

GERMAN METHODS OF COMMERCIAL PENETRATION

THE THREAT TO OUR EAST AFRICAN TRADE

Official Corroboration of "East Africa's" Warnings.

The reports of Colonel W. H. Franklin, H.M. Trade Commissioner in East Africa, are far more than statistical records, and the report of the Trade and Commerce of East Africa for the year ended September 30, 1923, (published by His Majesty's Stationery Office at 1s. 6d. net), a copy of which lies before us, constitutes an excellent examination of the trade position of Uganda, Kenya, Tanganyika and Zanzibar.

It is one of the best official documents of this description which it has been our pleasure to review, and the full justification for the appointment of Colonel Franklin. We recall that there was far from general satisfaction when he was appointed to the responsible position he now holds.

It is true that he had a reputation as a public speaker, in East African business circles in London, but he was not long in losing esteem, which soon turned to confidence.

This latest document from his pen is evidence that he knows a very considerable amount about East Africa, and it should earn renewed appreciation of his service, but it will certainly not earn for him any regard from Germany, nor does it throw so strong a light on German activity in East Africa.

German Commercial Penetration

No official document could, in fact, better confirm the warnings which "EAST AFRICA" has repeatedly given, particularly in the detailed accounts of German commercial penetration which we carried in our issue of the week before last.

Colonel Franklin records without equivocation that the re-entry of German firms into the commercial field of Kenya and Uganda has at once been marked by credit facilities of too loose a character, so much so, that it is to-day difficult to say just what credit the Indians can obtain.

Various British firms, says the report, are refusing to extend their terms, preferring to see the business pass by them. The presence of this invidious competition is making business unduly precarious and having a far from good effect.

These foreign firms have also introduced a new factor, that of making cash advances to the small trader against a lien on his prospective exports, binding him to place all his orders with the firm giving this accommodation. These practices, of course, increase the danger of individual over-trading, and it is hinted that the profits made are not being applied to the extension of the individual business, but are being quietly put aside so that they may be intact in case of disaster.

Loss of ground by the United Kingdom as a supplier of manufactured goods is attributed solely to increased competition from Continental sources, particular mention being made of piece-goods from Holland, glassware from Belgium, and general metalware from Germany, the long credits given by German houses being cited as the main cause in the last-mentioned case.

In view of their importance we here quote in extenso, the following paragraphs:

It is well known that to-day the Indian is the main distributor of Native goods in East Africa. It is but natural that he should be allowed to trade with that house which will give him the easiest financial terms.

Loose Credit Offers.

In my earlier reports I stressed the attempts that were being made to put credit conditions upon a sounder basis in East Africa in the period immediately following the war, but according to to-day's methods, these efforts seem to have been rendered nugatory. Since September, 1923, German firms have been allowed to establish their own branches and their own managers, in Kenya, Tanganyika and Zanzibar, and there are to-day nearly a dozen instances of German export houses in Mombasa doing what can only be considered as the loosest of credit conditions.

How far this is simply a means of commercial penetration, or how far political exigencies enter into the matter, it is difficult to say. It is natural that Germany should try to recapture the commercial world she once dominated, and naturally, namely, the East African continent.

It is to be expected that Germany will continue to hold special balances abroad in the shape of long-dated bills. Add to this the fact that, particularly on the coast, the Germans have been able to recommence dealings with old-established Indian connections, and in many cases have been able to reengage their old Indian brokers, and it can readily be seen how easily with price advantage in support Germany can recover a good commercial footing in East Africa. Lastly, German exporters undoubtedly thoroughly understand the Native point of view that cheapness of original cost is more important than quality or efficiency. Yet, in summary, it is my opinion that this way of cheap competition is nearing its crest and that the United Kingdom can look for a share of the import trade on this coast which will average about 40 per cent. over a period of years.

Only 40% of the Trade for Britain.

The *entrepot* trade of Zanzibar for distribution to the mainland is not expanding in proportion to the increasing import trade of the mainland, and this individual factor may obtain until the future policy of Zanzibar towards economic co-operation with the mainland is defined, that is, until such time as Zanzibar decides whether it will enter the Customs Union of the mainland and adapt the latter's currency. While I do not wish to express any opinion on this point at present the figures would seem to show that the ratio between sterling and rupee trade in Zanzibar is as some 70 per cent. to 30 per cent. In making allowances for this distribution trade from Mombasa or Zanzibar to Tanganyika or Zanzibar, as the case may be, I believe that

my estimate of 40 per cent. share for the United Kingdom in the total import trade of the coast is not far wide of the mark.

Now our readers will, we are convinced, regard 40 per cent. as far below what Britain's rightful share? If our manufacturers and exporters want more of the business, vigilance and energy will secure it for them.

Let us examine in some little detail the particular headings under which very keen competition from foreign houses is already making itself manifest.

Where competition

Cotton Textile Goods.—In the cotton textile trade Japan has gained a commanding position, which it appears likely to maintain. In bleached, printed, dyed, and coloured lines, the U.K. maintains her share of the trade, except for Tanganyika, where Continental methods of penetration have been fruitful. Holland's increased share of the piece-goods trade is attributed to relatively cheaper dyeing process in Holland than in Manchester, and to the popularity of Dutch block-printing amongst the Native customers.

Cement.—Increased importation of Continental cement is noted, and put down to the same causes.

Pottery.—Increased competition from the Continent is recorded, particularly for cheap ware.

Iron and Steel Manufactures.—In certain lines, such as galvanized sheets, tubes and pipes, U.K. manufacturers dominate the market. Examination of recent import returns, however, shows increased Continental competition in enamelled hollow-ware, wire, nails.

General Goods.—In general the goods which come from such as to the Continent, British goods are usually seen to be on a par with the trade.

