

1899.

NEW ZEALAND.

DIRECT TRADE BETWEEN NEW ZEALAND AND
MANCHESTER

(CORRESPONDENCE RE THE PROSPECTS OF ESTABLISHING A).

Presented to both Houses of the General Assembly by Command of His Excellency.

No. 1.

The AGENT-GENERAL to the Right Hon. the PREMIER.

Westminster Chambers, 13, Victoria Street, London, S.W.,

10th February, 1899.

SIR,—

At the invitation of the Manchester Ship Canal Company, I went to Manchester for the purpose of inspecting the docks there, and inquiring as to the prospects of establishing a direct trade between New Zealand and that part of the United Kingdom.

Mr. Cameron, our Inspector of Produce, who came with me, has prepared a report giving information on the subject, a copy of which I herewith transmit.

I also enclose copy of letter which I have received from the Manchester Chamber of Commerce, in which the advantages of a direct trade are carefully set forth.

The Right Hon. the Premier, Wellington.

I have, &c.,
W. P. REEVES.

Enclosure 1 in No. 1.

Mr. H. C. CAMERON to the AGENT-GENERAL.

DEAR SIR,—

13, Victoria Street, Westminster, 27th January, 1899.

In accordance with your instructions, I went to Manchester last week, and, as directed by you, I beg to submit a report on the subject of promoting a direct trade between that part of the United Kingdom and New Zealand.

As you are aware, I was for some time engaged in business in connection with New Zealand produce in Manchester, and I am, therefore, perhaps in a position to express an opinion with regard to the opening of the Manchester Ship Canal.

I have always recognised the possibilities of colonial trade with the district surrounding that centre, but I must say that I was astonished to find what rapid strides have lately been made there in the produce trade. Before reporting on the immediate subject of trade with New Zealand, it may be useful to refer to a few facts regarding the Ship Canal.

The proposal, which had long been considered, to connect Manchester with the sea so as to permit of direct trade with all parts of the world took practical effect in 1883, when a Bill was laid before Parliament to authorise the construction of a canal. After strong opposition the Bill was ultimately passed, and in 1894 the canal was completed, and Manchester became recognised as a seaport. The canal is thirty-five miles and a half in length, having a depth of water of 26 ft. throughout the entire distance, and this depth is constantly maintained by dredging. The width at the bottom of the waterway is 120 ft., except at one part, where it narrows to 80 ft. Vessels can enter the canal and proceed to Manchester before and after tide-time, and in a number of instances they have entered after high water, and reached Manchester before they could have entered the Liverpool Dock. The safe navigability of the canal by the largest sea-going carrying steamers has been fully demonstrated, and there need be no apprehension on the part of ship-owners on this score. Steamers are now being navigated regularly on the canal trading with India, Canada, Australia, Egypt, South America, and the Mediterranean, &c. The docks are large, and have all the latest improvements for handling and storing produce of all kinds. The transit-sheds and stores are all of the newest designs. Hydraulic and steam cranes, and other appliances for giving rapid despatch, are in general use. There is a complete railway system connecting the main lines throughout the country with the docks, and all the inland canals

throughout England are also in working connection with them. There are regular and frequent sailings of steamers from Manchester to all the principal coastal ports, so that transshipments of cargo can be dealt with expeditiously.

On the banks of the canal numerous works have been erected, and others are in course of completion. The Smelting Corporation (Limited) have erected works, and expect to import annually over 100,000 tons of ore. The Co-operative Wholesale Society has a large soap- and candle-works, and they are large consumers of tallow. There are large timber-yards. The C.C. and D. Company (Limited) have just opened a cold-air store, having a capacity of a hundred thousand sheep. The Manchester Corporation Lairages and Foreign Animals Wharf, having provision for a thousand head of cattle, enabling foreign cattle to be landed and dealt with expeditiously, are situated there. There is also a grain-elevator, built on the latest American plans, with a capacity of 1,500,000 bushels, having 226 bins, and machinery on such a scale that the following operations can all be performed simultaneously: (1) Discharging from vessels in dock at the rate of 350 tons per hour; (2) weighing in tower at water's edge; (3) conveying and distributing into any of the 226 bins; (4) moving grain and weighing at the rate of 500 tons per hour; (5) sacking grain, weighing, and loading sacks into forty railway-trucks and ten carts simultaneously; (6) conveying from the elevator into barges or coasters at the rate of 150 tons per hour, if in bulk, or two hundred and fifty sacks per hour, if bagged. Attached to this elevator is Metcalf's Patent Dryer, used in America with most satisfactory results, and capable of drying 50 tons of grain at each operation.

