

Australasian butter was so bad that he would sooner be without than eat it ; that it could be bought at 7d. per pound. Although in no way interested, except as the representative of the country. I should be sorry if, from any cause, such a trade should decline or become difficult of operation.

NEW ZEALAND POLITICS.

In the course of the year a great deal has been done to direct the eyes of the people of Africa towards New Zealand. Mr. McLarty, M.L.A. for Durban, discussed in Parliament the desirability of appointing a Public Trustee for Natal on the New Zealand lines ; the Premier promised to look into the matter during the recess with a view to bringing in a Bill. The Hon. Mr. Powell, M.L.C., Capetown, had advocated the adoption of the New Zealand method in connection with the railways. The Industries Commission, now sitting in Natal, applied to me for a supply of such literature as might aid them in coming to a decision in some matters ; I promptly supplied such as I had at my disposal.

DELAGOA BAY.

After my recent visit to Johannesburg, I decided to have a look at Delagoa Bay. This port has already a great deal of the Rand trade, and is, I think, certain to do a great deal more at no distant date. The Transvaal people have large interests there ; the Transvaal and the Portuguese Governments are in active co-operation with each other in constructing a line of railway through Swaziland ; this will bring Delagoa Bay within fourteen hours of the Transvaal, and as the line has a grade of 1 in 100 only, whereas to Natal it is a case of ladder-climbing from sea-level to 5,000 ft., this will be an immense advantage. Great improvements are going on, such as deepening the channel, construction of wharves, building sheds, &c.

RAILWAY RATES.

On several occasions I have called attention to the necessity of some form of reciprocity between the South African colonies and New Zealand ; Canada sees the importance of the matter. On two occasions large amounts of stock have been brought from New Zealand to this country by the same person ; on the latter occasion the amount was about £10,000. I applied for a rebate on the very high rates ; I could not succeed. The consequence is not that the person did not buy the stock, but that he will land in future at East London. Now, if trade is to go ahead, facilities are of first importance. If the Governments only get into touch they might secure some arrangement which would be to their mutual advantage.

WITHDRAWAL OF REPRESENTATIVE.

The proposal to withdraw the New Zealand representative is looked upon as exceedingly unfortunate, more particularly, perhaps, by the merchants and agents, many of whom are either New Zealanders or Australians, and are therefore likely to look at matters from the clear-headed standpoint, and not from the standpoint of mere sentiment.

NEW ZEALAND SUPPLIES.

There has been a great deal of dissatisfaction expressed in connection with the difficulty in getting regular and adequate supplies of New Zealand produce. Samples of excellent quality are sent, they are put into the hands of the agents, a demand is created, and then orders are despatched, only to be disappointed. Some oysters were sent : they were placed in the right hands, an order was sent over, 100 cases were promised, and when the vessel arrived there were just *four* cases. In another case a merchant who had been dealing largely in New Zealand bran suddenly found the supply stopped, and he was compelled to place an order with Australia for 1,000 tons ; these remarks apply equally to other lines. I have had notice of some samples of dried milk from Messrs. Nathan : if this turns out to be a good article I think there should be a good demand ; merchants are on the look-out for a good brand in place of Nestle's and the Dairymaid.

INTERNATIONAL EXHIBITION.

As soon as possible after receiving the official notices of the International Exhibition I made arrangements for distribution. Just at the time the Agricultural Show was being held at Durban ; this is generally, and was this year particularly, a very important concern ; I therefore took advantage of the Show to get into touch with such as are likely to be interested in such matters, and distributed a good deal of information. I then proceeded to Maritzburg, where the Royal Agricultural Society held their Exhibition, and did similar work there. I also visited the heads of the Government at Maritzburg and gained their cordial sympathy, and after a time there may be some active co-operation. Some of the leading men of Natal have assured me that they will come to New Zealand, and will certainly not come alone. I have also been to Johannesburg on a similar mission ; on my journey up I took care to distribute, and arrange for the distribution of, notices, literature, &c., at all places where there seemed to be the slightest use in so doing. At Johannesburg I personally distributed notices and literature at all leading hotels, clubs, Chamber of Commerce, Chamber of Mines, &c., so that as far as advertising can be done in that way it has been done. A great deal has also been done in the same direction at Capetown.

The merchants and agents seem to feel that they are treated a bit capriciously ; they have done so much to create an interest and a trade ; at the same time, the majority of those with whom I have conversed think that the money spent by the New Zealand Government in having a representative has been regained many times by New Zealand, though in an indirect way. Certainly a keen interest