

KENYA

C O
10621

Recd
R: 28 FEB 23

DATE

28TH FEBRUARY 1923

914
WELL, K.C.M.G. & C.B.M.P.
VICE ADMIRAL SIR R.

FOR CIRCULATION :-

SUBJECT

Mr.

CEDAR PENCIL WOOD

Mr.

Mr.

Asst. U.S. of S.

Copies of letters from Mr P. Phipps and Mr Battiscombe as to use of Kenya wood.

Perm. U.S. of S. -

Part U.S. of S.

Secretary of State.

[Handwritten signature]

Previous Paper

MINUTES WITHIN

M. 9
1314

Mr Battiscombe called on Thursday. He proposed to get in touch with Mr Phipps & to blow the Johnson over the top he had had a short holiday at home in the country.

I agreed but said I was most anxious that Mr Johnson should have every opportunity and should not be prejudiced by the fact that his competitors in Kenya had got at Mr Battiscombe.

It appeared that the information being laid down in para 3 of

Amend 28 Feb 23

[Handwritten signature]

Substantive Paper

13
1914/5
23

his letter to the G. S.
 Paper was taken down
 from the G. S. Co. room
 and his own. So I
 expressed my opinion of
 it freely.

[disappearance of the pigsticker
 against Mr. Johnson: - Mr.
 Battiscombe alleged that
 all Mr. Kenya benefits
 wrapped. I was able to
 produce three without the
 slightest wraps and of them.]

Mr. Battiscombe will
 visit after Easter.

Wait

Wait.

24.3.23.

at home

a representative of Permits
 Ltd. called to make
 enquiries. After speaking
 to Mr. Bottomley I put
 him on to Mr. Battiscombe.

Off 24/3/23

Mr. Battiscombe is coming to the
 on Monday the 1st of April (I think) on
 Tuesday.

Mr. Johnson.

Mr. Battiscombe, on a suggestion by
 Mr. P. M. G. of Kenya, asked if we
 could not arrange with the G. P. O. for
 hand contracts on the same basis as
 with the S. O. I said I thought the
 G. P. O. did not contract for such things
 separately from S. O. Can you say,
 please?

Wait. 24/3/23

Mr. Bottomley

I can't say. If you like I can ask
 the S. O. But in view of the fact that there
 is not an unlimited supply of Kenya cotton
 is it wise to go ahead too fast with taking up
 the demand.

24

Mr. Johnson

I have written to
 ask Col. Scobie

24/3/23

For the
 24/3/23

Mr. Johnson

I think the best plan will be first to collect
 the inf. whether or not G. P. O. contract
 separately, or obtain permits through
 S. O. If you could get us first
 this inf., we could consider the position
 further. 24/3/23

Wait 24/3/23 at home

Hilary Court,

Hereford 21

11 April 1923.

Dear Mr. B. Attorney

I propose going to London
on the 5th inst. & unless I hear
from you to the contrary I will call
on you on the 6th. I should like
to have an opportunity of talking
to you again before seeing Hays &
~~Robert Johnson.~~

I hope you will have been able
to get out of town for Easter &
have enjoyed the rest. I fear this

Hinton Court,

Hereford. 21

1. April 1923.

Dear Mr. Attorney

I propose going to London
on the 5th inst. & unless I hear
from you to the contrary I will call
on you on the 6th; I should like
to have an opportunity of talking
to you in person before seeing Messrs
Robert Johnson.

I hope you will have been able
to get out of town for Easter &
have enjoyed the rest; I fear this

weather is too good to last
long.

Yours sincerely

S. Bathwick

heartless - too good to last
long.

Yours sincerely

S. Bathwick

COPY

C O
10621

22
Rr. 28 FEB 23

17th February 1925

Reop-Admiral Sir W. R. Hall, R.N.
House of Commons,
LONDON,

Dear Admiral,

Re Pencils

I wonder how you have got on with your kind effort on my behalf.

My partner, Captain Baker, has sent me on a letter from Mr. Battiscombe, Chief Conservator of Forests, B.N.A., upon which I should like to have a few minutes talk with you on Tuesday. Copy enclosed.

