

1923

KENYA

63

C O
20676
REF
REC 25 APR 23

FROM
BATHSCOMBE E.

DATE
24th APRIL 1923.

FOR CIRCULATION :-

SUBJECT

Mr.
Mr.
Mr.
Asst. U.S. of S.

CEDAR WOOD FOR PENCILS.

Fwds further information obtained as to suitability of Kenya wood, its place in the market in quality and price, and its prospect of competing successfully with American wood States as to progress being made with manufacturing firms; deprecates practice of stamping pencils "Kenya Cedar" at this early stage.

Term U.S. of S.
Part U.S. of S.
Secretary of State.

Previous Paper

MINUTES

YB.
19/4/23

1. aft.
6 Sir R. Coryndon
letter to 6/5/23 - 8 lines.

copy to Sir R. Coryndon 11/4/23
28 April 1923.
Mr. Lind. 3 May 1923.
copy to Mr. Lind. 3 May 23
6 Sir R. Coryndon 20 June 23
to Sir H. Lambert 20. June - 24 July 23
copy to Sir R. Coryndon 20 July 23
on 4.0.11.23.

out.
27.4.23
above

Sir R. Read.

This was discussed with Sir R. Coryndon on Monday and the accompanying drafts are the result.

I do not quite accept the view which he expressed that the Royal Sovereign Pencil Company are not entitled to any "quid pro quo" for any assistance they render in improving their own business. It seems to me that, if there is anything in their process, they will be improving the business of other buyers of cedar wood ~~to an~~ equal

Subsequent Paper

copy to Sir R. Coryndon 11/4/23
28 April 1923.
Mr. Lind. 3 May 1923.
copy to Mr. Lind. 3 May 23
6 Sir R. Coryndon 20 June 23
to Sir H. Lambert 20. June - 24 July 23
copy to Sir R. Coryndon 20 July 23
on 4.0.11.23.

equal extent, and that they will be assisting the cutters of the wood, and through them the Government of Kenya itself.

But I fully agree that preferential railway rates are undesirable if not improper, and would be an unsuitable form of "quid pro quo".

W.C.S.

2/5/73

Mr. Battersby's letter of 3/6 6m + of 17/6 to Mr. Johnson in dicta the engagement history. This via record (not available at the moment) showing that Mr. Johnson refused that it was the O. who suggested a "quid pro quo". But see the record of discussion in 58698/12.

Putty

W.C.S.

2/7/73

and

letter of 22/6 incl. of 12/6
was attached

John

Mr. Dyer

69

You will notice that we have not made much progress so far.

Yesterday Sir R. Grayson suggested that the U.A. might bring to the notice of Govt the desirability of sending parcels of Kenya (or East Africa?) from Govt - or a circular document might be sent from here.

Subject to your views I propose to take the matter up - S.O. first - with the U.A.

W.C.S. 18/7/73

Mr. Battersby

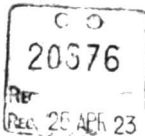
By all means

11/13

HEREFORD.

24th. April 1923.

The Under Secretary of State,
Colonial Office.



Sir,

Kenya Pencil Cedar.

I have the honour to inform you that I had an interview with Mr. Pickering Phipps and his partner in business Mr. Burnett on the 10th inst. on the subject of the use of Kenya Cedar for the manufacture of pencils.

Mr. Phipps has been very active in trying to introduce the wood to the notice of manufacturers and has gone as far as to have pencils made to his order so as to convince the trade of the suitability of the wood for the purpose. His efforts have been so far successful that a firm - Messrs. Chambers and Co. - have used the wood for making their first grade pencils and have named them "Kenya Cedar". I am aware of the firm's position and that they are in a large way of business. Mr. Phipps has also supplied the London & N. E. Railway Co. with a quantity of pencils and of pencils to the Government. I have not had time to consider the pencils shown, but will do so as soon as possible. If their grain warped, but they were made in a proper season. Mr. Phipps also showed a quantity of pencils which had been treated with Paraffin which is softer than others made with water seasoned wood, the latter

were rather harder than untreated wood, the former were, of course, considerably softer.

3. Mr. Phipps informed me he had sent samples of the wood to nearly all the pencil makers of note in the country and that three firms had said it was quite as good as American seconds; two firms said it would compete with American wood when a proper process to treat it had been discovered and one firm (name not disclosed) wrote that with the ordinary processes used in pencil factories it would be possible to sell it as American Cedar, the difference being so slight that the lower cost would tempt firms to do this.

