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G. BUSINESS ——— HRM Export Co.: Davis + Company, 1944-45

FOLDER No.

75-1

MacMillan, H.R.
SPECIAL COLLECTIONS

PLEASE RETAIN
ORIGINAL ORDER

~~Bent~~
HRM

HRM DD

HOWARD T. MITCHELL

May 16, 1955.

Dear Howard:

As mentioned on the 'phone on May 10th,

this Company will underwrite \$500.00 for the trip you propose, in case you decide to go.

I think that both the community and you have benefited greatly by your association with these nationwide and International movements.

With kind personal regards,

Yours sincerely,

CHAIRMAN OF THE BOARD

Mr. Howard T. Mitchell,
1040 West Pender Street,
Vancouver 1, B.C.

My thanks would be a strong recommendation that British trade visits and selling programmes to Canada should not end at Toronto. Montreal has that they should also be B.C. via the new air route and return across Canada, thus saving the whole country and coming to realize that we have a different type of market and vice.

Any consideration given the subject would be most appreciated.

Sincerely yours,

Handwritten signature

75-1

HOWARD T. MITCHELL

1040 WEST PENDER ST.
VANCOUVER, B. C.

May 10, 1955.

MAY 11 1954

Dear H. R.:

-Re Canada-U.K. Trade Committee Meeting in U.K.-

Since its formation in 1948 I have been a member of the Canada-U.K. Trade Committee of the Canadian Chamber of Commerce.

Back in 1949 the Company and B. C. Packers very helpfully stood a part of the cost of a trip I made to England as the B. C. representative at a joint session with the Anglo-Canadian Trade Committee of British trade associations. As I recall it, my total expenses were slightly under \$1500 and I indented for about \$600. The committee has held subsequent meetings in Montreal and I have taken care of my own costs on those occasions.

A 1955 meeting is set up for June 16 to 18 in England at the suggestion of the British interests. I feel past experience has been such as to indicate that representation for B. C.--which I am expected to provide in behalf of the Canadian Chamber of Commerce--would be useful.

I find these overseas sessions somewhat more costly than in Canada and whereas I can conceivably do some business for myself in the East, this is much less the case in the Old Country. Would it be considered by the Company a fair gamble that it and B. C. Packers could get enough good out of my attendance at the U.K. session in June in behalf of greater two-way trade between U.K. and Western Canada to warrant a repetition of the 1949 measure of support? I expect my costs will be lower than in 1949. I would travel via C.P.A. polar route, leave June 10 and return before the end of June.

Our opposite numbers in the Old Country are nominated by the Federation of British Industries, the Association of Chambers of Commerce of Great Britain, the National Association of Manufacturers and the Farmers Union.

My theme would be a strong recommendation that British trade visits and selling programmes to Canada should not end at Toronto and Montreal but that they should come to B. C. via the new polar route and return across Canada, thus seeing the whole country and coming to realize that we have a different type of market out here.

Any consideration given the subject would be much appreciated.

Sincerely yours,

Howard

OK
May 11 1954
Davis

HRM DD

January 22, 1945.

Dear Neil:

Referring to our conversation last evening, I would be obliged if you could take a suitable opportunity to pass the following facts along in the quarters where they might serve to dissipate unjustified ideas:

(1) I was Canadian Timber Controller from June 1940 to November 1940.

(2) During that time the British Timber Control did not purchase either aeroplane spruce or railway sleepers in Canada.

(3) At no time while I was Canadian Timber Controller was I, or any member of my staff, aware of the British Timber Control purchasing policy in Canada, the quantities they purchased, or the prices they paid, excepting that after the event we sometimes heard reports as to what had been done.

(4) Since I vacated the office of Canadian Timber Controller early in November 1940, I have had no official relationship with the Canadian Timber Control.

(5) So far as I know, the Canadian Timber Control has had nothing to do with the decision as to the prices the British Timber Control has paid for aeroplane spruce or sleepers in Canada, or respecting the quantities of any item to be purchased.

(6) This Company has sold aeroplane spruce and Douglas fir railway sleepers to the British Timber Control. The prices were arrived at by negotiation between representatives of this Company and representatives of other sellers on the one hand, and the officials of the British Timber Control on the other hand. In practice the spruce prices were negotiated on behalf of the British Timber Control by Mr. Brian Gattie, who has been resident in Vancouver for about four years and who is now Deputy Timber Controller for the United Kingdom. During the past year or two the prices for Douglas fir railway sleepers have been negotiated partly by telegraphic communication between the sellers here and the officials of the British Timber Control in Bristol, partly by visits from the British Timber Control officials to B.C., and I think partly by consultation or negotiations by Mr. Gattie.

(7) Below is given the prices we have received from the British Timber Control for various aeroplane spruce and Douglas fir sleeper specifications, the price we paid the mill, and the gross

January 22, 1945.

#2

Mr. D.N.Hossie

profit per thousand accruing to this Company:

(A) GRADES	F.O.B. SELLING PRICE PER M LESS 6½% TO AGENTS & CONTROL	BUYING PRICE FROM MILL	PROFIT PER M TO US
Selace	\$272.99	\$259.35	\$13.64
Ace High	239.00	227.05	11.95
H.G.	136.49	129.70	6.79
H.G.S.	113.75	108.05	5.70

(B)

F.L.

136.49 129.70 6.79

We were subsequently asked to add 50% surcharge to drafts on BTC, which went to the Canadian Timber Control for

In case of Selace this would make the F.O.B. price in the vicinity of \$440.00.

Regarding 32 million sleepers sold to the British Timber Control:

FIR	SELLING PRICE	BUYING PRICE	OUR PROFIT GIN PER M	SELLING PRICE	BUYING PRICE	OUR PROFIT GIN PER M
Tirace	\$46.08	\$44.00	\$2.08	Hemace	\$45.10	\$4.43
Firdence	39.77	38.25	1.52	Hemence	38.80	37.25
Firtrey	34.92	33.25	1.67	Hemtrey	33.95	32.25
						\$2.10
						1.55
						1.70

Yours sincerely,

Mr. D.N.Hossie,
Messrs. Davis, Hossie, Lett, & Marshall,
626 West Pender Street,
Vancouver, B.C.