

1924

KENYA

C. O.
45613
26 SEP 24

27

FROM
DEPT OVERSEAS TRADE.

DATE
25th September 1924.

2 JJ

For CIRCULATION :-

Mr.
Mr.
Mr.
Asst. U.S. of S.
Perm. U.S. of S.
Part. U.S. of S.
Secretary of State.

CEDAR WOOD FOR PENCILS.

Fwds copy of letter from E.A. Trade Commr showing the activities of the Eagle Pencil Co.

Previous Paper

P. 30112

MINUTES

*to Dept. of Education
L.S. 8/10/24*

to P.O. 24 number - 23 OCT 1924 (H.O.)

Went

I had a talk with Mr. Edgecombe this morning. He says that there is nothing else done (to be done) more from the Govt. I said that I would send him personally (for this conf. information) a copy of my letter to Mr. H. Gray - Dec. 24 30112 (which I read to him), & it was agreed that he should visit and see this letter.

Subsequent Paper

*See Govt 57086 (Foreign Dept)
Govt. 8159*

N.C.S. 21/10/24

Further minutes

*Self. [unclear]
Sir [unclear]*

Mr Ormsby Gore & Mr Amery

I annex a note bringing up to date our information on the question of Kenya Pencil Cedar. I have not yet had a reply to my private letter to the Governor on 9/30/112/44

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I should very much like to be able to ^{note} claim the progress on this matter ~~and~~ before the Kenya Publicity Office is in existence and able to claim the credit for any success. But I doubt whether that Office by itself could achieve much, as, so far as sales are concerned, it seems to be a matter for a definite pronouncement of Government policy here.

I understand that the matter did not come before the East Africa Commission, but it is very desirable that Mr. Ormsby Gore should see the papers at this stage, and Mr. Phipps is anxious that Mr. Amery himself should know the position and, if possible, receive him at a later date. He mentioned, incidentally that he was an Harrovian, but of an older generation than Mr. Amery. Briefly, the position is that Kenya has almost certainly the best supply of pencil wood now growing, that its supply is large but naturally not inexhaustible, and that it is being wasted by faulty methods on both sides, that on each side there is an object lesson of good method, and that it is up to the Government, from the point of view of a colonial industry and a home industry, to take a hand in the matter.

to
What I suggest is that a comprehensive memo should be prepared with the assistance of Professor [unclear] and (probably) Mr Phipps, that we should then get the concurrence, backing of [unclear]

more [unclear]

200 and at the Treasury
as a matter of fact
actual importance with a view to
drawing further attention from the
Stationery Office. Then (as is
unless before) we could
circumvent all Education
authorities, as the leading
banks, and all the leading
planning departments, would
be in a position to do (the
Mills and) how ever (Kambas)
travels eventually.

As regards Colonial East Africa
I do not think we can take it
further than CA/47223/23 Kenya

W.C.A. 26-1-25

We could press it under the I.E.C.
resolution about preference for British
raw materials in foreign contracts.

26-1-25

The case for pressing the
Stationery Office seems to me very weak.
People do not choose pencils for the sake of
the

James, however
that before
should be given
importance
to pencils are
found to be inferior
in respect of
quality & price
together

the wood but because they write well, i.e.,
the lead and not the wood is the main considera-
tion in purchasing pencils.

W.C.A. 26/1/25

Sigs.

I agree that we want
a memo. I certainly think
we might do what we
can with the Stationery
Office. The Forestry Department
in Kenya is not one of
its shining successes!

W.C.A. 26-1-25

26/1/25

If Stationery Office turned down
the tender offered for supply of
grey paper we should make
a survey of prices for at least a
1 1/2 feet length of paper
Stationery Office to have

26/1/25

Stationery

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KENYA PENCIL CEDAR

on Jan 21st

Mr. Pickering Phipps called yesterday and we had a long talk. The substance of what he said is as follows:-

The passages which I have marked are to be treated as confidential, J

Kind.

Messrs. Chambers' seasoning machine is now an established success. Professor Troup has signified his satisfaction at its results and will, in a few days, see the machine in operation.

It deals with the sappy wood sent raw from the saw mills on the estate with which Mr. Phipps is concerned, and they have stopped using the "dead" wood which was originally sent home.

The Eagle Pencil Company have refused altogether to take sappy wood from Mr. Ball of the Burnt Forest Estate, and they can make nothing of his "dead" wood. After nine months seasoning here, it is made into pencils and still warps. They cancelled their three years contract with Mr. Ball, but have since decided to give a fresh order at the old inadequate price, with the prospect that if their further experiments are more successful, they will give a contract at a still further reduced price. Mr. Ball, on the termination of the first contract, scrapped a certain amount of his machinery, and has gone in for timber working. Mr. Pickering Phipps has advised junior Mr. Ball of those concerned who is now in this country to have nothing to do with the Eagle Company, but to carry on with their timber working until some more systematic arrangements can be made for the proper treatment. This junior Mr. Ball has shown the Eagle Pencil Company specimens of Messrs. Chambers pencils expressing that they were made into pencils within nine hours of the receipt of the sappy wood at the factory. They did not believe him.

The Stationery office (who we know have

abandoned

both to cut out their competitors and develop the business with greater profit to themselves than under his altruistic scheme. He seemed, however, to prefer his previous idea chiefly, I think, on the ground that there are so many pencils with names familiar to the public that habit would prevail very largely in making purchases. But he also thought that the Secretary of State would probably object to anything like the creation of a monopoly. On this, I am not sure that I see much objection. Two firms (the Royal Sovereign and the Eagle) have already burned their fingers with Kenya cedar, in spite of the fact that they have not treated their suppliers very fairly, and if we can encourage a firm which will deal with the suppliers fairly, I do not know that there is anyone who could object.

Before anything is done, Mr. Phipps considers that there is room for a definite offer on the part of the Government to encourage the employment of Empire grown cedar in pencil making, and, in particular he thinks that pressure should be brought to bear on the Stationery Office (which I imagine means the Treasury) to pay some regard not merely to the fact of Empire production, but also to considerations of quality and not merely to price.

Unfortunately we are still in the position of not having received the report of the Professor on the subject of the proposed scheme for the production of pencils by the Government (Office) for the use of the Government. The report will be sent to the Secretary of State.

The
“**MARMANET**”

REGISTERED

SERIES

Perfect
CHAMBERS PENCILS
Tested

100%
BRITISH

CHAMBERS

Every time you put a pair of **"MARMANET"** Pencils, whether in the office, library, Copying, or telegraph, news, or Printing, you are doing a great service.

To yourself, because you are getting the best for your value on the market.

To the British Workman, because you are helping employment for him instead of helping to pay the wages of a foreign workman and causing unemployment at Home together with increased taxation.

