

Paper and Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

THE MARKETS.

CONTINUED activity rules in the Canadian market for all grades of paper. News is still in very large demand and the mills have all they can do to fill orders. One large Toronto daily was driven so close to the line last week that there was not enough paper left in the press-room to have printed another five hundred copies, owing to the inability of the mill to ship fast enough. The demand is expected to continue strong until after the elections, with the prospect that the summer will witness unusual activity in news owing to the summer session of Parliament and the deep interest taken in the proceedings.

There is also a brisk demand for books, and manillas are moving freely.

Generally speaking, prices have been maintained, but there are rumors of "shaving" in order to secure business in a few cases. The practice has not developed to any great extent, but a timely hint may prove beneficial in stopping it.

U. S. DUTY ON CANADIAN PULP.

The American Customs officials have experienced some difficulty in arriving at a proper basis of valuation on wood pulp shipped into the United States from Canada, especially at Sault Ste Marie. The invoice price has varied from \$18 to \$8.50. An officer of the U. S. Customs recently visited the city and consulted with a number of those interested in the pulp trade for the purpose of obtaining information to enable the U. S. authorities to arrive at a definite conclusion on the matter. The prevalence of opinion appeared to be in favor of from \$10 to \$12, dry weight. The matter is further complicated by the U. S. law, which provides that where an article imported has no market in the country of export the value of such imported article for Customs purposes shall be the cost of manufacture, plus 10 per cent. The distance at which the Sault Ste Marie mills are situate from the paper mills is such, coupled with the fact that many of the mills produce their own pulp, that it is claimed there is at present practically no home market for the pulp in that district; hence it is entitled to enter the U. S. at the lowest valuation, which is the cost of production.

EXPORTING PAPER.

There is a good prospect of an extensive export paper trade being built up with England and other countries if Canadian manufacturers embrace the opportunities open to them. Especially is this the case with the great commercial metropolis of the world, where the number of newspapers, magazines and periodicals is increasing with wonderful rapidity. Already thousands of parcels of American paper are imported into Great Britain every month. American news has for some time past

been extensively used in the London newspaper offices. At present the product of the Canadian mills is required largely for home consumption, but with enlarged capacity in the mills, coupled with the great natural advantages derived from possession of the world's supply of pulpwood, Canada will in the very near future develop into a great paper-making and exporting country.

STOP CUTTING PRICES.

Rumors are again current of prices being cut slightly in some quarters in order to secure business. There does not appear to be any necessity for it, as a steady demand is reported. The cutting of prices will be disastrous to the trade if the practice is allowed to develop. There can only be one end, and that is heavy financial losses and no real benefit to those who countenance it. Is not the present, when trade is fairly good, an excellent opportunity for the manufacturers to arrive at some understanding by means of which so fatal a practice may be permanently prevented and the interests of all interested be conserved? Paper and Pulp News will be glad to receive suggestions on the subject and to lend its aid in bringing about so desirable a result.

AN EASTERN PAPER FIRM.

E. & A. Whiteford, whose advertisement appears in this issue of PRINTER AND PUBLISHER, are one of the enterprising eastern paper firms. They have their offices and warehouse, as noted in their advertisement, on St. Therese street, Montreal, where they carry a complete stock of paper and card stock. Their paper mill is situated at Portneuf, about thirty miles above Quebec, where the Portneuf river gives them first-class water power. In addition to their paper manufacturing business the Messrs. Whiteford are interested in the Portneuf Pulp Mill, and in the manufacture of their paper consume the great bulk of its output. Communications from the trade for samples, quotations or any other information addressed to their St. Therese street office, Montreal, will be promptly attended to.

MANILLA WRAPPING.

The paper mills have experienced a phenomenal increase in the demand for manilla for home consumption in the past few years, and the demand continues. It is not necessary to go very far to ascertain the cause of this growth. An object lesson may be obtained in almost any store, but especially the butchers', grocers' and bakers', where, a few years ago, the surplus stock of daily and weekly newspapers, having in some cases abnormally large circulations with which to dazzle the confiding advertiser, supplied the standard wrapper. Now it is the exception rather