4. I was much impressed with the amount of attention that Mr. Phipps and his partner had given to the matter and I have no doubt but that they have been instrumental in bringing the wood to the notice of the trade far more effectually by personal interviews etc than could have been done by correspondence by timber merchants resident in the Colony. At the same time I cannot help feeling rather doubtful as to the advisability of stamping pencils with the name of the wood until such time and as a result of further experiment, really first class pencils can be turned out. At present the wood is on trial and any hasty step such as stamping pencils which are liable to warp with "Kew Cedar" might do much harm in prejudicing buyers against the wood.

I have the honour to be,

Sir,

Your obedient servant,

J. B. Rathbone

15/20676/27 Kenya

72
O. D.
R 27 APR

Letter sent
15/2/76

27 April 1976

Dear Corydon,

DRAFT.

I enclose copies of *Postscript*

two letters about penitence.

We shall no doubt find time

to discuss them on our luncheon

Monday afternoon.

Robert Corydon
KCAF

and House

House

Confidential (Hans)
MINUTE.

Mr. ^{27/4} ~~W. H. Jones~~ /

Mr.

Mr.

Mr. Davis.

Sir G. Grindle.

Sir H. Read.

Sir J. Masterton Smith.

Mr. Ormsby-Gore.

Duke of Devonshire.

Yours sincerely
W.H.J.

Postscript 16 April (1976)

Postscript 24 April (20676)

See copy of full notes - 3 for
Kenya (later)

B/20676

73

sh

sc

28 April 1883

DRAFT.

Sir,

I am in touch. the cont. of -

Bulliscombe Eng

Tom Adams of the 16th & 14th

of April regarding penit cedar

in range, and brief you that

the matter is under consideration

with Sir Robert Corydon

MINUTE.

Mr. ~~Adams~~
28/4/83

Mr.

Mr.

Mr. Davis.

Sir G. Grindle.

Sir H. Read.

Sir J. Masterton Smith.

Mr. Ormsby-Gore.

Duke of Devonshire.

signed

sh



Downing Street,

3 May, 1923.

DRAFT.

BATTISCOMBE, ESQ.

Sir,

With reference to the letter

from this Department of the 28th of
April, I am. &c. to inform you that

as a result of a discussion with

Sir R. Coryndon, a despatch has

been sent to the Officer

Administering the Government of Kenya

~~requesting~~ ^{asking for} his views and those of

the General Manager of the Uganda

Railway as to the possibility of

reducing

MINUTE.

Mr. Bottomley. 2/5/23

Mr.

Mr.

Mr. Davis.

Sir G. Grindle.

+ Sir H. Read. 2

Sir J. Masterion Smith

Mr. Ormsby-Gore.

Duke of Devonshire.

2 drafts.

B/20676

73

ah

sc

28 April 1883

Sir,

I am in back. the cont. of

your orders of the 16th & 14th

of April regarding penit cedar

is being, and brief you that

the matter is under consideration

with Sir Robert Colquhoun

DRAFT.

Hollisworth Esq

MINUTE.

Mr. ~~Robert Colquhoun~~

Mr.

Mr.

Mr. Davis.

Sir G. Grindle.

Sir H. Read.

Sir J. Masterton Smith.

Mr. Ormsby-Gore.

Duke of Devonshire.

[Handwritten signature]

[Handwritten initials]



Downing Street,

3 May, 1923.

Se

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Railway as to the possibility of

reducing

MINUTE.

Mr. Bottomley. *2/5/23*

Mr.

Mr.

Mr. Davis.

Sir G. Grindle.

+ Sir H. Read. *2*

Sir J. Masterton Smith

Mr. Ormsby-Gore.

Duke of Devonshire.

for

2 drafts.

reducing the railway freight on cedar wood
consigned by any firm up to a maximum of
1,000 tons for each firm.

I am to state that Sir R.

Coryndon has not felt himself able to
recommend the grant of special terms to the
Royal Sovereign Pencil Company in return,
for the communication of a special
process of selecting cedar wood for pencil
purposes.

I am &c.,

(Signed) H. J READ

reducing the railway freight on cedar wood
consigned by any firm up to a maximum of
1,000 tons for each firm.