To the Empire, because the **"MARMANET"** Series of Pencils are guaranteed 100% British Empire products. All Capital, Labour, Machinery and Raw Materials being Empire productions.

"MARMANET"
REGISTERED

PENCILS

The **"MARMANET"** Series of Pencils are Registered, Patented, and labelled.



100% BRITISH

The illustration is a good reproduction of a dozen **"MARMANET"** Drawing Pencils boxed and labelled.

The **"MARMANET"** PENCIL SERIES

REGISTERED

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ALL ONE PRICE

3d. each. 15 - 3 gross.
2/9 doz. 27 per gross.

ALL ONE NAME "MARMANET"

ALL ONE NUMBER 1600.

ALL ONE QUALITY THE BEST.



The Pencil to ask your Stationer for—

FOR THE **"MARMANET"** Draw
DRAWING ing Pencil in any degree from
PURPOSES 4B to 4H

FOR THE **"MARMANET"** Hard
COPYING Copying Pencil
and DUPLICATE The **"MARMANET"** Medium
CATING Copying Pencil.
PURPOSES The **"MARMANET"** Violet
Copying Pencil

FOR THE **"MARMANET"** Hex-
CHECKING on Blue, Red and Green.
PURPOSES The **"MARMANET"** Round
Blue, Red and Green
The **"MARMANET"** Round
Point Blue, Red, Green and
Black

Ask your Stationer to show you the Range.

There is a **"MARMANET"** Pencil
for every purpose

C.O.533

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BE REPRODUCED WITHOUT PERMISSION OF THE
PUBLIC RECORD OFFICE, LONDON

"100° BRITISH EMPIRE PENCILS"

Special attention has been directed by F. CHAMBERS & Co., Ltd., towards the production of a "100° British Empire Pencil." A pencil to be justifiably so described must be British in the following respects:

- Capital involved.
- Labour employed.
- Machinery used.
- Raw materials consumed in the production of it.

The mention of these essential quantities of a "100° British Empire Pencil" indicates the difficulty of the problem, but also is a measure of the industrial triumph which has culminated in the "MARMANFT" Pencil Series being placed on the market by F. CHAMBERS & Co., Ltd.

The Pencils, in all varieties of Leads, Copying Inks and Colours, are made from choice Kenya Country Cedar wood, a wood which in every respect is the equivalent of the American Red Pine Cedar, and which completely dispels the charges that owing to the rapid and insatiable extraction of the supply of American Red Pine wood, the essential it is for the manufacture of pencils is not available in any other native woods.

The manufacturing of the Lead and Colours, Fats and Wax, originating in British India, Australia and New Zealand, Gums from India, and the other British Mandates, the components of the Near East, Dyestuffs from the Far East, and the British iron, steel, wire, and other supplies, cannot in any way be regarded as of which the gain accrued helps to swell the British Empire.

All these things, and many other materials, enter into the making of the "100° British Empire Pencil."

"100° BRITISH EMPIRE PENCILS"

When you purchase a "100° British Empire Pencil" you are purchasing a pencil made from British raw materials and British machinery, and which is the product of British labour.

"100° BRITISH EMPIRE PENCILS"

Special attention has been directed by F. CHAMBERS & Co., Ltd. towards the production of a "100° British Empire Pencil". A pencil to be justifiably so described must be British in the following respects:

- Capital involved.
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- Raw materials consumed in the production of it.

Furthermore, the essential quality of a "100° British Empire Pencil" indicates the difficulty of the problem, but also is a measure of the industrial triumph which has culminated in the "MARMANET" Pencil Series being placed on the market by F. CHAMBERS & Co., Ltd.

The reasons for the adoption of the following links and features are made more obvious by reference to the "Empire" which was a wholehearted response to the requirements of the American "Red Pencil" which, since which time, has inspired the "Empire" that, since the end of the post-war expansion of the supply of American "Red Pencils" has secured a position of leadership in the world market.

The "Empire" was designed to meet the requirements of the "Empire" which, since which time, has inspired the "Empire" that, since the end of the post-war expansion of the supply of American "Red Pencils" has secured a position of leadership in the world market.

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"100° BRITISH EMPIRE PENCILS"

which are equal if not superior in quality to the foreign products, and which can be produced at competitive prices.

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OCT.

**Chambers'
Monthly
Pencil
Points.**



1924

F. CHAMBERS & Co., LTD.

London Office:

28, VICTORIA STREET,
WESTMINSTER,
S.W.

Telephone—Victoria 2318.

Head Office & Works:

GARDEN PENCIL WORKS
STAPLEFORD,
NOTTS.

Telephone—Sandiacre 29.

Telegrams—"Pencils, Stapleford, Notts."

Codes—A.B.C., 5th Edition.

VOL. 1.

OCTOBER, 1924.

No. 9.

Editorial.

PENCIL POINTS.

SEVEN months have elapsed since the last Publication of "Pencil Points," but this interval, it is hoped has been amply filled by the circulation of Chambers' "Empire Booklet."

With the resumption of publication of this little journal it may be fitting to reiterate its objects. These are fourfold: to acquaint all buyers of Pencils, Pastels and Crayons, with Chambers' range of products, together with the latest prices, and other conditions of sale; to cultivate a fraternal spirit between the Manufacturers ourselves—and the Trade—you; to foster the development in Britain of an industry to which Britain has every economic and technical claim; and to provide opportunity and facilities for our customers to express their opinions on matters of mutual interest.

Readers of this issue will observe that many additions have been made to Chambers' range of Pencils, and that there are certain amendments of price.

The cultivation of a fraternal spirit between us—who trade together—can better be felt than observed. We feel that we know the Trade better now than when the first number of "Pencil Points" was published.

We believe that the British Empire Exhibition has done much to convince the multitude that Empire trading is the salvation of economic Britain. Further, we believe that Chambers' display in the Kenya Pavilion has done much good to the British Pencil Industry, and we hope that buyers of Pencils in this Country will take full advantage of the present opportunity of furthering the sale of "100% British" goods.

In regard to the fourth object of this journal, we hope that more instances will avail themselves of the opportunity provided for expressing their views on the many trade matters that arise from time to time that will be explained and elucidated.

WESTWARD HO!

It is a fact that the primary markets of Canada and the United States. Much has been written with regard to the States more has been said.

It is a fact that the primary markets of Canada and the United States. Much has been written with regard to the States more has been said.

Have I not seen you at work and play I know how the measure of your life runs. Motherland and Empire.

It is a fact that the primary markets of Canada and the United States. Much has been written with regard to the States more has been said.

It is a fact that the primary markets of Canada and the United States. Much has been written with regard to the States more has been said.

It is a fact that the primary markets of Canada and the United States. Much has been written with regard to the States more has been said.

*What do they know of England
Who only England know?*

It is a fact that the primary markets of Canada and the United States. Much has been written with regard to the States more has been said.

