

VICTORIA CHEMICAL COMPANY LIMITED

ALL QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE

File SD-141-C.

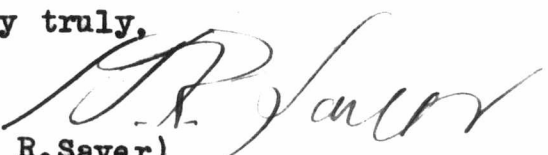
Vancouver, B.C.,
February 20th, 1925Hon. Arthur Meighen,
House of Commons,
Ottawa, Ont.

Dear Sir:

The writer is in receipt of your letter dated the 12th inst., in regard to Fertilizers being admitted from the United States into Canada free of duty.

So far as the Province of British Columbia is concerned this has caused us no concern whatever. As a matter of fact we are selling our material, that is Mixed Brands, in the Province of British Columbia at a lower price per ton than the grower can buy from their local manufacturer in the State of Washington. If anything, we think the duty on raw material being removed has had an influence in increased production owing to the cost price laid-down without the duty being lowered. The writer is speaking merely from the point of view in British Columbia. The consumption here is practically a negligible amount when compared with the Southern States, or say the Province of Ontario. The total amount in British Columbia is not more than say 5000 tons. If the Western provinces, such as Saskatchewan, Alberta and British Columbia, were absorbing somewhere in the vicinity of 100,000 tons, which they ought to be, and fertilizer was allowed to come in free; then the writer can plainly see that say the Baltimore firms who owing to their enormous output could ship their material in from Baltimore into Saskatchewan, Alberta and British Columbia in 100 ton lots and lay it down at a lower rate than we could possibly every hope to manufacture it for, unless our plant could increase its volume to say 100,000 tons, then we would not mind the free entry because we could compete, but so long as the volume is small our costs are naturally high when compared with these big American producers. Personally, I believe that so long as the farmer buys a compounded fertilizer and not the raw material direct a Canadian manufacturer has no need to fear the American competition so long as there is no duty on the raw material.

Yours very truly,


(Harry R. Sayer)

District Sales Manager

HRS-EMcH

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