2 I am to state that Sir R.

Coryndon has not felt himself able to
recommend the grant of special terms to the
Royal Sovereign Pencil Company in return,
for the communication of a special
process of selecting cedar wood for pencil
purposes.

I am &c.,

(Signed) H. J. READ

David Visnail

24/85

Downing Street,

May, 1923.

Sir,

With reference to my despatch ^{confidential}

DRAFT.

*Arrival
40486*

of the 11th of January and previous
correspondence, I have &c. to transmit
to you the accompanying copies of
letters received from Mr. W. Battiscombe
regarding pencil wood ~~process~~ ^{in Kenya.}

2 The ~~the~~ matter has been discussed

with Sir R. ^{his} Coryndon, with special reference

to Mr. Battiscombe's letter of the
15th of April and his suggestion that

in return for the offer of the Royal
Sovereign Pencil Company to instruct

Forest Officers in their ^{special} process
of selection of pencil wood, they might

be given a partial revision of ~~the~~

MINUTE.

Mr. Bottomley. *2/5/17*

Mr.

Mr.

Mr. Davis.

Sir G. Grindle.

+ Sir H. Read. *2*

Sir J. Masterton Smith.

Mr. Ormsby-Gore.

Duke of Devonshire.

2 drafts.

for insertion

L. Battiscombe 16/4 (1923)

SR 24/4 (20676)

already copied

railway freight charges.

3. Sir R. Coryndon is strongly

opposed to the principle of giving any special advantage of this kind as a

"quid pro quo" to the Royal Sovereign

Pencil Company, but in conformity with

arrangements made in ~~such~~ ^{other} cases where it

is ^{has been} desirable to ~~stimulate~~ ^{encourage} an industry,

he would see no objection to a reduction

in freight for cedar consigned by any firm

until the industry is on a secure basis, subject

to a limit of 1,000 tons for each firm.

4. I shall be glad if you will

consider this matter with the General Manager

of the Uganda Railway, and let me have your

views by an early mail.

I have &c.,

(Signed) DEVONSHIRE

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views by an early mail.

I have &c.,

(Signed) DEVONSHIRE

B. 20676 K

United
States

Johnson's ...

Downing Street,

26 May, 1923

Dear Battscombe,

Since I got your letter of the 6th of May on the pencil cedar question, I have had no opportunity of speaking to the Governor until to-

I quite see that the second paragraph of the Colonial Office letter of the 3rd of May is open to the interpretation you put upon it. The point really was that instead of the 'quid pro quo' for Johnson being in the form of a concession, (which as was said Johnson did not now want), it was to take the form of preferential treatment as regards railway freight, and this the Governor could not agree to.

Sir Robert Coryndon is, I think, not anxious to break with the Royal Savanai people altogether, and I believe he is writing to you on the subject, and if ^a more appropriate form of 'quid pro quo' can be devised, the matter of obtaining

BATTSCOMBE, ESQ.

B: 20676 K

Downing Street,

26 May. 1923.

Dear Battiscombe,

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I quite see that the second paragraph of the Colonial Office letter of the 3rd of May is open to the interpretation you put upon it. The point really was that instead of the 'quid pro quo' for Johnson being in the form of a concession, (which it was said Johnson did not now want), it was to take the form of preferential treatment as regards railway freight, and this the Governor could not agree to.

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BATTISCOMBE, ESQ.

aining Johnson's process need not be altogether
andoned.

Yours sincerely,

Ed. W. C. Bittling

HINTON COURT,

HEREFORD.

6th. May 1923.

Spencer
Mr. Bottomley

6/5
Mr. Bottomley
S.W.
7/5

Dear Bottomley,

Since seeing you on Thursday I have received Sir Herbert Read's letter of the 3rd. Inst. from which I learn that the idea of taking advantage of Johnson's offer as a dividend proposal to be abandoned.

In view of the decision I presume Johnson will be advised by the Colonial Office and that further action by me will be unnecessary?

I cannot help regretting...

Yours sincerely,

S. Bottomley

6/5
7/5

HINTON COURT,
HEREFORD.

6th. May 1923.

