very conservative and unprogressive. Especially was this true in the matter of making their old time long prices conform with newer and modern conditions by making great reductions.

We concluded that it was not fair that some of the newspaper publishers should continue to pay a high price for "news," when, if the real state of the market were shown them, they would have sufficient information to enable them to get better treatment. And with this conclusion we published the startling article of last month, and it has had the desired effect. Our subscribers have been given information of great value. The paper makers have woke up a little, and some of them are grumpy because they weren't allowed to sleep longer—but that does not matter.

Some United States "news" has been sold in Canada during the past couple of months, and it has been laid down at less than three cents. But this sheet is a miserable one, and not to be compared with any sheet of "news" made by a Canadian paper company, with, perhaps, one exception, that now being turned out by a mill east of Toronto, which failed some time ago, and is trying to get on its feet again. This United States paper was thrown on this market because a certain manufacturer in that country had manufactured more on a certain contract than he could sell, and he was forced to unload it in Canada.

The sheets made by Canadian paper manufacturers are much better than this particular United States sheet that can be laid down in Canada from \$2.62 to \$2.95 per hundred pounds. Being better, they are worth, at present, a much higher price. A good sheet of Canadian "news" is worth 3½ cents per lb. in small quantities, 3¼ cents in large quantities, and perhaps on an extra large contract, if the size of the paper were suitable to the maker's machine, it should be secured at 3 cents. No journal, wishing to maintain a good appearance, would use the American sheet.

Any user of Canadian "news" who pays more than 3½ cents at the factory is doing something which we think unnecessary, unless there are very special reasons and unusual circumstances. Many of the publishers are now paying 4 and 4¼ cents for a common quality of "news," and this journal, in guarding their interests, has shown them there is no reason for their doing so any longer.

Machinery for making pulp and machinery for manufacturing paper are less expensive and are capable of turning out a

greater product by running at a higher rate of speed than in years gone by, and for these reasons prices naturally tend downward. How far this tendency has, up to the present, manifested itself is accurately set forth above. Next month we will show our readers that paper-makers can make an A1 "news" at 3 to 3¼ cents, and make money.

TWO ANGRY MEN.

TWO paper men have got especially angry at this journal. That PRINTER AND PUBLISHER would dare to speak the truth and come out boldly for the fraternity which it has the honor to represent, and publish an article showing the real price of "news," was exceedingly discouraging to them. It meant that there were to be fewer long prices than in the past, and that the innocent publisher was to get information as to what was the ruling price of paper.

The two gentlemen were Mr. Fred Campbell, Toronto manager of, and a small stockholder in, the Canada Paper Co., and a man named Challes, who represents one or two different mills.

Now, they have a right to get angry if they so desire. This is the blessed land of freedom. But when they find that they cannot deny its truth and then turn around and try to throw the blame of the article on a brother paper manufacturer, we object. We desire to, and are quite capable of, bearing our own sins and all the burdens thereof. True, the said brother paper manufacturer is the only one of the three who can put on a pair of overalls, and has the ability to take the place of any man in his mill, and take it satisfactorily. Nevertheless, we object to any one being accused of inspiring the article in question excepting ourselves.

This man Challes has been telling his intimate friends that he gave PRINTER AND PUBLISHER "a great setting out" for that article. We believe the gentleman did favor us with a call, but a more meek, gazelle countenanced individual never did us that honor. He disagreed, but disagreed so mildly that we came to the conclusion that he worshipped, to a certain degree, the excellence of our information.

Mr. Campbell did not favor us with a call, but favored a few of our friends with his opinion. We wonder how Mr. Campbell could spare PRINTER AND PUBLISHER so much of his time. It keeps us busy night and day minding our own business.

We do not object to straightforward criticism or comment on any article which may appear in these columns. We do not profess to do everything correctly, but we do profess to do everything honestly; hence men, who are not friends to