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CHAMBERS' TRADE MARK PENCILS

Since the beginning of the Year we can report great progress in the direction of the range and quality of our products. For a long time we have made a claim that Chambers' Pencils are "as good as good Pencils can be," but we are not content. The advances, the result of research in our Laboratories, we have to record chiefly apply to our Copying Ink Pencils, which have no superior—Czechoslovakian or otherwise—and our colored Checking Pencils which long since have been the best on the market for durability and brilliance of mark.

Great attention has been paid to finish and put up, and we believe in this respect we are now in the "top notch."

Lastly, we have greatly improved our service, and no more—except in very exceptional cases will you have to wait longer for CHAMBERS' TRADE MARK PENCILS, than any others.

TWO WORDS OF ADVICE

If you want the best in Coloured Checking Pencils, and Copying Pencils specify, and order, Chambers'. They are sold under guarantee—they are all British—and are acknowledged to be the best.

It is a fact that the primary markets of Canada and the United States. Much has been written with regard to the States more has been said.

WINDOW DISPLAYS

We are prepared to forward to members of the Trade material for decorative window displays. Scores of our customers have already had very successful exhibitions of our products, and they have proved valuable both to the client, the consumer, and ourselves.

In the first place it is desirable that the public should be educated in the use of all British Pencils, and no better medium for this can be found than the shop window.

In the second place an interesting and attractive display brings custom to the shop.

No charge is involved by our clients in this matter, and we shall be very pleased to forward further particulars upon application. We should be greatly obliged if clients would give us some indication of the size and position of their windows when making such enquiry.

DISPLAY BOXES.

A large number of our customers are already in possession of, and we hope are using, our new Display Boxes. These are designed for constant use upon the counter or window-shelf. They are made in various designs and shapes, and we believe that their character is unique. No extra charge is made for these. See that you have a supply—either by mentioning the matter to our Representative, or by direct enquiry to ourselves.

SHOW MATTER.

We have available a quantity of very attractive show cards, suitable for both counter, wall and window display. The various cards are very attractive in colour and design, and their use is certain to stimulate the demand for Pencils.

We shall be very pleased to forward a range of these upon application.

"MARMANET" SERIES.

On Page 9 will be found a list of prices of our "MARMANET" SERIES of pencils. These Pencils, in varieties of Leads, Colours, and Copying Inks, are made from choice Kenya Colony Cedar Wood. They contain Graphite, mined in Canada and Ceylon; Fat and Wax originating in British India, Australia, and New Zealand; Gums from Egypt, India, and the British Mandatory Territories of the Near East; Dyestuffs manufactured in Britain from British intermediates; and a large number of minor ingredients—the whole of which are guaranteed to be produced within the British Empire.

We can therefore claim that these pencils are "100% British Empire" Pencils, and that they are equal, if not superior, in quality, to the foreign products—and it is noteworthy that they can be produced at competitive prices.

We specially desire to call the attention of the retail trade to these Pencils; we believe their all-British character will be an important selling point.

NEW LINES, ETC.

The perusal of this Price-list will reveal many new lines which Messrs. F. Chambers & Company have placed upon the Market during the past few months. In every case these are designed to supply an existing need, and before ordering elsewhere for any special line, we suggest a close perusal of this Price-list.

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We would draw special attention to the Marking Crayons, which are now attractively packed in boxes of 1 doz., each Crayon being wrapped. We have recently revised the packing of our cheaper lines, and we confidently claim that the new packing of these goods is not equalled by any other Manufacturer.

This packing has been designed to facilitate, and to economise space taken in the Stock Room, or in shipping, and to prove attractive when displayed.

The Boxes are stonily constructed, and sealed with seals of attractive variety, and we hope and believe that this innovation will prove of value to our clients, to whom we appreciate the question of packing is of first rate importance.

CURRENT PRICE LIST.

*Alterations from Previous List marked **

Every Pencil made by F. Chambers & Co., Ltd., is GUARANTEED genuine Pencil Cedar.

STOCK No.	DESCRIPTION.	GRADE.	PRICE
LEAD PENCILS.			
1000	"STANTO" SUPER DRAWING PENCILS, hexagon, polished green, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses ...	6B to 6H	48/- <small>Per Gross.</small>
1008	"STANTO" HALF LENGTH PENCILS with best nickel protector and slide ring, stamped gold, carded in dozens ...	HB	48/-
1250	"INO" DRAWING PENCILS, hexagon, polished rose, stamped gold, boxed dozens and $\frac{1}{2}$ grosses ...	4B to 4H	86/-
1250A	Ditto bundled dozens and boxed grosses for scholastic purposes	"	82/-
1251	"INO" DRAWING PENCILS, round, stamped gold, boxed dozens and $\frac{1}{2}$ grosses ...	"	86/-
1251A	Ditto bundled dozens and boxed grosses for scholastic purposes	"	82/-
1256	"INO" HALF LENGTH PENCILS, hexagon, with protector, stamped gold, carded in dozens ...	HB	86/-
1257	Ditto round ...	"	86/-
1451	"WENO" "ACCOUNTANTS OWN" PENCIL, plain finished pencil, stamped plain, boxed dozens and grosses ...	HB only	80/-
1500	"IONA" DRAWING PENCILS, round, polished chrome, stamped gold, in cartons of 1 dozen and boxed grosses ...	4B to 4H	24/-
2000	"DESSIN" DRAWING PENCILS, hexagon, polished dark rose, stamped gold, bundled dozens and boxed grosses ...	1,2,3,4,6	24/-

Fluctuation in Prices.

Buyers may absolutely rely on the Prices shewn in this List, as we guarantee that no fluctuation whatsoever will become operative before end of month following issue

Use this list to save yourself the labour and expense of making enquiries.

1470A	"BUSINESS" PENCILS, hexagon, polished yellow, stamped gold, in cartons of 1 dozen and boxed grosses ...	2B to 2H	24/-
1470	Ditto bundled dozens and boxed grosses ...	"	21/-
1471A	"BUSINESS" PENCILS, round, polished yellow, stamped gold, in cartons of 1 dozen and boxed grosses ...	"	24/-
1471	Ditto bundled dozens and boxed grosses ...	"	21/-
1476-7	"BUSINESS" HALF LENGTH PENCILS, hexagon or round, polished yellow, with protector, stamped gold carded, ...	HB	24/-
450	"LONDON" PENCILS, round, polished red, stamped gold, bundled dozens and boxed grosses ...	2B to 2H	17/-
600	"CULLINAN" PENCILS, hexagon, polished yellow, stamped gold, bundled dozens and boxed grosses ...	2B to 2H	17/-
101	"UNIVERSAL" PENCILS, round, polished light blue, stamped silver, bundled dozens and boxed grosses ...	2B to 2H	17/-

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*Alterations from Previous List marked **

Every Pencil made by F. Chambers & Co., Ltd., is GUARANTEED genuine Pencil Cedar.

