

## Urge Fair Play For Maritime Industries

Manufacturers Present Their Case Before Board of Railway Commissioners

Hearing in Investigation Regarding Equalization of Freight Rates Continued in This City Yesterday—Basis of Agreement for Overhead Crossing in Douglas Avenue Discussed—Lumbermen Present Applications.

The Dominion Board of Railway Commissioners, in session in the city yesterday heard evidence in the general investigation regarding the equalization of eastern and western freight rates. The hearing was a continuation of a previous session in Halifax and the arguments in the matter will be heard at a sitting of the board in Ottawa on February 15. The case for the maritime provinces was conducted by I. C. Rand of Moncton and a large number of the local manufacturers filed their statements and appeared on their own behalf. The heavy handicap which the maritime manufacturers suffer through high freight rates was pointed out and a return to the former arbitrariness was urged, as well as special commodity rates.

### Markets Needed.

The imperative need for a western market for maritime industries was argued, not primarily as a source of profit but more particularly as a means of obtaining necessary expansion. The C. N. R. and the C. P. R. and the Canadian Manufacturers' Association each had representation at the meeting and the counsel for the two railway companies conducted a sharp examination.

Arguments in connection with an application for reduction of the freight rates on fertilizer and crushed lime in New Brunswick and Prince Edward Island were heard also. The application of the city of St. John for the creation of an overhead crossing over the C. P. R. near the reversing falls in the city was heard and a proposal was made that after the deduction of the fifteen per cent which the railway board would pay from the freight rate, the balance of the cost of the bridge should be borne by the three interested parties R. and twenty-five per cent each by the city of St. John and by the New Brunswick Power Company. A consultation of engineers was arranged for and Dr. J. B. M. Baxter, for the city, said that the bridge would be proceeded with as a means of giving employment.

A delegation of representatives of the lumber firms with A. L. Sargent, of the Canadian Lumbermen's Association, as spokesman, asked for through rates on the Quebec Central to Montreal and for special rates on branch lines of the C. N. R. The lumbermen were asked to take the matter up with the different railway companies before appearing before the board.

The St. John board of trade, representing local interests in Miramichi, had filed a complaint regarding the allowance for coal car doors, but this case was withdrawn.

The Overhead Crossing. Regarding the grade separation in Douglas avenue, Mr. Plintoff, C. P. R. solicitor, said that the provincial government might bear a share of the cost.

Hon. P. J. Veniot. Hon. P. J. Veniot, who was present merely to hear the matters discussed

and was not speaking in his official capacity, as minister of public works of the province, pointed out that under the highways act neither federal aid nor highway money could be used within the limits of a city or incorporated town.

### Equalization of Rates.

A general investigation regarding the equalization of eastern and western freight rates was then commenced, with I. C. Rand representing the maritime provinces and introducing the various representatives of the manufacturers. J. B. Kuchly represented the Canadian Manufacturers' Association; F. H. Kreidler, the C. P. R.; and Allison Fraser, the C. N. R. Mr. Rand explained that he was considering the hearing as a continuation of the Halifax session and would not elaborate the position of the maritime interests, but he would like the board to bear in mind the limited population of these provinces and the fact that any industry here started with a handicap. An expanded market was necessary and the western market was the only one available. He admitted that it was uneconomical, but said that the whole system of the country was uneconomical geographically. The manufacturers sent shipments to the west to relieve their overhead charges and not primarily for profit. He did not think the victims here would be gasping with their last breaths, but they were suffering from an unfair disadvantage. The arbitrariness of 1914 in relation to the maritime provinces should have been allowed to remain, but had been violently changed and nothing had occurred to justify the change. The conditions were such as to deter any expansion and to induce a removal to more accessible markets. He understood that he was merely to present facts, and that the argument would take place at a hearing on February 15.

### For Ganong Brothers.

A. B. Edwards, representing Ganong Brothers, Ltd., of St. Stephen, was first called. His company manufactured ready-made confectionery and had been established for upwards of fifty years. It shipped 1,750,000 pounds to Manitoba and 1,025,000 pounds to Ontario, and

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has been that there is nothing known to medical science that can compare with Zam-Buk for the treatment of skin troubles or injuries. This is the opinion of Miss J. Keith, professional nurse, of Olds, Alta. She continues: "I have tested Zam-Buk personally, and have used it for my patients in a great number of cases—always with the same satisfactory result. 'Speaking professionally,' Miss Keith concludes, 'my advice to all sufferers from eczema or any other skin trouble is to use Zam-Buk freely and regularly. I am confident that this treatment will be found sufficient to cure even the most stubborn cases.'"