8/2/23
to Mr. Bottomley
6/25
7/5

Mr. Bottomley
S.W.
8/5/

Dear Bottomley,

Since seeing you on Thursday I have received Sir Herbert Read's letter of the 3rd. inst. from which I learn that the idea of taking advantage of Johnson's offer and a quid pro quo is to be abandoned.

In view of the decision I presume Johnson will be advised by the Colonial Office and that further action by me will be unnecessary?

I cannot help regretting the ruling.

Yours sincerely,

E. Bottomley

*type see letter to
Mr. Carr 22/5/23
Herbert*

Hinton Court, 79

~~5/12/23~~
Mr. Bottomley

Mr. Bottomley Hereford.

Wed 5/16

Y. D.

7/6/23

3rd June 1923.
Recd 5/16

Dear Bottomley,

Recd Cedar

With reference to our
conversation on Thursday, I have not
been able to see Johnson but I saw his
partner, Haigh. He has rather non-
plussed at having to think of
another form for a vivid process and
I could only suggest that Johnson
should meet you, Sir Robert Coryndon
and myself to discuss the matter
further.

I don't know if you would care
to fall in with the idea, but if so
and you think such a discussion

Hinton Court, 79

Mr. Bottomley Hereford.

Wed 5/6

Y. W.

7/6/23

3rd June 1923.
Recd 5th

Dear Bottomley,

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With reference to our
conversation on Thursday, I have not
been able to see Johnson but I saw his
father, Haigh. He has rather
planned at having to think of
another form for a vivid process and
I could only suggest that Johnson
should meet you, Sir Robert Corydon
and myself to discuss the matter
further.

I don't know if you would care
to fall in with the idea, but if so
and you think such a discussion

would be productive of any good
I should, of course, be only too glad
to attend, tho' I am bound to
express that I do not see any
reason not granting special
terms to the Trench Company.

I shall be in London again on
the 13th & in the morning of the 14th

If you & Sir Robert fall in with
the idea of meeting Johnson &
you be so good, kind as to let him
know the date and hour, & in
reply.

Yours sincerely,

S. Bathwick.

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ground not of antient, special
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If you & Sir Robert fall in with
the idea of meeting Johnson &
you be so good, kind as to let him
know the date and hour you
arrange.

Yours sincerely,

S. Bathurst.

HINTON COURT,

HEREFORD. 30

17th. June 1923.

A. Johnson Esq.

The Royal Sovereign Pencil Co. Ltd.

Neasden.

Dear Mr. Johnson,

With reference to your letter of the 9th. April I have to inform you that Sir Robert Coryndon, Governor of Kenya Colony, who is now in this country, has given very careful consideration to your suggestion that your Company should receive a quid pro quo in return for granting facilities to Forest officials of the Colony to be instructed as to the quality, grading, sawing etc. of Cedar slats and billets for the manufacture of pencils.

Sir Robert Coryndon much regrets that he is unable to entertain the proposal, at all events for the present. While he fully appreciates the importance of fostering and encouraging the trade in Kenya Cedar there are so many other infant industries in the Colony which also require fostering and encouragement and which are being developed by private enterprise that he feels he is unable to grant special terms for any one particular industry.

Yours faithfully,

*copy forwarded to Mr. D. D. ...
for his information
S. D. ...*

Hinton Court, ⁸¹

Hereford

22. June 1923.

~~Mr. ...~~

To Mr. ...

~~at Bottomley~~

cut

23/6

Mr. Bottomley

Mr. ...
J.W.

3/7/23

I enclose a copy of
my Row Johnson to you letter
him of the 17th. I do not propose
reply to it

yours sincerely

S. Bathcombe.

27 April, 1923.

Dear Coryndon,

I enclose copies of Battiscombe's two letters about pencil cedar. We shall, no doubt, find time to discuss when you are here on Monday afternoon.

Yours sincerely,

W. C. Howley

th April.
th April.

SIR ROBERT CORYNDON, K. C. M. G.

27 April, 1923.

Dear Coryndon,

I enclose copies of Battiscombe's two
letters about pencil cedar. We shall, no doubt,
find time to discuss when you are here on Monday
afternoon.

Yours sincerely,

W. C. Howley

th April.
th April.
SIR ROBERT CORYNDON, K. C. M. G.

MINTON COURT,

HEREFORD.

16th April, 1923.

The Under Secretary of State
for the Colonies.