STOCK NO.	DESCRIPTION.	GRADE.	PR.
LEAD PENCILS.			
1000	"STANTO" SUPER DRAWING PENCILS, hexagon, polished green, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses	6B to 6H	48/-
1006	"STANTO" HALF LENGTH PENCILS with best nickel protector and slide ring, stamped gold, carded in dozens	HB	48/-
1250	"INO" DRAWING PENCILS, hexagon, polished rose, stamped gold, boxed dozens and $\frac{1}{2}$ grosses	4B to 4H	36/-
1250A	Ditto bundled dozens and boxed grosses for scholastic purposes	"	32/-
1251	"INO" DRAWING PENCILS, round, stamped gold, boxed dozens and $\frac{1}{2}$ grosses	"	36/-
1251A	Ditto bundled dozens and boxed grosses for scholastic purposes	"	32/-
1256	"INO" HALF LENGTH PENCILS, hexagon, with protector, stamped gold, carded in dozens	HB	36/-
1257	Ditto round	"	36/-
1451	"WENO" "ACCOUNTANTS OWN" PENCIL, plain finished pencil, stamped plain, boxed dozens and grosses	HB only	30/-
1500	"IONA" DRAWING PENCILS, round, polished chrome, stamped gold, in cartons of 1 dozen and boxed grosses	4B to 4H	24/-
2000	"DESSIN" DRAWING PENCILS, hexagon, polished dark rose, stamped gold, bundled dozens and boxed grosses	1,2,3,4,6	24/-

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1470	Ditto bundled dozens and boxed grosses	"	21/-
1471A	"BUSINESS" PENCILS, round, polished yellow, stamped gold, in cartons of 1 dozen and boxed grosses	"	24/-
1471	Ditto bundled dozens and boxed grosses	"	21/-
1476-7	"BUSINESS" HALF LENGTH PENCILS, hexagon or round, polished yellow, with protector, stamped gold carded	HB	24/-
460	"LONDON" PENCILS, round, polished red, stamped gold, bundled dozens and boxed grosses	2B to 2H	17/-
500	"CULLINAN" PENCILS, hexagon, polished yellow, stamped gold, bundled dozens and boxed grosses	2B to 2H	17/-
101	"UNIVERSAL" PENCILS, round, polished light blue, stamped silver, bundled dozens and boxed grosses	2B to 2H	14/-

OMISSION FROM PRICE LIST

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MARMANET SERIES.

100. ALL BRITISH PENCILS

1000 MARMANET "HARD" CRAYONS. BLUE. Each box 12
Side stamped gold, 100 listed pencils, 1000 4 crayons

1001 Ditto. Red polished red

1002 Ditto. Green, polished green

1003 Ditto. Red and Blue each 1000 polished red

CURRENT PRICE LIST—Continued.

Stock No.	DESCRIPTION.	Dozens.	PRICE
800	"CEDRUS" PENCILS, round, polished red, stamped aluminium, tied dozens, gross cartons	HB only	12/- Per Gross.
900	Ditto hexagon, ditto	"	12/-
808	"SCHOLASTIC" PENCILS, round, plain finish, stamped plain, bundled dozens and boxed 1/2-grosses	2B to 2H	12/-
1700	"JOINERS" PENCILS, oval, polished rose, stamped silver, bundled dozens and boxed 1/2-grosses	Stand'd	24/-
1800	"CARPENTERS" PENCILS, oval, plain finish, stamped plain, bundled dozens and boxed 1/2-grosses	"	21/-
	"POCKET BOOK" PENCILS with metal flanged tips, polished natural, stamped silver and pointed ready for use, 2 1/2-in. length	HB	12/-
	Ditto 3 1/2-in. length	"	14/-
	Ditto 4 1/2-in. length	"	16/-
	Ditto 5 1/2-in. length	"	18/-
	(Any above lines carded 1/6 per gross-net extra)		
S.O.S.	"BROADCASTING" (Reg. Mark) TELEPHONE PENCIL, round, polished blue, pencil with special metal ringed tip, attractively carded in dozens		24/-
MARMANET SERIES.			
100% ALL-BRITISH PENCILS.			

DISCOUNT FROM PRICE LIST

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MARMANET SERIES.

100% ALL-BRITISH PENCILS.

1600	"MARMANET" HARD GRAPHIC BLUE, round, polished blue, stamped gold, bundled dozens, boxed 1/2-grosses	33/-	16/-
1600	Ditto, Red, polished red	33/-	16/-
1600	Ditto, Green, polished green	33/-	16/-
1600	Ditto, Red and Blue combined, polished red	33/-	16/-

800A	"STANTO" SUPER COPYING PENCILS, polished green, stamped gold, boxed dozens and boxed 1/2-grosses	Hard	48/-
800	Ditto	Medium	48/-
800	Ditto half length pencils with nickel protectors, carded in dozens	Medium	48/-
800	"STANTO" SUPER VIOLET COPYING PENCILS, boxed dozens and 1/2-grosses	"	48/-
850	"INO" Copying Pencils stamped gold, boxed dozens and 1/2-grosses		36/-
850	Ditto half length pencils with protectors, carded dozens		36/-

CURRENT PRICE LIST—Continued.

Stock No.	Description.	Dozens.	Price.
100A	"HERCULES" Copying Pencils, polished mauve, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses	Hard Medium	86/
100B	Ditto, palisander polish, stamped silver		86/
100V	"HERCULES" Violet Copying Pencils, polished violet, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses		86/
100V8	"HERCULES" Violet Special "NON STAIN" Copying Pencils, polished mauve, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses		86/
4509	"RED" Copying Pencils, stamped gold, boxed dozens and half-grosses		86/
4510	"BLUE" Copying Pencils, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses		86/
4511	"GREEN" Copying Pencils, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses		86/
4512	"YELLOW" Copying Pencils, stamped gold, boxed dozens and $\frac{1}{2}$ -grosses		86/
109	"DUPLICATING" Copying Pencils, stamped gold, polished purple, bundled dozens and boxed grosses	Hard	80/
1600C	"IONA" Copying Pencils, polished chrome, stamped gold, in cartons of 1 dozen and boxed grosses	Medium	24/
909	"ANIL INK" Violet Copying Pencils, polished purple, stamped gold, fitted with gilt tip and protector, a special soft copying pencil having a thick slip and possessing exceptional copying properties, boxed dozens and $\frac{1}{2}$ -grosses		48/

CHECKING COLOURS.

