

Paper and Pulp News.

DEVOTED TO THE INTERESTS OF CANADIAN PULP AND PAPER MAKING.

MONTREAL AND TORONTO, MARCH, 1898.

AMERICAN PAPER AND PULP ASSOCIATION.



THE proceedings of the twenty-first annual gathering of the American Paper and Pulp Association, recently held at the Waldorf-Astoria, New York, was full of interest to all engaged in the manufacture of paper and pulp. The address of the president and the reports from the various sections or divisions upon the prospects and possibilities of the future

will be read with interest by Canadian manufacturers, who are also keenly alive to the value of foreign trade. President Hugh J. Chisholm, of the Otis Falls Pulp Co., in his address, said:

"Coming to the imports of pulp we find, contrasting '96 with '97, that they have been almost cut in two, even Canadian imports showing a very marked decrease. Our imports of pulp, however, are still considerably in excess of our exports, although this is not likely long to continue.

"It is interesting to compare our foreign business with that of other countries, both to see what possibilities there are in the way of unoccupied fields and to show how formidable some of our competitors are. Thus, Great Britain, France and Germany went outside of their borders in '96 for nearly \$25,000,000 worth of paper. Contrast that with our \$2,500,000 exported that year. They bought ten times as much as we sold.

"Here are Russia and Italy, perhaps unknown to us as markets, importing in '95 more than our total exports. In the matter of pulp, England alone imported in '96 \$12,400,000 worth. Now, as indicating hidden fields of commerce, as yet untilled by Americans, the exports of Great Britain, France and Germany in 1896 amounted to \$36,000,000 worth, Germany alone exporting over \$18,000,000 worth. Where did it go to? It should be the business of our exporters to find out.

"And, finally, consider Norway and Sweden, which exported in '96 the enormous quantity of nearly 500,000 tons of pulp, perhaps \$12,500,000 worth. Let us consider what powerful competitors they will become, when, instead of exporting this pulp, they convert it into paper with modern paper machines, as they are already beginning to do, and then place the paper on the market by methods remarkably cheap and peculiarly their own.

"In view of our growing aspirations to carry our product to the remotest lands, it is reassuring to consider how nature has fortunately adapted us to the task. The two great factors in paper making are, as you well know, abundant and cheap water-

power and wood. No nation in the world is so favored in the matter of water-power. It is roughly estimated by an eminent authority that, excluding the half of Niagara Falls, the undeveloped horse-power in the United States is 5,000,000. According to the census of 1890 one million and a quarter horse-power was represented by the water-wheels in use, so that we had four times as much remaining as we had already developed.

"No less conspicuous is our position among the nations of the earth when we consider our timber resources. It may not, perhaps, be generally known that this continent is the forest continent of the globe, and the United States is in the zone both of greatest abundance and greatest variety of trees. Those peculiar kinds adapted to paper making, fortunately, exist in large quantities, but not so great but that we must put restraint on our prodigal treatment of them. Those among us who have weighed the matter carefully are well aware that if we, as a nation, are to take and permanently hold the foremost place in paper making, we must begin at once to husband our resources. Fortunately, the science of forestry, until recently but little known, and heeded less, is ready to point out the way, and we shall learn from three of the best authorities of the country not only why we should, but how we may put in practice the principles of forestry. I hope that every one will go away resolved directly and indirectly to do what he can to secure a rational use of this mainstay of our business."

OUR PAPER WANTED IN BRITAIN.

MAJOR J. B. MACLEAN has received the following letter from a British firm of paper merchants, wholesale stationers, printers, account book and paper bag manufacturers.

"I am an importer of foreign papers, but would very much rather deal with our own kith and kin, if possible. I do not know what the Canadian paper makers can turn out in the way of caps, natures, thick browns, etc., but the secretary of the Chamber of Commerce, has given me your name as a gentleman who is anxious to foster the trade between Canada and the Old Country, and who probably would put me in communication with paper makers of Canada, and get them to send me samples of their makes, with quotations. If you would do so I should esteem it a very great favor, and at the same time it may be the means of opening up a new trade with Canada, which to me, would be far more preferable than doing business with the continental mills."

Any Canadian makers desiring to open negotiations may have the firm's name on application to Major MacLean, care of THE PRINTER AND PUBLISHER.