

Enclosure in No. 6.

Mr. T. JOHNSON to the AGENT-GENERAL.

SIR,—

138, Leadenhall Street, London, E.C., 19th December, 1892.

Since the company addressed to you their letter of 29th September last, they have carefully considered whether they can extend the offer which they then made of giving some concession from their published rates of passage-money, in any special cases which may be recommended by you.

It is understood, in the first place, that, provided the company take passengers approved by you by their Direct steamers to New Zealand at reduced rates, you will extensively advertise in the United Kingdom to that effect. And under these conditions, and provided also that the passengers thus approved are for a period of twelve months sent only through this company, I beg to inform you that the rates for passengers will be reduced as follows, viz.: Saloon passengers, special terms, taking each case on its merits; second-class, from £36 15s. to £28 per adult; third-class, from £16 16s. to £13 per adult.

In addition to the above it is proposed to have an "intermediate" class, which would afford a larger amount of space per adult than is made available for third-class, and in which enclosed cabins and a more liberal dietary scale would be provided, and for this class of accommodation the passage rate will be £18 18s. to those passengers only who are approved by yourself.

With regard to the space for "intermediate" passengers, the company are prepared to allot 25ft. per adult, it being remembered that under the Passengers Act the minimum space is 15ft. only; and as regards the dietary scale the details could, no doubt, be satisfactorily arranged after a conference with yourself.

In further reference to this matter, I would further add that the company are prepared to contribute towards the expense of advertising to the extent of 5 per cent. of the amount of passage-money received by them on account of the passengers approved by yourself.

It is also to be understood that the company will pay a commission of not less than 5 per cent. to you, or your shipping agent, to cover agency charges.

Awaiting your approval of the proposals contained herein.

I remain, &c.,

THOMAS JOHNSON,
Director, New Zealand Shipping Company.

The Agent-General for New Zealand.

No. 7.

The AGENT-GENERAL to the PREMIER.

(Telegram.)

6th January, 1893.

SHIPPING Company offers reduce fares 25 per cent. passengers recommended Agent-General. He advertise and forward passengers Shipping Company only. Shipping Company offers 5 per cent. passage money contribution advertising. Arrangement run for twelve months. Recommend acceptance. Instruct whether may agree.

No. 8.

The PREMIER to the AGENT-GENERAL.

(Telegram.)

Wellington, 10th January, 1893.

SHIPPING further conditions necessary. Writing.

No. 9.

Hon. J. McKENZIE to the AGENT-GENERAL.

Wellington, 31st January, 1893.

Emigration of Farmers and other Persons possessed of small Capital.

SIR,—

Referring to your telegram of the 6th instant, stating the terms on which the Shipping Company will forward passengers to New Zealand who may be recommended by yourself, the Government views your proposal favourably, but is of opinion that the concession should be restricted to persons possessing capital somewhat as follows: Each head of a family should prove to your satisfaction that he is possessed of £100 in cash, and that he is also possessed of cash equal to the sum of £50 for each member of his family over twelve years of age.

Subject to the above you may enter into an arrangement with the Shipping Company for twelve months, and advertise as you propose.

The Agent-General for New Zealand, London.

JOHN MCKENZIE,
For Premier.

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