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the freight rate for its goods had advanced from 19½ cents in 1914 to 19 cents. Western shipments were twenty per cent of Ontario shipments fifteen per cent. They bought sugar in St. John and glucose from Ontario, and about one-third of the glucose bought would be reshipped to the west in the manufactured product. He did not complain of the classification of his goods, but desired an arbitrary lower than the class rate. There had been a commodity rate on confectionery to Montreal which was cancelled seven years ago before the judgment of the railway board in 1916. The firm's business had been higher than in 1914, and the percentage had been higher. Freight rates worked a hardship in two directions, on raw material and on the outgoing finished article. Competition from Quebec and Ontario was very keen.

Commissioner McLean asked if the firm had considered advertising as a factor in its sales, and if it was advertising as extensively as its competitors. Mr. Edwards said the firm was working on this matter. Replying to Mr. Fraser, of the C. N. R., he said the firm did not get any higher returns on sales in the west, and to Commissioner Rutherford he said that the firm in the west did not absorb freight rates.

T. S. Simms & Co., Ltd.

L. W. Simms, representing T. S. Simms Company, Ltd., of St. John, said that the firm's chief competitors were in Toronto, Hamilton and Port Elgin, and it was necessary for the firm to have western trade to maintain an industry of its size. It did less business in Ontario than in St. John, and the further afield from Ontario it went the less was the handicapped in paint brushes and smaller goods

it cost \$1.21 to ship 100 pounds of nails to Van Buren in Aroostook county (Me.)

Commissioner Carvell said that the matter was not so much a question of how freight rates affected local conditions as whether a redistribution of rates should be made between east and west and he asked Mr. Elkin what he would suggest be done in order to aid manufacturing in the east.

### Suggests Survey.

Mr. Elkin said he believed a survey should be made of the conditions of the industries. Freight rates should be reconstructed on a basis of Montreal and Toronto and differential for the extremes with some consideration of the profit and the tonnage of the business concerned. He would suggest commodity rates on a Montreal basis. Railroads must have some income, he realized, but he believed that the rates should be made to be distributed and not felt. If a mileage basis was used in the centres where there was crowded pig iron, the rates would be distributed and not felt. If a mileage basis was used in the centres where there was crowded pig iron, the rates would be distributed and not felt.

Mr. Carvell asked if Mr. Elkin would suggest a general reduction of all rates from St. John to Montreal and Mr. McLean asked if he was not seeking an arbitrary rate for shipping into Montreal and rest of the province.

Mr. Rand said that the maritime provinces wanted to be placed on the same basis as the rest of the country. Mr. Plintoff asked what Mr. Elkin would suggest as the limits of the maritime provinces. Mr. Elkin pointed out that in the lake district indicated by Mr. Elkin the railways had to compete with water transport.

T. McAvity & Sons, Ltd.

Adjustment was made for a noon recess and when the commission reassembled J. B. Hamm, representing T. McAvity & Sons, Ltd., was the first to present his case. He said the company was long established and was the only industry of its size in the same line in the maritime provinces. The company presented its case solely from the point of view of manufacturing interests, although it had other products. The arbitrariness on its raw material, pig iron, which it obtained from Hamilton, Ontario, had increased from 10 cents in 1914 to 20½ cents in 1922 and both incoming and outgoing freights were affected.

Mr. Carvell asked if he thought the board should take into consideration the cost of bringing raw material in as well as of shipping out the finished article.

Mr. Hamm explained that the firm had contemplated building a plant at Hamilton but, on the outbreak of war, had been unable to do so. He said that it was trying to convert to use in its present business and in its employment. The firm had been established in 1914 and was now in its second year. The establishment was one of the most manufacturing concerns in the maritime provinces.

Mr. Carvell said he could not understand why pig iron could not be purchased in Sydney and Montreal and shipped to St. John. Mr. Hamm said that one year ago the maritime provinces had been canvassed to find out what market they would be for pig iron from Sydney and apparently it had been found that there was too small a market as he had heard nothing of the matter since then.

### Sackville Industries.

For the two Sackville firms, the Empire Foundry Co., Ltd., established in 1880, and Charles H. Sackville, Ltd., established twenty years previous to that date, and both manufacturers of stoves, D. S. Fisher was the representative.

He said there were eleven stove foundries in New Brunswick but that of these he believed the companies represented were the most largely interested in the western trade. His company also bought pig iron from Hamilton and shipped it to the maritime provinces. He said that the company was interested in the western trade. He said that the company was interested in the western trade. He said that the company was interested in the western trade.

Atlantic Underwear, Ltd.