It will be seen that preparations have been made on a thorough and large scale for the encouragement of direct trade with Manchester.

The Canadian Government has for some considerable time been keenly alive to the importance to their producers of developing their export trade, and has been prosecuting inquiries in this country as to the best means of attaining this desire. About eighteen months ago Professor Robertson, Chief Commissioner of Agriculture for the Canadian Government, spent some considerable time here making a thorough investigation on their behalf as to the prospects of trade. His reports having been favourable, and his comments upon the capabilities of the district surrounding Manchester having been encouraging, his visit was followed by one from the Hon. Mr. Fisher, Canadian Minister of Agriculture, who personally examined the facilities afforded by that port.

The Manchester merchants, keenly alive, as they always are, to business possibilities, were willing to promote a line of steamers to trade with Canada on condition that the Canadian producers themselves took an interest in their venture. They therefore approached the Canadian Government with this object, and, the interests of both being recognised, the Government granted them a subsidy of £8,000 per annum for three years conditional upon their running a regular fortnightly service from Canadian ports to Manchester. A company was then at once formed named "The Manchester Liners (Limited)," and the building of large 8,500-ton cargo-steamers was proceeded with.

On the occasion of your visit to Manchester I accompanied you in inspecting the first of these vessels that had just arrived in port on the inaugural voyage. Great enthusiasm was being displayed by all parties concerned—shipowners, canal officers, and merchants alike—and faith in the large and rapid development of trade was generally expressed. Complete satisfaction was felt with the ease with which this large vessel, the "Manchester City," had navigated the canal, and it was considered that this would remove any apprehension that might have existed in the minds of shipowners as to the safety of large vessels when traversing it. A large cargo had been brought by this boat, and, as it may be of interest to know what produce is sent from Canada, I enumerate it, as follows: 450 cattle, 150 sheep, 2 horses, 469 packages poultry, 1,416 boxes butter, 11,972 cases cheese, 37,117 bushels (bulk) and 1,500 bags oats, 67,000 bushels maize, 39,929 bushels wheat, 3,408 bales hay, 6,470 bundles pulp, 1,000 sacks oatmeal, 1,084 cases eggs, 1,250 tierces lard, 4,600 bags starch, 500 bags sugar, 246 standards, deals, and ends, 4,274 doors, 245 bundles of doors, and several bundles of dry goods and fittings.

Direct trade between Canada and Manchester would thus appear to be now satisfactorily established, and it not unreasonably can be considered what probabilities there are for a similar opening being secured for the produce of Australia and New Zealand. Of course it is only with reference to the trade of New Zealand that you wish me to report. It is now over three years since, in an interview sent to the colonial newspapers, I stated: "After careful inquiry and consideration I came to the conclusion that Manchester, having just opened her canal for direct traffic with all parts of the world, and commanding the central position for expeditious distribution of colonial produce to the vast manufacturing districts of England, offered the most favourable position for the introduction of colonial produce. I consider that there is a good and large field expanding from Manchester for all classes of colonial produce, and am convinced that in a very short time there will be a large trade doing there. The trade has scarcely commenced yet, but with the enormous population within a radius of thirty miles from the Exchange of Manchester—a population larger than that within an equal distance of St. Paul's, in London—it must be capable of very great development." These remarks applied to the distribution of colonial produce generally in the Midlands, and I consider they are still as applicable as when made.