0270	"STANTO" Super Red Checking Pencils, stamped gold, bundled dozens and boxed $\frac{1}{2}$ -grosses		48/ 48/ 48/
0271	Ditto BLUE		48/
0272	Ditto GREEN		48/
2750	"INO" Hexagon Red stamped gold, polished red, bundled dozens and boxed $\frac{1}{2}$ -grosses		86/ 86/ 86/
2751	Ditto BLUE		86/
2752	Ditto GREEN		86/
2755	Ditto RED AND BLUE combined		86/
2750	"WENO" Hexagon Red, stamped gold, polished red, bundled dozens and boxed grosses		80/ 80/ 88/
2781	Ditto BLUE		88/
2782	Ditto GREEN		88/
2785	Ditto RED AND BLUE combined		88/
407	"COMMERCIAL" Red, Hexagon, polished red, bundled dozens, boxed grosses		22/ 24/ 24/
408	Ditto BLUE, Ditto polished blue ditto		24/
409	Ditto RED AND BLUE combined		24/

CURRENT PRICE LIST—Continued.

Stock No.	Description.	Dozens.	Price.
280	"HARD CHECKING" Red, round, stamped gold, bundled dozens and boxed $\frac{1}{2}$ -grosses		88/ 88/ 88/ 88/ 86/
2781	Ditto BLUE		88/
2782	Ditto GREEN		88/
2785	Ditto RED AND BLUE combined		88/
2787	"MAGENTA" ditto		86/
2800	"DRAPERS" large diameter natural polish, round, bundled dozens, boxed $\frac{1}{2}$ -grosses		21/
404	"COMMERCIAL" Red, round, polished red, stamped silver		24/ 24/ 24/ 24/
405	Ditto BLUE		24/
406	Ditto RED AND BLUE combined		24/
804	"PARCELS" Red, extra large size, round, polished red, bundled dozens, boxed grosses		80/ 80/ 80/
805	Ditto BLUE		80/
806	Ditto BLACK		80/
10	"SCRIPT" Red, oval shaped, polished red, stamped gold		88/ 88/ 88/ 88/ 88/
11	" BLUE		88/
12	" YELLOW		88/
18	" BROWN		88/
14	" GREEN		88/
	Bundled dozens and boxed $\frac{1}{2}$ -grosses.		86/
2900	"EDITORIAL" Black Checking Pencil, especially prepared for use of journalists; extremely smooth in writing and makes a very dense black mark, round in shape, polished black, stamped gold, bundled in dozens and packed in $\frac{1}{2}$ -grosses		88/
2700	"CARBONIC" Non-Grease Dense Black Pencil, polished black, stamped gold, bundled in dozens packed in $\frac{1}{2}$ -grosses		88/
5760	"BALLOT" Thick Black Pencils, bundled dozens, boxed $\frac{1}{2}$ -grosses		24/

COLOURED CRAYONS

In Cedar Wood for Scholars, Draughtsmen and Artists.

Stock No.	Description.	Per Doz. Boxes.
106	"HELIOCHROME" 7-in. coloured crayon, round, polished same colour as crayon, stamped gold, twelve different coloured pencils most attractively boxed in slide box	48/
107	"RAYNBO" 6 half length crayons in cedar	7/
088	" 12	18/
088	" 8 and length	18/
088	" 12	26/
	Attractively labelled in slide box.	

CURRENT PRICE LIST—Continued.

Stock No.	Description	Grade	Price
100a	"HERCULES" Copying Pencils, polished mauve, stamped gold, boxed dozens and 1/2-grosses	Hard	96/-
100b	Ditto, palisander polish, stamped silver	Medium	86/-
100c	"HERCULES" Violet Copying Pencils, polished violet, stamped gold, boxed dozens and 1/2-grosses	"	96/-
100ys	"HERCULES" Violet Special "Non-Sherm" Copying Pencils, polished mauve, stamped gold, boxed dozens and 1/2-grosses	"	86/-
4509	"RED" Copying Pencils, stamped gold, boxed dozens and half-grosses	"	86/-
4510	"BLUE" Copying Pencils, stamped gold, boxed dozens and 1/2-grosses	"	86/-
4511	"GREEN" Copying Pencils, stamped gold, boxed dozens and 1/2-grosses	"	86/-
4512	"YELLOW" Copying Pencils, stamped gold, boxed dozens and 1/2-grosses	"	86/-
109	"DUPLICATING" Copying Pencils, stamped gold, polished purple, bundled dozens and boxed-grosses	Hard	80/-
1600c	"IONA" Copying Pencils, polished chrome, stamped gold, in cartons of 1 dozen and boxed-grosses	Medium	24/-
909	"ANIL INK" Violet Copying Pencils, polished purple, stamped gold, fitted with gilt up and protector, a special soft copying pencil having a thick slip and possessing exceptional copying properties, boxed dozens and 1/2-grosses	"	48/-

CHECKING COLOURS.

0270	"STANTO" Super Red Checking Pencils, stamped gold, bundled dozens and boxed 1/2-grosses		48/- 48/- 48/-
0271	Ditto BLUE		48/-
0272	Ditto GREEN		48/-
2750	"NO" Hexagon Red stamped gold, polished red, bundled dozens and boxed 1/2-grosses		86/- 86/-
2751	Ditto BLUE	polished blue	86/-
2752	Ditto GREEN	polished green	86/-
2755	Ditto RED AND BLUE combined	polished red	86/-
2780	"WENO" Hexagon Red, stamped gold, polished red, bundled dozens and boxed-grosses		80/- 80/-
2781	Ditto BLUE	polished blue	88/-
2782	Ditto GREEN	polished green	88/-
2788	Ditto RED AND BLUE combined	polished red	88/-
407	"COMMERCIAL" Red, Hexagon, polished red, bundled dozens, boxed-grosses		24/- 24/-
408	Ditto BLUE, ditto polished blue ditto		24/-
409	Ditto RED and BLUE combined		24/-

CURRENT PRICE LIST—Continued.

Stock No.	Description	Grade	Price
2780	"HARD CHECKING" Red, round, stamped gold, bundled dozens and boxed 1/2-grosses		86/- 88/- 88/- 88/- 86/-
2781	Ditto BLUE		86/-
2782	Ditto GREEN		86/-
2785	Ditto RED AND BLUE combined		86/-
2787	"MAGENTA" ditto		86/-
2600	"DRAPERS" large diameter natural polish, round, bundled dozens, boxed 1/2-grosses		21/- 24/- 24/- 24/- 88/-
404	"COMMERCIAL" Red, round, polished red, stamped silver		80/- 80/- 80/-
405	Ditto BLUE	polished blue	80/-
406	Ditto RED AND BLUE combined	polished red	80/-
804	"PARCELS" Red, extra large size, round, polished red, bundled dozens, boxed-grosses		80/- 80/- 80/-
806	Ditto BLUE		80/-
806	Ditto BLACK		80/-
10	"SCRIPT" Red, oval shaped, polished red, stamped gold		88/- 88/- 88/- 88/- 88/- 86/-
11	"BLUE	blue	88/-
12	"YELLOW	yellow	88/-
18	"BROWN	brown	88/-
14	"GREEN	green	86/-
	Bundled dozens and boxed 1/2-grosses.		
2900	"EDITORIAL" BLACK CHECKING PENCIL, especially prepared for use of journalists; extremely smooth in writing and makes a very dense black mark, round in shape, polished black, stamped gold, bundled in dozens and packed in 1/2-grosses		88/-
2700	"CARBONIC" Non-Grass Dense Black Pencil, polished black, stamped gold, bundled in dozens packed in 1/2-grosses		88/-
5760	"BALLOT" Thick Black Pencils, bundled dozens, boxed 1/2-grosses		24/-

COLOURED CRAYONS

In Cedar Wood for Scholars, Draughtsmen and Artists.