Captain Baker has also given me private information, strictly confidentially, what is happening, as far as I can see is this, the Managing Director of the Royal Sovereign Pencil company, after scrubbing Kenya cedar, is now trying to get round the Colonial Office, and, in return for making known a secret of his, is asking for a forest concession and supply rights for Government contracts for pencils. He tells them that the wood is quite good if treated in a particular way, which is his secret. Between you and me this is all bunkum. I had the opportunity of discussing the matter with an expert manager of a pencil factory, who makes for Government departments, and he gave me an

COPY

C O
10621

22
Fr.
Re. 28 FEB 23

19th February 1945

Reas-Admiral Sir W. R. Hall, M.P.
House of Commons,
LONDON.

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re Pencils

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list
Captain Baker has also given me private information, strictly confidentially, what is happening, so far as I can judge is this, the Managing Director of the Royal Sovereign Pencil company, after scrubbing Kenya cedar, is now trying to get round the Colonial Office, and, in return for making known a secret of his, is asking for a forest concession and cutting rights for Government contracts for pencils. He tells them that the wood is quite good if treated in a particular way, which is his secret. Between you and me this is all bunkum. I had the opportunity of discussing the matter with an expert manager of a pencil factory, who makes for Government departments, and he gave me as

~~Memorandum Sir H. E. Hall, M.P. (2000)~~

17.2.23.

23

his opinion that the wood is quite good enough, and requires no special treatment beyond what ^{is} ordinarily subjected to in the pencil factory.

I do not think that anything will be done until Mr. Nuttall's arrival, but one cannot be sure, and, if you could put a spoke in to help, I should be greatly obliged.

I am addressing this to the House, expecting that you will be there on Monday.

Yours faithfully,

(Signed) P. Phipps.

Dear General Sir H. E. Hall, M.P. (Squid)

17.2.22.

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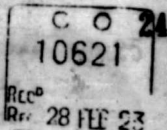
Yours faithfully,

(Signed) P.Phipps.

P.O. Box No. 137.

In reply please
quote No. 87/14/36
and date.

Forest Department,
HAIRORI,
S.E.A.
18th January 1923



Dear Baker,

With reference to our conversation on the subject of my visit to England in order to consult with the authorities at the Colonial Office as to the exploitation of our Cedar for the manufacture of pencils, I should like very much to get in touch with Mr. Pickering Phipps when I am there.

As you know the Colonial Office and the Department of Overseas Trade have been in communication with the Royal Sovereign Pencil Co. and negotiations have reached the stage that the Company is prepared to make available for the information of Government the results of all their investigations into our Cedar in order to render it suitable for the manufacture of high grade pencils; obviously the Co. will require a quid pro quo.

The attitude of the Government here is that "every avenue should be explored" and no opportunity missed, to get Cedar on the market as quickly as possible, especially in view of the fact that so many substitutes are being used at the present time and while anxious to obtain the information from the Royal Sovereign Co. so as to be able to advise all other firms interested in cutting pencil slats, they do not wish to commit themselves to granting any concession to the Co. which might possibly re-act to the disadvantage of such other firms.

P.O. Box No. 137.

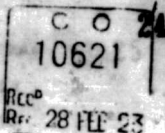
Forest Department,

NAIROBI.

B.E.A.

15th January 1923

In reply please
quote No. 87/14/86
and date.



Dear Baker,

With reference to our conversation on the subject of my visit to England in order to consult with the authorities at the Colonial Office as to the exploitation of our Cedar for the manufacture of pencils, I should like very much to get in touch with Mr. Pickering Phipps when I am there.

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As I understand from you Mr. Pickering Shipps has done so much at home to put the wood on the market his views on the subject would be very valuable and should be considered before any decision is come to as regards the offer of the Royal Sovereign people.

This is my reason for asking you to give me an introduction to him.

Yours sincerely,

(Signed) H. Battiscombe.

Ex 1

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Yours sincerely,

(Signed) H. Battiscombe.

Kenya Tea.(1) Use of Kenya Tea for Govt. service.

559/23

We got the S.O. to agree that they would ask the tea firms to let them know what would be made for export from now, & that, if within reason, preference would be given to those who said 'yes'. The S.O. said that they could not go further than that.

This has already led to one order going to the Royal Sonarga Co., who will use Kenya tea.

(2) Mr. Johnson's (Royal Sonarga)

'Secret' process.