For the Atlantic Underwear, Limited, of Moncton, established in 1912, H. D. Adams said that sixty-five per cent of the company's business was with points west of Montreal and that when the firm first started the difference between rates from Ontario to western points and from Moncton to western points was so small that the jobbers were willing to absorb it but at the present time the situation was greatly changed. In 1912 the difference between the rates from Moncton and Toronto and Hamilton and Toronto was seventeen cents on one dozen woolen shirts and at the present time it was thirty cents and at the present time the jobbers would not absorb the freight but the Ontario business of the firm was 15 per cent of the volume of the western business, 45 per cent.

The local market took 16 per cent and Montreal 22 per cent. The raw material came from England, Boston, Toronto and Montreal and some from local markets. Some local wool was sold to a firm in Toronto and was represented by his firm. Improved methods of grading had been of great benefit to the local wool market.

J. D. Mervin, Ltd.

J. D. Mervin, Ltd., of Moncton, biscuit manufacturers, established in 1908, was represented by S. L. Holder. He said there was only one other company in the maritime provinces solely devoted to the manufacture of biscuits, and Ontario houses were his chief competitors. He had to pay freight on his flour, lard and glucose. His plant was the second or third largest biscuit plant in Canada and had been built with the hope of getting into western markets. He had a small export trade about three per cent

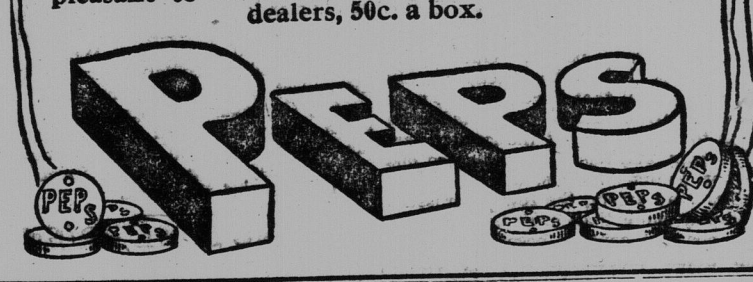
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### Atlantic Sugar Refineries.

P. H. Gibbs, representing the Atlantic Sugar Refineries, said that that industry had obtained its charter in 1912 believing that the favorable rates on the manufactured sugar then in existence would always be enjoyed and that raw supplies could be had by water. The freight at that time was ten cents on 100 pounds. In 1916 it was increased two cents and at the present time it was 20½ cents per 100 pounds as compared with the former 10-cent rate.

Mr. Carvell said the sugar refinery difficulty was more with commodity rates than with the arbitrary. Mr. Gibbs said that the refinery wanted the arbitrary ten cents to points west and the commodity rates. What had been said of the Atlantic refineries applied to the Acadia refineries also only to a greater degree as the Acadia refineries were established in 1878 and their trade built up under the old rates.

### Crosby Molasses Company.

The Crosby Molasses Company was not represented, but presented a written statement. Mr. Rand explained for the company that its only competitors in Winnipeg were from New Orleans and that the present rate from New Orleans to Winnipeg was such that St. John could not compete. If the arbitrariness were reduced to the former basis the company would be able to do business in Winnipeg.

This concluded the presentation of the case for the maritime provinces. R. L. Sargent of the Canadian Lumbermen's Association then asked for permission to present the case of Murray & Gregory, of St. John, lumbermen, with interests in the north shore who asked for through rates on the Quebec Central to Montreal and a remedy for discrepancies between rates on the Quebec Central as against rates on contiguous points on the C. N. R. The C. P. R. should arrange through rates to and from all territory in Canada, he claimed. Mr. Plintoff said the company had no objection to this matter. Commissioner Carvell said that the matter should be taken up with the company first and if an agreement was arrived at, it might be brought back to the board.

For the George McKee Company Limited, Mr. Sargent asked that special rates be given for lumber on branch lines of the C. N. R. Mr. Hayes for the C. N. R. said that this matter had not been taken up with the C. N. R. and it would be better to get some decision from the railway before taking the matter to the board.

Commissioner McLean said that the board always encouraged applicants to take up matters with the railways first. Mr. Carvell said that where it was a matter purely of the C. N. R. the board had no jurisdiction but that the C. N. R. had carried out every order which the

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Speaking at the weekly luncheon of the Rotary Club at Regina, P. H. Auld, deputy minister of agriculture for Saskatchewan, expressed the belief that prospects for agricultural production in Western Canada and for a relatively greater purchasing power on the part of farmers, are distinctly better for 1922 than they proved to be in 1921. A greater stability in farm produce markets in 1922 is looked for by Mr. Auld as a result of the passing of war-time restrictions and the disposal of government stores of meat, butter and other farm products. An increase in value is not to be expected; but a gradual improvement in the farmer's position is brought about by increased purchasing power rather than higher prices, may be anticipated. The purchasing power of grain and live stock in comparison with wholesale and retail prices of other commodities has, in Mr. Auld's opinion, reached its lowest point, and will begin to improve.

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