More than three years ago an attempt was made to open up direct trade with Australia. In 1895 the first direct shipment of frozen-meat from Victoria was brought by the "Timaru" up the canal. Then, as now, the frozen-meat trade of Manchester and district was in the hands of the River Plate shippers, and strong opposition was evinced by them to the introduction of meat from any other part of the world. The River Plate people have for so long held possession of that trade in the Midlands that any steps that may be taken to introduce meat from Australia or New Zealand there will be fought very keenly. The result of the determined opposition shown by the

River Plate traders to the introduction of Australian meat in 1895 has been that, although for some time shipments were continued to Manchester, they gradually fell off and were ultimately abandoned. There is a strong desire by those interested in Manchester and the Ship Canal that direct trade with Australia and New Zealand should be established on a sound footing. The difficulty at present, as it has been since the opening of the canal, seems to be to settle who are to bear the brunt of the fight that must take place in the initiation of this direct trade. That there is a field to fight for is undeniable. Manchester, as is known, is situated close to the Yorkshire wool districts, where already the principal imports of wool are manipulated. Stockport, close to Manchester, is the centre of the hat-making trade, and is a large consumer of rabbit-furs. Tallow is in large consumption in the district—in fact, all colonial products are in large demand. Then, the bulk of the exports to Australia—cotton goods, iron, tin-plate, hardware, machinery, earthenware, glass, chemicals, &c., all of which commodities can be placed on board steamer at Manchester at comparatively low rates as compared with shipping at London or Liverpool—are manufactured in the district.

I am informed that a direct service of steamers with Australia has been offered to Manchester on condition that full cargoes of frozen meat are guaranteed from the colony. Knowing, however, the strong feeling that exists among colonials to open up direct trade with other ports than London, I am a little disinclined to credit this information, as were a direct service offered on these terms I think there would be no difficulty in getting full cargoes guaranteed. I feel that there is a greater difficulty probably in having effective arrangements made on this side. Vessels arriving at Manchester, even with a full cargo of frozen meat, necessarily will want some guarantee that they will get full return cargo. The difficulty of obtaining this was felt, I know, in the case of those boats trading some time ago between Australia and Manchester. Some there are who say that no difficulty need be apprehended, but, looking at the manner in which trade has been conducted for many, many years, whereby the financial arrangements of manufacturers are often dominated from London, and knowing that interests become considerably involved, I believe the great difficulty to be contended against is the matter of the arrangements for outward freight direct from Manchester. Direct trade between Australia and Manchester I consider well worth prosecuting.

But, looking at the question of the establishment of direct trade between New Zealand and Manchester from a New-Zealander's point of view, there are several special circumstances that must be taken into account, and it must also be considered what advantage would be derived were direct trade brought about. Any line of large boats that would be run regularly from New Zealand to Manchester would, of course, require to be fitted with refrigerating machinery, and would have to depend largely on full cargoes of meat to pay. At the present time the demand for New Zealand mutton throughout the Midlands is very small, and is not nearly sufficient to warrant direct shipments being made. New Zealand mutton is also of such variety of quality—heavy and light, fat and lean—worth a range of 1d. per pound in value, that it would be utterly impossible at present to find a market for all these classes in the districts immediately supplied from Manchester. Wholesale distribution would have to take place from there as is now done from London, and probably there would be considerable difficulty in disposing of it to as great advantage. I am well aware, however, that, although at present the demand for our mutton in the Midlands is very small, there is undoubtedly a very large field for retail distribution amongst the better class of consumers available there. This field, however, I consider should be prepared for its introduction prior to supplies being delivered there for distribution by direct shipments. I do not believe in New Zealand mutton being dumped down at any port and forced into competition with other meat. That would at once lower its value and reputation, and the loss would be considerable.

Were there direct communication between New Zealand and Manchester, of course all wool purchases made in the colony on manufacturers' account could be sent there, and a saving thereon would be effected. Butter and cheese from New Zealand are both gaining a good reputation throughout the country, and are being well distributed under present arrangements from London. Were butter to be landed in Manchester, it would come more directly in competition there with Danish, Manchester being the headquarters of that butter trade, while cheese would feel the full force of Canadian competition. The quantity of both butter and cheese at present produced in New Zealand is, of course, too small to prove of importance in considering the desirability of opening up direct trade with Manchester.

There would be an advantage in landing rabbitskins, sheepskins, hides, and tallow in Manchester, but unless New Zealand frozen meat can be profitably dealt with there at the same time I do not believe it would be of any use attempting to effect direct trade with that port from New Zealand. All direct trade at present must hinge on that particular industry, and I consider that the sooner energetic steps are taken for its development the better it will be not only for it alone, but also for all other lines of New Zealand produce, and the more probability there will be of securing other ports for our shipments than London.