Stock No.	Description	Price
106	"HELIOCHROME" 7-in. coloured crayon, round, polished same colour as crayon, stamped gold, twelve different coloured pencils most attractively boxed in slide box	48/-
107	"RAYNBO" 6 half length crayons in cedar	7/-
082	12	18/-
082	6 half length	18/-
088	12	26/-
	Attractively labelled in slide box.	

12
CURRENT PRICE LIST—Continued.

Stock No.	DESCRIPTION.	PRICE.
CHAMBERS' PATENT PENCILS.		
7070	TWO-PLY , specially constructed black lead pencil, guaranteed to withstand the most exacting climatic conditions to which a pencil may be subject, and therefore this pencil is especially adaptable for the Export Trade. Round shape, polished green, stamped gold, banded dozens and boxed grosses.	86/-
	Any of our standard lines priced at 24/- per gross upwards, can be supplied constructed in this special manner should our customers so desire.	
1010	PATENT COMBINED .—This pencil combines a coloured checking slip of large diameter with an ordinary black lead slip of small diameter, round shape, polished in a variety of colours, stamped gold, banded dozens and packed 1/2-grosses.	86/-
2020	Blue Crayon combined with Black-Lead, accountant's degree, polished blue	86/-
3090	Red Crayon ditto, polished red	86/-
4040	Blue Crayon combined with Copying Lead, polished bronze-blue	86/-
5060	Red Crayon do. do. do. bronze-red	86/-
6060	Black-Lead do. do. do. purple	86/-
	We shall be pleased to make up any other combination to customers' specifications.	
PASTELS.		
SP 728	SCHOLASTIC 8-in. Pastels, in 86 shades, packed 1/4-gross single colour in cardboard box with corrugated partitions	4/4 Per gross Pastels.
SP 144B	Ditto packed 1 gross	4/2 "
SP 144V	Ditto packed 1 gross, various colours, 86 shades	4/2 "
SP 72V	"SCHOLASTIC" packed 1/4 gross in various colours	4/4 "
SP 12	Ditto in 12 shades, packed 12 pastels in cardboard box with corrugated partitions	6/2 per dozen boxes
SP 94	Ditto in 9 shades, packed 9 half-size pastels in cardboard box with corrugated partitions	8/1 per dozen boxes
RP 124	RAYNBO superior quality Pastels in cardboard box containing 1 dozen assorted shades with corrugated partitions	9/- per dozen boxes
PASTONS.		
PN 728	PASTONS , 2-in., in 86 shades packed 1/4-gross single colour in cardboard box with corrugated partitions	4/4 per gross Pastons
PN 72V	Ditto, packed 1/4-grosses, various shades	4/4 doz. boxes
PN 12	Ditto packed in cardboard box containing 12 pastons, various shades	6/2 doz. boxes
PN 9	Ditto ditto ditto 9 pastons	5/2 doz. boxes
PN 7	Ditto ditto ditto 7 pastons	4/5 doz. boxes
	Our "Scholastic" and "Raynbo" Pastels and Pastons are made up to any special packing requirements desired by our customers, and we shall be pleased to submit quotations.	

13
CURRENT PRICE LIST—Continued.

Stock No.	DESCRIPTION.	PRICE.
CRAYONS.		
800	WAREHOUSE CRAYON —Large hexagon shape, 5-in long, in Red, Blue, Green, White, Brown and Black, packed 1-grosses	20/- per gross
600A	WAREHOUSE CRAYON —Large hexagon shape wrapped, 5-in long, in red, blue, green, white, brown and black, boxed dozens	24/- per gross
400	"SOLID-MARKING CRAYONS" —Round, 3 1/2-in long, in Red, Blue, Green, White, Brown and Black packed in 1 gross	9/- per gross
POLARIS CRAYONS.		
12	"OO-JAH" Crayons, packed in cartons of 12 assorted colours and in cases of 12 gross cartons	12/6 12/- per gross cartons
6	Ditto in cartons of 6 assorted colours in cases of 24 gross cartons	8/6 8/2 per gross cartons
56	"CHECKING" Crayons in assorted colours, packed in cartons 12 of a colour and in cases of 36 gross Crayons	6/- 5/6 Gross Crayons.
57	"WHOPPER" Crayons in assorted colours, packed in cartons 12 of a colour and in cases of 30 gross Crayons	9/- 8/6
58	"STANDARD" Crayons ditto	9/- 8/6
59	"SIXSIDER" Crayons ditto	9/- 8/6
	3-case lots may be made up of some assorted lines.	
	The above prices for Polaris Products are subject to an advance of 12 1/2% owing to the rise in the cost of raw materials.	

PROTECTED RETAIL PRICES.

As Registered with the Stationers' Association.

- "STANTO" Lead, Coloured and Copying Pencils, 4d. each; 8/6 per dozen; 30/- per half gross; 56/- per gross.
- "INC" Lead, Coloured and Copying Pencils, 8d. each; 8/9 per dozen; 15/- per half gross; 27/- per gross.
- "MARMANET" Lead Pencil in Kenya Colony Cedar, 3d. each; 2/9 per dozen; 18/- per half gross; 27/- per gross.
- "IONA" Lead and Copying Pencils, 2d. each; 1/9 per dozen; 18/- per gross.
- "HERCULES" Copying Pencils, 8d. each; 8/9 per dozen; 27/- per gross.
- "HARD CHECKING" Coloured Pencils, 3d. each; 2/9 per dozen; 27/- per gross.
- "COMMERCIAL" Coloured Pencils, 3d. each; 1/9 per dozen; 18/- per gross.
- "CEDRUS" Lead Pencils, 4d. each.

VOCATIONAL LIST.

Suggestions to help you to select on the Chamber's Pencil.
For each and every purpose.

ART

Artists.

"Stanto," "Marmaset" and "Ino" leads in all degrees to suit every type of work.