Sir,

With reference to my conversation with Mr Bottomley and Major Parkinson on the 6th and 11th inst. I have the honour to inform you that I have had an interview with Messrs Haigh and Johnson of the Royal Sovereign Pencil Co. and have discussed with them the subject of the extended use of Kenya Cedar for the manufacture of pencils,

2. I should mention in the first instance that the firm do not subject Kenya Cedar to any softening process but they are alive to the advantages of softening it if a satisfactory process can be discovered.

3. At the present time they are not using Kenya Cedar for the manufacture of their highest grade pencils, though they hope to do so eventually; the pencils actually being made of the wood at the time of my visit to the factory were ones with coloured leads and those to be sold cheaply.

4. At the present they are well satisfied with the quality of the wood they are receiving from Messrs Bonser, Nakuru, and the quantity too, a little over 20 tons a month is quite satisfactory. It is obvious that in addition to enquiries as to a possible method of softening the wood there are other lines along which research and enquiry must be conducted before the wood can be used with any degree of certainty as to its ultimate behaviour after having been

manufactured

manufactured into pencils; Messrs Haigh and Johnson informed me that they had already come to the conclusion that the wood requires careful and thorough seasoning and to this end, and failing any artificial process of drying, they have decided to keep the billets as received from Kenya for at least a year in order to season them.

5. Of course the initial selection of the wood is of prime importance and this selection should take place in the Colony in order to prevent wood of inferior quality being exported; in this connection Mr Johnson strongly advocated Government appointing a "grader" and that all slats or billets exported should bear his mark as having been passed in a certain grade.

6. In the matter of granting the Royal Sovereign Pencil Co. a quid pro quo in return for granting facilities to Forest Officers to become acquainted with, and to receive instruction in the selection, grading and handling of Cedar wood I had a long discussion with Messrs Haigh and Johnson and I was given to understand that they did not wish to be granted any particular forest area or to be given the first refusal of such; they also pointed out to me that they did not derive any benefit from the rebate of royalty allowed by the Kenya Government on slats and billets exported and sold, as they bought their supplies from Messrs Bonser and Co. who receive the rebate.

7. I enclose a copy of a letter which I have received from Mr Johnson and in which he suggests that his Company should be granted free railway transport of 2000 tons of wood from Nakuru to Milindini; this is equivalent to asking for the payment of a bonus at the rate of about 27/- a ton; I do not anticipate that the Kenya Government would entertain the request, at the same time I am of opinion that a modification of the request e.g. a partial remission of the freight charges might be considered even tho' it would be creating

a precedent in the matter of subsidising an industry.

8. It is clearly of importance that Forest Officers should have first hand and intimate acquaintances with the needs of pencil manufacturers and even if the Government cannot afford to employ a "grader", it would be of very material advantage to saw-millers to have the assistance of the local Forest Officers in helping them to select their wood properly and, what would be of still more importance, in helping them to reduce waste;

Mr. Haigh informed me that when he was at Messrs. Bonser's mill he was much struck with the amount of waste which might have been obviated had there been expert advice available as to the selection and handling of the wood.

9. The question arises as to how much the Government can afford to pay for obtaining such "inside" information of the trade and how far it would be justifiable to assist one firm to exploit the wood in the hope that such exploitation would benefit both the trade of the Colony and other firms handling Pencil Cedar.

10. While I do not at all agree with the statement made in the 2nd. paragraph of Mr Johnson's letter. I am of opinion it would be only right and proper if advantage be taken of the firm's offer to instruct Forest Officers in what may be termed their "trade secrets", that their pioneer work should be taken into consideration in negotiating an adequate quid pro quo.

11. I beg to suggest that the Kenya Government be communicated with by telegram, to ascertain if they would be prepared to consider the proposal of a partial remission of the railway freight charges in return for information to be afforded by the Company it being understood that the Forest Department would have to make provision in it's Estimates for the payment of the difference in the freight rate, that the quantity would not exceed 500 tons a year at all events for the first year or two and that the total quantity on which the

concession would be granted would not exceed 2000 tons.

I have, etc.,

(sd). E. Battiscombe

THE ROYAL SOVEREIGN PENCIL CO. LTD.

MEMBERS,

LONDON, N.W.10.

April 9th 19.