I have, &c.,

H. C. CAMERON, Inspector of Produce.

Hon. W. P. Reeves, Agent-General for New Zealand, London.

Enclosure 2 in No. 1.

SIR,—

Chamber of Commerce, Manchester, 30th January, 1899.

I am instructed by the board of directors of this Chamber respectfully to invite your attention to the following statement of the great advantage which would result to the Australian Colonies, as well as to the United Kingdom, especially in the vast industrial population of the Northern and Midland counties, by the establishment of regular lines of steamship communication between the ports of Australasia and that of Manchester.

2. The Port of Manchester is the most convenient and cheapest distributing centre for a large district containing an immense population consuming vast quantities of frozen mutton, and beef, cheese, butter, tinned provisions, fruit, &c., and it is understood that the Australasian Colonies are desirous of obtaining increased facilities for the sale of such products in the United Kingdom.

3. Within a radius of twelve miles of the City of Manchester there is a population of over two and a half millions. That of the area to which Manchester is the nearest port amounts to seven and a half millions. This teeming population is mainly composed of working-classes, who earn abundant wages, are well employed, and are in the habit of consuming good food of all kinds.

4. Manchester possesses an important provision market, in which, for example, more butter is sold than in any other English market. There is not, in short, such an equally good field in the whole world as this district for pushing the sale of Australian agricultural produce.

5. It is, however, essential to the introduction of Australian meat and other provisions into this district that a market should be made for it. The produce must be made known before it can be appreciated and asked for by consumers.

6. Such initial work is the produce of and will have to be done by the seller. When a new seller wishes to get a footing in a market which is already largely supplied by competitors he will have to organize and undertake such initial work or he will not succeed.

7. It is necessary to emphasize this point, because, although after the arrival of the "Timaru" from Melbourne, in November, 1895, and the "Gulf of Siam" from Melbourne, in January, 1896, which vessels brought to Manchester altogether nearly sixty thousand carcasses of sheep, no vessels have since been loaded in Australia to Manchester direct—small quantities of sheep have been landed here from time to time by the "Gulf" steamers after calling at Melbourne—the falling-off is easily explained. The bulk of the "Timaru" and "Gulf of Siam" frozen meat was bought before arrival by Manchester importers, who, unfortunately, lost money by the venture, because, immediately on the arrival of the vessels, the Argentine shippers of mutton, who practically have the monopoly of this district, put their prices down for the time being to a very low point, with the result that the importers of the Australian mutton were compelled to sell out at a heavy loss. It should further be stated that the Argentine sheep are small, and, as the people of this district have become accustomed to small joints, it is necessary that Australian sellers should keep up a regular supply of their larger sheep until the people have become accustomed to them and appreciate their good qualities. A regular supply of Australian sheep in the market here would soon overcome this difficulty, but no other measure would be effectual.

8. The Canadian Government appears to have appreciated the fact that it is needful for sellers to make an effort to open up markets. About sixteen months ago Professor Robertson, its Commissioner of Agriculture and Dairying, visited Manchester and spent some time here interviewing the traders, inquiring into the facilities for distribution, and examining the accommodation of the port. He was undoubtedly convinced of the capabilities of this district for the consumption of Canadian produce, for he paid a second visit some months afterwards, and made further inquiries. The Hon. Mr. Fisher, Canadian Minister of Agriculture, also visited Manchester this year, and spent a day examining the facilities afforded by the port.

9. The result of these investigations was that the Canadian Government granted a subsidy of £8,000 per annum to a Manchester steamship company in consideration of its running a fortnightly line from Canadian ports to Manchester. The Canadian produce merchants have always been most vigorous in pushing their own interests here, and in studying the requirements and tastes of the population.

10. Pending the completion of three steamers, of 8,500 tons dead-weight capacity, specially adapted for the service (one of which has just discharged her first cargo at Manchester, and two others will soon be launched), four smaller steamers, of about 5,000 tons capacity, have been running from Canadian ports to Manchester. Eighteen voyages have already been completed, and the steamers not only got full cargoes, but merchants have been complaining that they could not obtain all the space they wanted. The Canadian Government has, therefore, so far, every reason to be satisfied with the result of its endeavour to increase the trade between Canada and this port.

