

## Trade Conditions in the Pulp Industry

Aside from a five per cent increase in the price of shipping tags, and a half a cent rise in kraft paper, the week has produced no changes in the market prices of papers while pulp products remain about the same with a slight easing-off tendency in pulp, especially groundwood pulp. Generally speaking there has been no falling off in trade, with the possible exception of the box-board industry in which there is a slightly lessened demand for the product, although the mills have all the business they can conveniently handle. In other lines, especially book and the cheaper grades of bond papers, there is a distinct shortage and jobbers are unable to get sufficient supplies to satisfy their customers. There are some signs, however, that the use of paper is gradually decreasing although not to a degree that is affecting the prosperity of the trade. A number of lines of industry that use cartons for their goods, paper to line the cartons and wrap boots and shoes, and paper to wrap furniture, are going through a quiet period and this naturally affects the demand for some lines of paper. It is estimated, however, that there could quite easily be a reduction of twenty-five per cent in the quantity of paper being used without materially affecting business at the mills. However this may be, paper salesmen are looking forward to the time when salesmanship will once more become a pursuit after business instead of a mere routine job where the salesman has to act as mediator between the mill and the customer with considerable wear and tear on his nervous system. The chief duties of the paper seller these days are to book orders over the telephone and by correspondence and then proceed to nurse his customers along over the trying period of delays and broken promises occasioned by the big pressure of business at the mills. Salesmen generally are scanning the horizon for some sign of the coming era when they will be on the road again with their little sample cases.

### Pulpwood

Although a large amount of wood is being offered prices still remain high. Peeled spruce is quoted at from \$18.00 to \$20.00 per cord, depending on the freight and unpeeled is ruling at from \$12.50 to \$14.00 and poplar at \$13.00 to \$14.00 per cord, all f. o. b. cars. Contractors say that there will not be much change in the general situation until the early winter and then it will depend upon the car situation and the general commercial conditions prevailing in the country. The car situation has been improving somewhat and will probably continue to improve with the result that there will be a more rapid movement of pulpwood. As conditions are at present, however, many of the mills hesitate to come into the northern part of Ontario for wood owing to the fact that it has to be paid for when it is stacked up at the points of shipment and when there are no cars to take it out it means the tying up of their investment for a considerable period. It is pointed out that if the wood could be loaded into the cars as it is produced it would make a difference of \$1.25 per cord, apart from shrinkage. Conditions have no where reached that point, however, nor are they likely to reach it until the balance of trade in cars between Canada and the United States becomes more equalized. Contractors say that a distinct improvement has been noted in this respect and ascribe the greater number of cars for the wood as being due to a lessened demand for cars following a period of depression in some lines of manufacture such as automobiles.

### Pulp

There is no change in the general situation as regards pulp and the mills are still experiencing the greatest difficulty in getting supplies. Ground-

wood pulp, although still very scarce, is a little easier in price and is selling at from \$130 to \$150 a ton, while unbleached is quoted at \$190 to \$200 and bleached at \$215 to \$200 a ton. Kraft pulp is still quoted at \$150 a ton and there is a good demand for it.

### Book and Writing Papers.

There has been a falling off in miscellaneous orders for book and writing papers although there are enough big contracts to keep the mills going for months ahead. Jobbers complain that they are unable to get anywhere near enough book paper to meet the demands of the trade, while it is a fact that one Toronto manufacturing stationer is faced with the closing up of one of his departments unless he can get freer shipments of a cheap grade of bond paper of which he uses large quantities in his business.

### Another Rise in Kraft.

Dealers were advised by the mills this week of another jump in kraft paper the advance representing half a cent over the old price of 12 1-2c. The new quotation is 13c a pound and there is a greater demand for the product than can be met, with any degree of promptitude, the mills still being a considerable distance behind with their orders.

## Luxury Taxes to be Explained.

Minister of Customs Plans Tour.

In order to remove many of the misapprehensions now existing in regard to the luxury taxes, Hon. R. W. Wiggmore, Minister of Customs and Inland Revenue, with the two deputy heads of his joint department, is planning a tour of several towns and cities.

It is expected that a trip through the Eastern Provinces will be arranged to start about the middle of October. The plan will be to arrange meetings through the Board of Trade in each of the larger centers and have the merchants present to explain their difficulties and have any misunderstandings cleared away. In this way it is hoped to secure a greater measure of co-operation from the merchants throughout the country and thus bring in greater returns from the new taxes.

The stamp system of collecting the taxes, will, it is expected, be inaugurated on November first. Merchants will then attach stamps for the amount of the luxury tax to the package in which they wrap the goods sold.

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