Dear Mr. Battiscombe,

In reference to the interview we had here this morning, it is with much satisfaction that we learn that the pioneer work we have done in connection with the exploitation with regard to Kenya Cedar for the manufacture of Pencils has been recognised by the Authorities both at Home and in the Colony.

We also notice that a tangible form of recognition would be considered as some recompense for the work effected.

The difficulty of trying to find this quid pro quo has all the time been very present, and it seems to us that a means would be for the remission of Railway freightage from Nakuru to the coast on a definite quantity as transported from time to time. We would therefore suggest that this quantity be 2000 tons, and that the remission shall be that the Railway freightage from Nakura station to Kilindini shall be remitted in full.

We on our part shall be pleased to place all the information which is in our possession in the hands of one or more of your Forestry Department, including personal instruction as to quality, grading, sawing, etc. together with any information which may come into our possession at a future date in reference to treatment of this wood to render it more suitable for its purpose, and the then ruling prices, and the commercial handling generally.

We

We understand that you purpose putting this matter before proper Authority, and shall be pleased to have any decision you come to at your early convenience.

Yours faithfully, etc.,
For The Royal Sovereign Pencil Co.Ltd.
(sd) A. Johnson.

Director.

HINTON COURT,

HEREFORD.

24th April, 1923.

The Under Secretary of State,
Colonial Office.

Sir,

Kenya Pencil Cedar.

I have the honour to inform you that I had an interview with Mr Pickering Phipps and his partner in England - Mr Burdett - on the 10th inst. on the subject of the use of Kenya Cedar for the manufacture of pencils.

Mr Phipps has been very active in trying to introduce the wood to the notice of manufacturers and has gone as far as to have pencils made to his order so as to convince the trade of the suitability of the wood for the purpose. His efforts have been so far successful that a firm - Messrs. Chambers and Co. - have used the wood for making their first grade pencils and have stamped them "Kenya Cedar". I am unaware of the firm's standing or if they are in a large way of business. Mr Phipps also told me that the London & N.E. Railway Co. have given a contract for a supply of pencils to be made of the wood. I must admit that I did not consider the pencils shown me, as really first class on account of their having warped, but this defect would be obviated by proper seasoning. Mr Phipps also showed me some pencils made with Kenya Cedar
which

which had been treated with Paraffin wax in order to soften it and others made with water seasoned wood, the latter were rather harder than untreated wood, the former were, of course, considerably softer.

3. Mr Phipps informed me he had sent samples of the wood to nearly all the pencil makers of note in the country and that three firms had said it was quite as good as American seconds; two firms said it would compete with American wood when a proper process to treat it had been discovered and one firm (name not disclosed) wrote that with the ordinary processes used in pencil factories it would be possible to sell it as American Cedar, the difference being so slight that the lower cost would tempt firms to do this.

4. I was much impressed with the amount of attention that Mr Phipps and his partner had given to the matter and I have no doubt but that they have been instrumental in bringing the wood to the notice of the trade far more effectually by personal interviews etc. than could have been done by correspondence by timber merchants resident in the Colony. At the same time I cannot help feeling rather doubtful as to the advisability of stamping pencils with the name of the wood until such time and as a result of further experiment, really first class pencils can be turned out. At present the wood is on trial and any hasty step such as stamping pencils which are liable to warp until "Kenya Cedar" might do much harm in prejudicing buyers against the wood.

I have, etc.

(Sgd) E. BATTISCOMBE.

C. D.
R 23 JUL
D 23

OK for my sig.

2 Dec

AO

DRAFT.

DOWNING STREET,

r Henry Lambert, K.C.M.G., C.B.,

24 July, 1923.

MINUTE.

Mr. Bottemley. 21. 7.

Mr.

Mr.

Mr. Davis.

Sir G. Grindle.

Sir H. Read.

Sir J. Masterton Smith.

Mr. Ormsby-Gore.

Duke of Devonshire.

*Copy sent to K. Curzon - 20 Aug 1923
40110/23*

Dear Lambert,

We have for some months been trying to find out how we could best encourage the Pencil Cedar Industry in Kenya. The matter was brought prominently to our notice by Colonel Franklin, the Trade Commissioner in East Africa, when he was on leave at the end of last year and he arranged an interview at this office with *Arthur* Mr. Johnson, a Director of the Royal Sovereign Pencil Company, who has been much interested in Kenya Cedar. So far as the Royal Sovereign Company

itself