11. In further corroboration of the consuming capacity of this district, it may be mentioned that regular services of steamers to Manchester have also been established from the principal United States ports (Boston, New York, Baltimore, Newport News and Norfolk, Charleston, Brunswick, Pensacola, Mobile, New Orleans, Galveston, &c.). These steamers are bringing full cargoes of produce in great variety.

12. In support of the statement that Manchester is a cheap and convenient centre of distribution, a statement is appended showing the relative cost of distributing produce *ex* ship London and *ex* ship Manchester. The following are some examples taken from that statement:—

Frozen Meat, <i>ex</i> Ship.				From London, per Ton.	From Manchester, per Ton.	Saving per Ton.
				s. d.	s. d.	s. d.
To Bolton	...	...	...	64 4	15 3	49 1
" Bradford	...	...	...	57 6	27 0	30 6
" Halifax	...	...	...	60 0	25 0	35 0
" Leeds	...	...	...	57 6	27 0	30 6
" Oldham	...	...	...	57 6	16 0	41 6
" Rochdale	...	...	...	65 0	16 0	49 0
" Sheffield	...	...	...	57 6	26 0	31 6

The London rates are inclusive of all dock charges, delivery to railway-wagon, railway-carriage, and delivery at destination within the ordinary cartage limits.

The Manchester rates are on a similar basis—that is, are inclusive of Manchester Ship Canal tolls and wharfage, delivery to railway-wagons, railway-carriage, and delivery at destination within the ordinary cartage limits.

13. Only a small group of specimen towns is given, in order to prevent the statement from being too voluminous; but the comparisons are types of the savings that can be effected to a very large number of towns. In the City of Manchester, and the immediately surrounding towns within carting distance, there is, of course, a very large saving as compared with bringing the produce from London, because only the Ship Canal charges and the cartage have to be paid.

14. The London comparison is given because London has hitherto been the distributing port for Australian produce. It is self-evident that Australian exporters, who confine their shipments to London, are practically excluding their produce from this the greatest consuming centre in England. If full cargoes are shipped from Australia the rates of sea-freight will be the same to Manchester as to London. To support this statement, it should be said that the Gulf line of steamers are ready and willing to carry the produce to Manchester on these terms. Mr. MacDougall, the managing owner of the line, has, in fact, given orders to his Australian agents to load steamers for Manchester direct whenever full cargoes can be obtained; but if only part cargo is shipped to Manchester, necessitating calling first at London with the remainder of the cargo, a higher rate of freight will be charged for the Manchester cargo to compensate for the delay and extra expenses.

15. Manchester is very much nearer than London to Bradford and other towns in Yorkshire, where Australian wool is largely consumed; and the experience of the "Gulf of Siam's" direct voyage, when she brought over five thousand bales of wool, shows that if the refrigerating space in the steamers is filled for Manchester there will be no difficulty in obtaining large quantities of wool to help to fill up the remaining space. The Yorkshire spinners are, as a matter of fact, wishful to have their wool imported *via* Manchester.

16. Another important fact is that the Smelting Corporation (Limited) are now erecting very extensive lead-smelting works on the Ship Canal banks at Ellesmere Port, with the intention of importing very large quantities of ore from Australia. This ore will also be available for filling up vacant space in the steamers.

17. The facilities for dealing with traffic at the Port of Manchester are at least equal to those at any other port in the Kingdom. The Colonial Consignment and Distributing Company (Limited) have just completed a cold-air store, with accommodation for one hundred thousand carcasses of sheep, on the docks at Manchester, into which meat and other provisions will be unloaded directly from the ship.

18. The Corporation of Manchester have also erected one of the finest cold-air stores in the Kingdom, within a short carting distance of the docks, to which the greater portion of the "Gulf of Siam" and "Timaru" cargoes was conveyed.

19. If the Australian Colonies were to develop a trade in live cattle, the animals could be received at Manchester direct from the ship into what Professor Robertson described as "one of the most perfectly arranged lairages and wharfs that I have ever seen." These lairages have also been erected by the Corporation of Manchester. They have at present accommodation for one thousand head of cattle, and arrangements have been made to extend the accommodation to three thousand head whenever the necessity arises. The steamers from Canada, previously referred to, have been bringing several hundred head of cattle to Manchester every voyage.