"Heliochrome" Colours. A super-colouring crayon in cedar, made in a range of twelve artistic shades.

"Rayno" Pastels made in a complete range of 86 shades of superfine quality.

"Rayno" Pastels comprising a range of 86 shades. Prepared specially to meet the requirements of colourists preparatory to pastel work, these pastels are dustless, strong, brilliant in colour, of smooth texture, and are entirely free from grease.

Engravers.

"Stanto," "Marmaset" and "Ino" Drawing Pencils in full range of degrees.

"Carbonic" non-grease, dense black pencil.

Photographers.

Bleaching, shading, blocking out.

"Stanto," "Marmaset" and "Ino" Drawing Pencils.

"Carbonic" non-grease, dense black pencil.

"Black-Flyer" thick, dense black grease pencil.

PROFESSIONAL.

Architects and Surveyors.

"Stanto," "Marmaset" and "Ino" Drawing Pencils.

In the full range of "H" degrees suitable for the finest line work and tracing and "B" degrees for sketch work.

"Heliochrome" and "Rayno" coloured crayons in cedar. Absolutely standard in shade, smooth in working, of a matt surface and possessing the quality of super-imposition.

Coloured copying ink pencils in Violet, Red, Blue, Green and Yellow.

Thick, solid Polaris crayons for marking on wood, glass, metal, paper, &c., &c. Indelible and able to withstand exposure to all weathers.

Solid marking chalks.

Accountants.

"Stanto," "Marmaset" and "Ino" lead pencils in HB and H for total balances, &c. Heavily erased without smearing.

Coloured copying ink pencils in violet, red, blue, green and yellow.

Coloured checking pencils, round and hexagon, in red, blue, green, yellow, red and blue combined.

Coloured Polaris Combined pencil which combines a standard checking slip of large diameter with an ordinary blacklead or copying ink slip of small diameter.

COMMERCE.

Designers.

Draftsmen.

Engineers.

"Stanto," "Marmaset" and "Ino" Drawing Pencils. "Heliochrome" and "Rayno" coloured crayons in cedar. Pastels and Pastones in 86 different shades.

"Carbonic" deep black, non-grease pencil.

"Black-flyer" thick, dense black, grease pencil.

Polaris solid grease crayons in a variety of colours.

Clerical.

Profession.

Ledger Clerk:—"Stanto," "Marmaset".
Business Clerk:—"Business," "Universal," "Cedrus" Leads.

"Anil-ink," "Hercules," "Marmaset" and "Ino" copying.

"Marmaset," "Ino," "Hard Checking" and "Commercial" checking colours.

Despatch and Stores Clerk:—"Business," "Universal," "Cedrus" Leads.

"Anil-ink," "Hercules," and "Marmaset" copying. Parolels crayons, thick, round in cedar. Red, Blue Black, &c.

Railway Clerk:—"Business," "Universal," "Cedrus" Leads.

"Anil-ink" special violet copying pencil with exceptional copying properties, "Marmaset," "Hercules" copying pencils in hard and medium grades.

"Carbonic," dense black, non-grease pencil.

"Parolels" crayons. Thick, round crayon in cedar. Black, Red, Blue, &c.

"Stanto," "Marmaset" and "Ino" coloured checking pencils.

General Office:—"Business," "Universal" and "Cedrus" Lead pencils.

"Anil-ink," "Hercules" and "Marmaset" copying pencils.

"Marmaset," "Ino" and "Hard Checking" coloured checking pencils.

Shorthand types:—"Stanto," "Marmaset" and "Ino" pencils in degrees HR, B and BB.

Telephone:—"Broadcasting" telephone pencil. A lead pencil with cap and ring attachment which enables it to be used or chained to the telephone and so suggests that it is always there for use.

Advertising and Publicity:—"Stanto," "Marmaset" and "Ino" Drawing pencils. "Heliochrome" and "Rayno" crayons in cedar. "Blackflyer" deep black, thick, gross pencil. "Carbonic" dense black, thick, non-greasy pencil. Pastels and Pastons in 96 distinctive and artistic shades.

Newspaper Editorial Work:—"Editorial" especially prepared for use of journalists; extremely smooth in writing and makes very dense blackmark. Will obscure printers' ink, and will write with great facility on flimsy paper without any risk of tearing it.

Reporters:—"Stanto," "Marmaset" and "Ino" lead pencils in degrees HR, B and BB.

Despatch:—"Polaris" grease crayons in Black, Red, Blue, etc. A solid crayon especially adaptable for writing on newspaper parcels. Smooth in writing and will not tear the most flimsy of news sheets.

INDUSTRY.

Engineers:—"Stanto," "Marmaset" and "Ino" lead pencils carefully and correctly graded in a range of degrees to suit every requirement.

Joiners and Cabinetmakers:—"Polaris" solid crayons for marking on wood, metal, &c. "Carpenters" pencil, oval, plain finish, standard degree. "Joiners" pencil, oval, rose polish, standard degree.

Timber: Warehouse crayons. Thick, solid crayons for marking timber, &c.; made in a variety of colours.

MERCHANTS. "Polaris" "Whopper" and "Six-sided" crayons for marking timber, glass, metal, &c. Impervious to weather, made in various colours.

Warehouse and Stores:—"Business," "Universal" and "Cedrus" pencils. "Marmaset" and "Hercules" copying pencils.

Parcel Crayons:—"Ezra" large, round crayons in cedar. Black, Red, Blue, &c.

Warehouse Crayons: Large, soft, box-end marking crayons in Red, Blue, Black, White, &c.

"Polaris" Crayons for marking on wood, glass, metal, textiles, &c., &c.

Works Staff:—"Business," "Universal" and "Cedrus" lead pencils. "Marmaset" and "Hercules" copying pencils. Polaris solid crayons for marking on wood, glass, metal, textiles, &c. "Marmaset," "Ino," &c., coloured checking crayons.

Lithographers and Monumentalists:—"Stanto," "Marmaset" and "Ino" Drawing pencils in all degrees. Polaris solid crayons for marking stone, &c., impervious to weather.

EDUCATIONAL.

Higher Grade and University:—"Stanto," "Marmaset" and "Ino" Drawing pencils. "Heliochrome" colours.

"Rayno" Pastels and Pastons. "Stanto," "Marmaset," &c., checking colours.

Secondary:—"Marmaset," "Ino" and "Ina" Drawing pencils. "Rayno" colours. Scholastic Pastels and Pastons. "Marmaset," "Ino," &c., checking colours.

Primary:—"Ina," "Gulliver," "London," "Universal" and "Scholastic" pencils. "Rayno" colours. Scholastic Pastels and Pastons. "Marmaset," "Ino," &c., checking colours.

Kindergarten:—"Universal," "Cedrus" and "Scholastic" pencils. "Rayno" colours. Scholastic Pastons. "Marmaset," "Ino," &c., checking colours.

