

"Outward handling. 12½ cents per ton of 2,000 pounds will be charged for handling grain or grain products from elevator, cars or dock warehouses to ship's side."

JAPANESE FIRM IN VANCOUVER.

Having regard to the very large business done by the great Japanese firm of merchants, Messrs. Mitsui and Company, a conference occurred in Tokio with a view to the establishment of an office for that company in Vancouver, designed to enlarge the trade between Canada and Japan. Following the conference referred to, Mr. E. Senda, the Portland manager on the Pacific coast for that company, visited Vancouver in October, 1913, and the Vancouver press referring to his visit stated that his firm had seven vessels under charter bringing cargoes regularly to the Pacific coast and carrying back largely foodstuffs and lumber. The regular sailings of the Mitsui fleet have been centred at Portland because of that city being at present the seat of the Pacific Northwest grain business. The ships bring to the Pacific coast hardwood logs for American mills and to a smaller extent manufactured goods. Mr. Senda consulted with Mr. W. A. Blair, Secretary of the Vancouver Board of Trade, regarding measures which might be taken toward a revision of the through rates on wheat and flour to Japan and China from Canada, to permit of a larger amount of export business than now obtains, and is reported as saying:—

"Vancouver could do a very large business with the Orient if freight rates were adjusted. At present it costs \$7 per short ton of 2,000 pounds to ship wheat from Alberta points to Japan. The rail haul gives \$3.50 and the steamer proportion is \$3.50 when it is carried by vessels owned by conference lines, but when the wheat is consigned via steamers owned by any other companies the rail haul to Vancouver is \$4.50, and this extra dollar a ton on grain makes all the difference.

"If the people of Vancouver and the farmers of Alberta understood the extent of the market that is available in the Orient they would use all the influence they possess to have the rail rate to Vancouver equalized.

"Japan produces some twenty million bushels of wheat but has to import from four to five million bushels a year. Most of the imported wheat has come from the Pacific Northwest States. Their wheat is soft wheat and the harder Canadian wheat would be much preferred, but in the United States the railways have discontinued quoting a through rate, the rates now being the rail rate plus the steamer rate and shipments carried on railway-owned vessels get no preference.

"Exports of wheat to Japan increased from 20,000 bushels in 1912 to 750,000 in 1913, and export of fish had increased so that 4,000 tons are being exported this year to the Orient.

"Beyond doubt, Canadian wheat is going to be the greatest factor in Japanese trade. The whole population of my own country and 400,000,000 in China look to you for food. The world centre of commerce moves irresistibly toward the Pacific for that movement has always been Westward."

He predicted that Canadian trade would grow to an unlimited extent while that of the United States would decline, because in the American Northwest wheat production was not keeping pace with the increase in population.

AUSTRALIAN COMPETITION.

In view of the fact that shipments have been made from Australia of flour to Hong Kong for China and of wheat to Japan, and it has been alleged that Australia is likely to become in those countries a serious competitor with Canada, it may be convenient to state the rates of freight at present ruling between Australian ports and Chinese and Japanese ports. The rate on flour to Hong Kong is \$4.26 per ton