20. The Ship Canal Company is a railway company as well as a canal company, and has placed lines of railway all round its quays. These lines of railway are in direct communication with all the principal railways, and the Canal Company will take charge of and forward produce at inclusive "through rates," specimens of which are in the annexed statement, from the docks direct by rail to any town in the Kingdom. The docks are also in actual communication and working connection with all the inland canals of the country. Moreover, transshipment cargo can be dealt with expeditiously, as there are regular and frequent sailings from Manchester to all the principal coastwise ports.

21. The foregoing information justifies the Manchester Chamber of Commerce in addressing the various Australian Governments, and their Agents-General in London, with the view of impressing upon these Governments the desirability, in the interests of their agriculturalists, of taking steps to make a vigorous and sustained effort to introduce and make a regular market in this district, and the North of England generally, for the various descriptions of Australian produce for which the colonies are desirous of providing an increased outlet. Such an effort is necessary in order to establish a trade in a district which is already so largely supplied by other countries which desire to sell and push the sale of similar produce.

22. The Manchester Ship Canal Company, the port authority of Manchester, has provided the very best facilities, and is anxious to give all possible assistance to the Australian Colonies in this matter, but as the company has no power to trade its efforts must be limited to the endeavour to bring colonial exporters and Manchester importers and consumers together. The company believes, from its experience in connection with other producing countries, that if Australian productions were supplied to this market with such regularity as to become current articles of trade sellers would find that importers would buy large quantities "to arrive," or send out buying orders.

I have, &c.,

Hon. W. P. Reeves, Agent-General for New Zealand,
13, Victoria Street, London, S.W.

ELIJAH HELM, Secretary.

MANCHESTER SHIP CANAL.—AUSTRALIAN FOOD PRODUCTS.

COMPARATIVE COST (at per Ton) of conveying various Commodities to Inland Towns from *ex* Ship "London," and *ex* Ship "Manchester," respectively, showing,—(1) The present cost of importing *via* London, including London dock charges; (2) The cost of importing *via* Manchester, including Ship Canal tolls and all charges; (3) A comparison of the total charges in each case, showing the saving effected by importing *via* Manchester.

(1.) *Present Cost of Transit from ex ship "London," including London Landing Charges, Delivery to Railway-wagon Railway-carriage, and Delivery at Destination within the Ordinary Cartage Limits.*

At per Ton of 20 Cwt.	Milk (Condensed).	Butter (in Casks and Firkins).	Cheese (in Boxes and Casks).	Mutton (Frozen).	Poultry (Dead).	Game.	Fish in Class 1.	Eggs in Boxes and Cases.	Fruit in Class 1 (Apples, Pears, Onions, &c.).	Fruit in Class 2 (Oranges, Lemons, Tomatoes, &c.).
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
Manchester	34 0	33 4	36 0	45 0	62 0	72 7	34 6	44 3	34 6	43 0
Bolton	42 6	34 3	43 0	64 4	64 4	75 0	35 6	53 0	35 6	42 6
Bradford	43 4	43 10	43 10	57 6	64 9	75 0	35 9	53 0	35 9	43 4
Halifax	43 4	43 10	43 10	60 0	65 0	75 0	37 3	53 0	37 3	43 4
Leeds	35 6	43 10	43 10	57 6	63 6	74 1	35 1	53 0	35 1	43 4
Oldham	36 6	33 4	43 10	57 6	64 0	75 0	35 7	53 0	35 7	43 4
Rochdale	37 4	36 0	43 10	55 0	65 0	80 0	36 8	53 0	36 8	43 4
Sheffield	35 8	29 6	40 4	57 6	57 6	70 0	32 4	49 2	32 4	39 10

(2.) *The Cost of Importing the same Articles via Manchester, including Manchester Ship Canal Tolls and Wharfage, Delivery to Railway-wagons, Railway-carriage, and Delivery at Destination within the Ordinary Cartage Limits.*

