

Canadian—		Percentage.
Straight run..		24-28
Cut-off..		32-40
American—		
Straight run..		24-30
Cut-off..		32-35
Asiatic—		
Straight run..		16-19
Cut-off..		22-26
Australian—		
Straight run..		22-30

SECURING OF TRADE.

It is thus seen that Canadian flour should have a good opportunity in the Hong Kong market after the war provided that the price is not too high and that the Canadian millers make an effort to go after this trade. An endeavour should be made to get the Canadian brands before the trade as soon as possible and a few shipments of about 20,000 sacks each would be sufficient for this purpose. A most important consideration is the securing of good representatives. Before the war the bulk of the flour imported into Hong Kong was handled principally by three firms, each of which imported in the neighbourhood of 1,000,000 sacks a year. In view of the present shifting of sources of supply, many of the Hong Kong importers are free to take on the representation of Canadian produces for business after the war. It is strongly urged that the Canadian millers should send over a capable mill man to inquire into conditions on the spot, before giving their agency to any one firm.

NOTE.—A list of the principal importers of flour into Hong Kong has been forwarded. Canadian millers desiring a copy should make application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. (File No. 20069.)

MARKET FOR LUMBER.

Hong Kong is not as large a market for soft wood lumber as Shanghai. Various factors contribute to distinguish the timber trade of Hong Kong from that of Central and North China. Owing to the more tropical climate of the south, a wood is required which will not shrink and which is able to resist the ravages of white ants and other insects. In South China, American and Japanese soft wood lumber has also to face stronger competition from the various hardwood timbers of the east, such as teak, Philippine and Borneo woods.

The annual requirements of Oregon pine lumber for the Hong Kong market are said to amount to over 10,000,000 superficial feet. The principal users are the dockyard and shipbuilding companies at Hong Kong, the two largest of which take about 1,000,000 superficial feet a year each, while other shipbuilding and repairing concerns also require large quantities. The bulk of the remainder of the Oregon pine imported goes up the river to Canton and other towns, where it is used for the construction of houses and boats.

Only a small quantity of Douglas fir lumber from British Columbia saw-mills has been imported into Hong Kong in past years. This has been almost entirely brought in by one large importing firm, which has its own mills in British Columbia. There would appear to be room for propaganda in favour of Douglas fir and the variety of uses for which it can be employed.