You may care to see the minutes of our talk with Mr. Johnson, Mr. Handley, the Trade Commissioner, before, in him & I attach a few lines of hints to that. We can leave Mr. Hatterscombe to go on to the matter (or report to us) when he comes home, but

(a) The real point is whether Kenya tea can be improved so as to be not only saleable but the best possible substitute for Nigerian tea.

[I think it is true of Kenya produce generally that it will not get a firm footing in the world's markets if it is

In 56698/23

if the records show that
any communication
was for Johnson's
business

Content to complete ^{reply} only with the staff,
that will just pass muster].

(B). What Mr Johnson asks in relation
for his "secret" is

- (i) that the Stationery Office (priority
others, but we can wait for the
S.O. buys on the first order) should
give a preference to Sumbie-wood
pencils - not necessarily
Kanga wood or Royal Sovereign
pencils
- (ii) that (if his Company wish to
increase their interest in Kanga)
they should have a concession over
a cedar area - i.e. the most
consideration for an application
which it is open to anyone to
make & which implies no
sort of monopoly. I really
don't see - quite apart from the
"secret" - why they should not have
a concession.

So far, I do not see where the "catch"
comes, & I think that Mr. Batterscombe,
who admittedly would like to have the
"secret", is making unnecessarily
heavy weather of the concession.

As his attitude will be of importance
when he arrives, I should be glad if
I could have three papers back for
departmental record. (B.B.)

26.2.23.

content to complete only with the stuff
that will just pass muster.]

(B) What Mr Johnson asks in return
for his "secret" is

(i) that the Stationery Office (priority
others, but we can wait for the
S.O. views on the first order) should
give a preference to Sumbie-wood
pencils - not necessarily
Kenga wood or Royal Sovereign
pencils

(ii) that (if his Company wish to
increase their interest in Kenga)
they should have a concession over
a cedar area - i.e. benevolent
consideration for an application
which is open to anyone to
make & which implies no
sort of monopoly. I really
don't see - quite apart from the
"secret" - why they should not have
a concession.

So far, I do not see where the "catch"
comes, & I think that Mr. Northcote,
who admittedly would like to have the
"secret", is making unnecessarily
heavy weather of the concession.

As his attitude will be of importance
when he arrives, I should be glad if
James had been pressed back for
departmental record. (B.P.)

26.2.23.

seen. Could I have a
that letter for my signature
to send to Admiral Hall?

26.2.13

Woj

27
1
O. 28
NOTED
DEC 27

As per the drawing Enclosed

28 February 1923

DRAFT.

Dear Admiral

I have now looked into the
matter of Kenya pencil cases
about which Mr Pickering
writes over to you.

We asked the Stationery Office
to ^{ascertain} to specify that pencils
submitted to their order should be
made of wood grown within the
Empire, & they have agreed, with
some modifications. That is,
they now write tenders to
state whether the pencils will
be made with Empire wood, and
they will give preference to them
who supply in the affirmative, other

to send

to: Royal Mail
444 C.S. H.P.

MINUTE.

- Mr. ~~Bestonbury~~ 27.2.23
- Mr.
- Mr.
- Mr. Davis.
- Sir G. G. Mills.
- Sir H. Read.
- Sir J. Masterton Smith
- Mr. Ormsby Gore.
- Duke of Devonshire.

things being equal and provided
that the woods found in actual
experience to be suitable in every way:

Under the arrangement in order
has already been found what will be
practically fulfilled with Keny's cedar.

This is a useful advance: other
points must wait for Mr. Bolles' return
arrival, but our only concern is to not
to miss any opportunity which will
enable us to make Keny's cedar the
best of all the substitutes for Virginia
cedar, which seems to be in a class by
itself.

Yours & sincerely,

(Signed) ~~W. C. Cady~~ W. Cady Gore

things being equal and provided
that the woods found, in actual
experience to be suitable in any way:

Under the arrangement an order
has already been placed which will be
probably fulfilled with Keny. cedar.

Of this is a useful advance: other
points must wait for the Bellincombis
arrival, but our only concern is to
to miss any opportunity which will
enable us to make Keny. cedar the
best of all the substitutes for Virginia
cedar, which seems to be in a class by
itself.

Yours v. sincerely

(Signed) ~~W. C. C. C.~~ W. C. C. C. Gove