At per Ton of 20 Cwt.	Milk (Condensed).	Butter (in Casks and Firkins).	Cheese (in Boxes and Casks).	Mutton (Frozen).	Poultry (Dead).	Game.	Fish in Class 1.	Eggs in Boxes and Cases.	Fruit in Class 1 (Apples, Pears, Onions, &c.).	Fruit in Class 2 (Oranges, Lemons, Tomatoes, &c.).
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
Manchester*	6 0	6 0	6 0	8 6	8 3	9 3	5 3	7 3	5 0	6 0
Bolton	11 2	11 0	11 9	15 3	15 3	17 7	10 0	13 4	10 0	11 9
Bradford	18 0	18 6	19 0	27 0	27 0	32 0	16 0	22 0	16 0	19 0
Halifax	16 3	17 8	17 8	25 0	25 0	30 0	15 0	22 0	15 0	18 0
Leeds	18 0	18 6	18 9	27 0	27 0	32 0	15 0	23 0	15 0	19 0
Oldham	12 0	12 0	12 0	16 0	16 0	19 0	10 0	14 0	10 0	12 0
Rochdale	12 6	12 6	12 6	16 0	16 0	22 0	10 6	14 0	10 6	12 6
Sheffield	19 6	19 6	19 6	26 0	26 0	31 0	16 0	22 6	16 0	19 6

* These rates do not include delivery in Manchester. The cartage rate is from 1s. 6d. to 2s. 6d.

(3.) *Comparison of the Total Charges in Nos. 1 and 2, showing Savings by Importing via Manchester Ship Canal.*

At per Ton of 20 Cwt.	Manchester.*	Bolton.	Bradford.	Halifax.	Leeds.	Oldham.	Rochdale.	Sheffield.
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
Milk..	28 0	31 4	25 4	27 1	17 6	24 6	24 10	16 2
Butter	27 4	23 3	25 4	26 2	25 4	21 4	23 6	10 0
Cheese	30 0	31 3	24 10	26 2	25 1	31 10	31 4	20 10
Mutton (frozen)	36 6	49 1	30 6	35 0	30 6	41 6	49 0	31 6
Poultry (dead)	53 11	49 1	37 9	40 0	36 6	48 0	49 0	31 6
Game	63 4	57 5	43 0	45 0	42 1	56 0	58 0	39 0
Fish (in Class 1)	29 3	25 6	19 9	22 3	20 1	25 7	26 2	16 4
Eggs	37 0	39 8	31 0	31 0	30 0	39 0	39 0	26 8
Fruit (in Class 1)	29 6	25 6	19 9	22 3	20 1	25 7	26 2	16 4
Fruit (in Class 2)	37 0	30 9	24 4	25 4	24 4	31 4	30 10	20 4

* These rates do not include delivery in Manchester. The cartage rate is from 1s. 6d. to 2s. 6d.

No. 2.

MEMORANDUM for the AGENT-GENERAL.

Notes re Letter from Manchester Chamber of Commerce, dated 30th January, 1899.

CLAUSE 3. It is always the working-classes who are associated with the consumption of colonial food products. The working-classes are now well supplied. I consider there is a good field amongst the better classes, as they are called, to be developed.

Clause 4. Manchester is the headquarters of the Danish butter trade, and consequently New Zealand butter would have to contend with strong competition. Further, Manchester is a market specially for pale-coloured butter, and objection is strongly made there to the dark colour of New Zealand butter.

Clause 5. I agree with this. A market should be made for New Zealand products by creating demand by advertisement by demonstration, as I have repeatedly suggested.

Clause 6. I agree with this. I have often reported to the colony that the producers must undertake the work of introducing their produce to the consumers themselves; they cannot expect any private individuals to do this for them.

Clause 7. The taste of the working-classes is always for small lean meat. River Plate and Australian mutton is suitable for this trade. New Zealand mutton is more suitable for a better-class trade. Manchester dealers or salesmen will not buy c.i.f., as is often done in London. The Argentine shippers have a monopoly of the trade, and will fight strenuously to oppose now, as formerly, the introduction of any other mutton to the district.

Clause 9. New Zealand producers must push their own interests here, as the Canadians are doing, although possibly not adopting the same means.

Clause 17. The facilities for dealing with traffic at the Port of Manchester are really excellent.

Clause 19. The Australian Colonies are not at all likely to develop a live-cattle trade; their aim being more probably the development of the "chilled" trade.

6th February, 1899.

H. C. CAMERON.

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