SPECIAL.

Ballot Pencils: Thick black, bared one end for stringing. Pointed ready for use.

Gardeners' Pencils:—"The Allotment Pencil" thick black, waterproof and indelible, will withstand all weathers and mark on paper, wood or stone.

OUR METHODS

TO FACILITATE BUSINESS AND TO ENABLE US TO MEET THE REQUIREMENTS OF OUR CUSTOMERS SATISFACTORILY. WE DESIRE TO DRAW THEIR ATTENTION TO THE FOLLOWING POINTS:—

The prices on this list are subject to the usual trade discounts as shown deducted from each invoice.

When placing your orders for our products, please quote stock number, quantity required, degree, and quoted price. If you do not find your requirements quoted, please communicate with us. Our desire is to meet every requirement of the Pencil Trade; you are therefore invited to send all your special enquiries to us.

We give special and immediate attention to all orders received by post, and we endeavour to despatch them the same day as received.

Ledger Accounts will be opened on receiving two satisfactory references, in the absence of which the order must be accompanied by a remittance.

In the event of questions arising relating to prices charged for goods, please return our invoice or give invoice number and date.

Returned Cases when charged for must be advised by post the same day as despatched, date and number of invoice on which they were charged being quoted. This greatly facilitates passing of Credit for same. All empties must be labelled, having the Customer's name and address firmly affixed to each.

As Chambers' products are offered at the very lowest prices for goods of such high quality, no variation of the standard net prices can be allowed.

Advertising matter, show cards, &c., will be supplied free to all customers upon application.

All orders are Carriage Paid from £5 value, orders of less value, Carriage Forward.

Terms—2½ per cent. prompt cash, 2½ per cent. monthly; Accounts under £5 strictly net.

EXPORT.—Prices are net F.O.B. Shipping Port. Goods packed for Shipment.

Firms abroad who desire to do business, should either send a remittance, or open a credit with one of the commission or banking houses in this country or provide Bankers' references.

OUR METHODS

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Terms—5% per cent. prompt cash, 2½ per cent. monthly. Accounts under £2 strictly nett.

EXPORT.—Prices are nett F.O.B. Shipping Port. Goods packed for Shipment.

Firms abroad who desire to do business should either send a remittance, or open a credit with one of the commission or banking houses in this country or provide Bankers' references.

CHAMBERS PERFECT
TESTED PENCILS



DEPARTMENT OF OVERSEAS TRADE

8 October, 1924.

Dear Matthew,

Your official letter of the 28th of September (2410/E.S.) about Kenya cedar wood has come to me. I should be very glad if Bridgen or anyone else could come over sometime to have a talk with me on the present position as we see it here. If he will ring me up when he is ready to come it will be best as Hastings are crowding on me at present and it is difficult to make plans far in advance.

Africa
Compa

605

Under Secretary,
J. MATTHEW ESQ., C.M.G.

CONFIDENTIAL

The following information was obtained from a review of the files of the [redacted] Office of the [redacted] Attorney General, dated [redacted] and [redacted]. The information is being provided to you for your information only. It is not to be disseminated outside your office.

The information pertains to the activities of [redacted] and [redacted] in the [redacted] area. The information is being provided to you for your information only. It is not to be disseminated outside your office.

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200

COPY

221

Office of H.M. Trade Commissioner

for East Africa.

P.O. Box 220,

NAIROBI, Kenya.

18th August, 1924.

Ref: EA/239/24.Tr. Ref: 2410/E.D.

Sir,

I have carefully read over your letters of 16th June and 8th July with enclosures relative to the development of the trade in Kenya Cedar Wood for pencil manufacture.

2. Mr. Battiscombe, the Conservator of Forests, some short while ago asked me whether I would advise him in regard to certain correspondence that had passed between Messrs. The Eagle Pencil Co. and The Burnt Forest Saw Mills, and in this manner I obtained quite a little insight into how matters were proceeding in regard to the American purchases.
3. The Burnt Forest Saw Mills have taken contracts of increasing size both for delivery in England and the United States. The wood shipped to England has received the approval of Messrs. The Eagle Pencil Co's representative there - every shipment to America has been the cause of some complaint, though the agreed upon price has been paid, but still the complaint has been noted. I think the main complaint is that the wood is not thoroughly seasoned and that the slats show warpage on arrival. The point Mr. Battiscombe worried over was the terms of payment, because the orders were representing quite a large amount of money for such a small company as The Burnt Forest Saw Mills to negotiate - payment being made on arrival in America. Naturally, I drew attention to the fact that if two or more shipments were on the way the whole of the Mill's capital would be locked up in the drafts awaiting payment, and indicated the lines I would consider sound.
4. Subsequently, Mr. Ball, of The Burnt Forest Saw Mills,

/ called

called at this Office two or three times, and he now tells me that he is shutting down his mill for possibly a year, during which time he is carrying on rather large experiments at Messrs. The Eagle Pencil Co's direction, in order to prove what is the best form of preparation of this wood and at what stage of the manufacture it is best to ship - whether in baulk - billet - or slat.

5. During this period Mr. Ball's brother (a young man of about twenty-six) is going to America and will work in Messrs. The Eagle Pencil Co's factories as a labourer, going through all the stages of their work. He is doing this at the invitation of Messrs. The Eagle Pencil Co. and will not be paid for his time, and I understand that Mr. Ball is suggesting to the local Government that all the information he gains should be placed at the disposal of the Forestry Department, providing the Government pay the steamship fares, etc. The Mill will, of course, have to continue Mr. Ball's salary during this period.

6. Mr. Ball tells me also that if these experiments, which, by the way, are being half paid for by Messrs. The Eagle Pencil Co., are successful, it is quite probable that Messrs. The Eagle Pencil Co. will consider the erection of a pencil factory here.

I am,
Sir,

Your obedient Servant,

(Sgd.) Will H. Franklin,

H.M. Trade Commissioner.

The Comptroller-General,
Department of Overseas Trade,
London, S.W. 1.

G. D.
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Personal

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23 OCT 1924

John Ben Edwards

DRAFT.

9nd

London, as I promised

A.B. Edwards Esq. C.M.G.

a copy of my letter of
31 July to Sir Robert

807.

Coy was about present
order.

MINUTE.

You would that the

Mr. *Assembly*
Mr. *21/10/24*
Mr.

matter cannot rest until

- Sir O. Davis.
- Sir G. Grindall.
- Sir H. Reid.
- Sir J. Masterton Smith.
- Lord Arnold.
- Mr. Thomas.

we heard further from
the Govt - and that no

reply was handed to
the official letter

to R. G. W. S. Esq.
(30/11/24).

24/10/E.D. of 5th. 25th.

(Sd) W.C. B. *W.C. B. [unclear]*