

Our Customers

The markets that can, with special facility, be supplied from British Columbia are: British Columbia, Japan, Australia, China, New Zealand, Hawaii, the Philippines, Western Coast of South America, Western Coast of Mexico, and Asiatic Russia.

The home market is a rapidly-growing one, and with the steady growth of population a correspondingly rapid increase of the requirements in the way of paper may reasonably be anticipated. The long distance from the Eastern mills and the freight rates make competition from the East impossible.

Japan probably furnishes the greatest possibilities for the future, the yearly imports of paper averaging over \$2,000,000, and that of pulp to about \$600,000. Both the demand for pulp and paper in Japan is increasing very rapidly, and the pulp mills of this Province will be in the best possible position to supply it.

The Australian market is perhaps the most important at the present time. There are no suitable pulping woods on that continent, and no water powers, so that Australia is almost wholly dependent upon outside sources for its supply of paper.

If preferential trade duties were arranged between Canada and Australia, as may be possible in the future, Canada (and British Columbia in particular) will occupy a position of great advantage as compared with other countries competing for this trade. It is to be noted that a considerable portion of the paper imported into Australia from Great Britain and the United States was manufactured from pulp shipped from Eastern Canada. The freight charges (and custom duties, in the case of the United States) on this must materially increase the cost, and can be entirely avoided by manufacturing the paper in British Columbia.