

EAST AFR. POST
8245

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REC^d
REG^d 14 FEB 17

Federation of
Pr. Industries

1917

13 Feb 17

ENEMY TRADE IN LINEN GOODS

The copy letter from Calico Printers' Assoc.
respecting Mr. Trame. Requests further inform.

Last previous paper.

~~3276~~
3276-7

Ans. 26 Feb 17
Copy above to Gen. Langan 24 March 17 15284

~~Mr. Tennison~~
A.C. 17/2/17

Mr. Bottomley

My previous letter was
an attempt to reconcile
the reports in 61898 with those
in 3276. The figures given
here show that what we have
to fear is not the immediate
but the future competition
of the Dutch makers.

I submit a fresh
letter to Mr. Nugent which

Next subsequent paper:
11.9 / 15284

I think gives an accurate view of the position, so far as the M allow us to form one.

CS. 21/2/17.

The figures for 1914-15 in part of "colony piece goods printed" been out for some time; view that the drop in ^{the} dated share in 1916 is accidental.

UK.	546,180 75
Holland	6,736 75
Total	<u>7,416 275 75</u>

From Black

I do not see much hope of the country being much more by Lancaster is very conservative in its processes, & the E.A. British Homes are not very enterprising. But as proposed?
CS. 21/2/17

CS. B.

22 2/17

Mr. Steel - Maitland

You may be interested

in this

K. J. D.

22/2/17

AS.M. 2.3

[Handwritten signature/initials]

B.

FEDERATION OF BRITISH INDUSTRIES

8245

REC^o
REG^o 14 FEB 17

R. T. NUGENT,
DIRECTOR.

51, LINCOLNS INN FIELDS.

LONDON, W. C.

13th February, 1917.

Dear Tennyson,

I enclose herewith a copy of letter from the Calico Printers' Association, with whom I left your letter for advice.

I am afraid that this will not be of very much use to you, but I was told in Manchester that they are far the most "knowledgeable" and likely to be the most enterprising of the Manufacturers in this particular line. I am rather afraid that it looks like the old story - the British manufacturer insisting upon giving better stuff than the market requires, and the market, consequently, going to somebody else. Of course, their figures of 1913 have nothing whatever to do with it. The figures which I presume are worrying you are the 1915 and 1916 figures.

If you could supply me with some ammunition, I will then have another go at them.

Yours very truly,

R. T. Nugent

Director.

Charles E. L. Tennyson, Esq., C.M.G.,
The Colonial Office,
Downing Street, S.W.

Enc.

Copy.

8245

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REC.
REG. 14. 1317

THE CALICO PRINTERS' ASSOCIATION, LIMITED.

St. James's Buildings,
Oxford Street,
MANCHESTER.
12th. February 1917.

PRIVATE AND CONFIDENTIAL.

R.T. Nugent, Esq.,
Federation of British Industries,
51, Lincoln's Inn Fields,
London, W.C.

Dear Sir,

Our experience is that, since the outbreak of the war, our East African trade has increased in volume very considerably. We are unable to say whether British firms in Mombasa have held their own with Dutch, Italian and American firms, but we know that trade which used to be booked by Manchester House through Hamburg is now coming to them through other channels.

As regards the latter part of the letter, where reference is made to the methods employed by the Dutch Printers, the fact that Dutch Manufacturers have been able to give smaller quantities for new designs has long been known to us. Against that, our method of machine printing has enabled us to supply the goods at a slightly smaller cost. Our colours have always been produced in fast dyed work. The Dutch have been able to give a faster light blue tint than we can produce, but we think our design colours have

always been fast enough for the requirements of the Market.

From statistics we have of the shipments to Mombasa and Killideni, we find that in six months, July to December 1915, this country exported to those Markets 372,213 yards and Holland 649,314 yards, out of a total of 1,153,606 yards. In eight months, January to September 1916 (the month of July being excluded as we have not received the figures) we exported 1,228,000 yards and Holland 478,000 yards out of a total of 1,842,000 yards.

The above information has been obtained from a statement supplied by the Deputy Chief of Customs, Custom House, Mombasa to the Director of the Commercial Intelligence Branch of the Board of Trade, London.

Yours faithfully,

(sgd.)

F. Hewit.

DIRECTOR.

Downing Street,

26 February, 1917.

My dear Nugent,

Many thanks for your letter

of the 13th February, regarding trade

in British East Africa. I think

that the ^{explanation of the} apparent conflict between

the figures given by the Calico Printers'

Association and the reports received

by us from the East Africa Protectorate

is as follows:-

The decrease in Dutch goods during
(which the Association's figures indicate)
1916 is probably due to a shortage

of dyes in Holland, and the result of

this is that at the moment the share

of the trade held by British manufacturers

is increasing. The real point, however,

is this. Before the war the Dutch
manufacturers,

operating through the German distributing

houses in the Protectorate, had, as the

Association admits, a considerably larger
share

DRAFT

R.T. NUGENT, ESQ.

MINUTE.

Mr. Tennyson 2/12

Mr. Bottomley 2/12

Mr. Butler 2/22

Mr. Grindley

Mr. Ebbert

Mr. Head 22/11/17

Sir G. Padden 2/22

Mr. Steel-Maitland

Mr. Long

(based on return 2/22)

for use on

Copy for Cursons 29 March 17 1328/17

share of this trade than the British manufacturers.

According to our information, ^{the} ~~the~~ reason for this

was the refusal by the British manufacturers to adopt the system of printing by means of wooden rollers referred to in my previous letter.

The authorities in the Protectorate anticipate

that, when the war is over, the Dutch trade will increase and this increase will probably

be assisted if the German houses are ~~allowed~~ ^{able}

to resume operations in the Protectorate. The

best way to prevent this from happening would

seem to be for the British manufacturers to adopt

the Dutch methods in addition to their own, ~~so~~ ^{so}

in cooperation with the
~~so that they can, in future, supply the native~~

~~demands entirely through British distributing~~

~~houses~~ *to keep the Dutch makers out of the market*
~~to keep the German~~

I am afraid my former letter may have given

you a slightly wrong impression of the exact

state of affairs.

Yours sincerely

C.T.

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best way to prevent this from happening would

seem to be for the British manufacturers to adopt

the Dutch methods in addition to their own, ~~and so~~ *as*

in cooperation with the
~~so that they can, in future, supply the native~~

~~houses entirely through British distributing~~

~~houses, *which will help the Dutch makers*~~
& keep the Dutch makers out of the market.

I am afraid my former letter may have given

you a slightly wrong impression of the exact

state of affairs.

Yours sincerely

C.T.

B.

attach to 8245

FEDERATION OF BRITISH INDUSTRIES.

17
39

TELEPHONE
REGENT 2040
(8 LINES)

TELEGRAMS

INDUSTRY, ST JAMES, LONDON.

R. T. NUGENT

DIRECTOR

39, ST JAMES'S STREET,

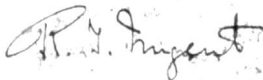
LONDON, S. W.

27th February, 1917.

Dear Tennyson,

Thanks for your letter of the 26th inst., of which I will send a copy to The Calico Printers' Association, Ltd. I am rather afraid, however, from their last letter, that they are not very inclined to do anything to help. That is the worst of Lancashire, they always think they know better than anyone, and resent even the shadow of a suggestion from outside!

Yours very truly,



Director.

Chas. B. Tennyson, Esq., C.M.G.,
Colonial Office,
Downing St., S.W.