Cutlery, Hardware and Instruments.—The U.K. has lost much ground to Germany, which besides quoting much cheaper prices, also gains by her existing methods of payment.

Non-ferrous Manufactures.—Germany is increasing its share of supplies.

Electrical Goods and Apparatus.—German manufactures are beginning to make their reappearance, though the U.K. still dominates this market.

Machinery.—There is in Tanganyika an amount of German machinery needing spares, and German competition is, therefore, making itself felt. British manufacturers are warned that if they are to hold their dominating share of the market they must be prepared to give reasonable credit to local dealers.

Paper.—The Continent is regaining a part of this trade, quotations for stationery of German manufacture being far below those of competing British lines.

Bicycles.—The cheap German bicycle is finding a ready sale, and though the quality is far poorer than that of British makes, the price is, sometimes as much as 40 per cent. lower.

This brief summary of the situation shows that unless we are to be content to see trade diverted again into German hands, prompt action by British houses is demanded. We have already lost many of the splendid opportunities left to us after the war and we shall have only ourselves to blame if we do not take measures to consolidate and expand our position commercially. Colonel Franklin's Report should contribute to a wider understanding of the matters we are facing, and we recommend its careful study to all business men interested in East African—in fact, in national trade.

RETURNING BY THE NILE ROUTE.

"EAST AFRICA'S" announcement a fortnight ago that we had reason to believe it was practical decided that the Duke and Duchess of York would return from Uganda by the Nile route has been very widely quoted by the press.

To our statement that Their Royal Highnesses intended to spend some days in Khartoum, at the guests of Sir Geoffrey and Lady Archer has been added a desire on the part of the Royal travellers to visit the tomb of Sudda Sultan.

During the past few days it has been suggested that as the Duke must be back in town before the Duke and Duchess for West and South Africa, the trip to Khartoum, if it can be arranged, will be kept well within the time limits originally mapped out for the East African tour of the Duke and Duchess.

At the moment of writing our information is that the return journey down the Nile is still probable, and we hope that that intention may be possible of fulfilment. It will be an added pleasure for East Africa's Royal guests, and it will be another bond between Uganda and the Sudan.

DUKE OF YORK'S FIRST LION

August, January 9, 1922

The Duke of York is having very good sport on his hunting trip in East Africa, and one day he shot a lioness and two buffaloes. The latter with two spots from the left and right barrels of his rifle.

Azeba was left as a lioness, and the Duke was up before dawn awaiting developments.

At sunrise a big lioness was seen, and the Duke fired. The animal went in the bush, and the Duke

then rushed through the bush into the bush, and

As the buffaloes came along the Duke fired, and hit one with a shot on his left barrel and the other from the other. One of the buffaloes was an old one, with splendid horns.

He killed both beasts. Afterwards the lioness was discovered dead in the bush, shot through the heart.

The Duke's three successful shots were a memorable achievement. He is enjoying big game shooting immensely.—Daily News cable.

FACE TO FACE WITH A LION.

Contributed.

MR. W. H. CULVERWELL, of Chisamba, Northern Rhodesia, while spanning some oxen, noticed that one was missing. Shortly afterwards, when passing through a patch of long dry grass, he came face to face with a large lion.

Scarcely thirteen paces separated them, and for several minutes man and beast stood staring at each other. Then Mr. Culverwell, keeping his eyes on the lion, commenced a slow retreat. Having covered several yards in this way, he turned round to walk away, but seeing a movement on the part of the lion, faced him again. This arrested the beast, and Mr. Culverwell was able to move a way from him backwards.

Soon the lion lay down, and then a boy was hailed and sent for a rifle. On its arrival the white man brought down the beast with one shot between the eyes. It was a black-maned lion, measuring 47 lbs. in length and 30 in. in height. Some little distance away from the place of the meeting the ox was discovered half-eaten.

MAILS FOR EAST AFRICA

The mail service—one might almost call it a service—to and from East Africa over the past few weeks has been almost as gasping as in the immediate post-war period.

It has been no uncommon thing for the Post Office to announce an arrival on one day, for the following days newspapers to show it as postponed twenty-four hours, and for no communication to reach either us or the biggest East African houses in the City on either day. Then three or four days later, when no arrival was scheduled, a whole or partial mail has arrived untraced and unexplained.

Moreover, when mails have arrived, they have frequently been, say, Nairobi, Dar-es-Salaam, or other town, letters written on dates which have been and eight or ten days later. During the whole of the autumn of last year there was a regular dispatch to East Africa every Thursday, but now the outward timetables are seemingly merely a matter of chance.

We therefore applied to the Postmaster General for details of the inward and outward service. For seventeen days our communication remained unanswered, and then, in response to several telephone reminders, we received an intimation in the following terms:

... I am desirous that the regular service to East Africa... through the Messageries Maritimes, which provide a sailing once a fortnight from Marseilles... for East Africa are despatched from London on alternate Tuesday evenings... The next mail will leave on the evening of January 6. In addition mails for East Africa are despatched to Aden practically every week with the Indian mail which serves East Africa...

Companies concerned for the mails to be taken on from Aden. It is in the week preceding the sailing of a Messageries Maritimes Packet from Marseilles, there is no information of any call of a steamer at Aden, the mails are not sent to Aden with the Indian mail, but are held over for despatch by French packet on the following Tuesday.

Mails from East Africa are received fortnightly by the Messageries Maritimes Packets and at irregular intervals by Steamship Lines providing a service from East Africa to the Mediterranean.

The expected dates of arrival which are shown in the Post Office Daily List are based on information of the despatch of mails which is received by telegraph from East Africa and it is seldom that they are more than a day out.

No information has been received regarding the suspension of the Government steamer service between Zanzibar and Dar-es-Salaam. Inquiry is being made on the subject.

The cavalier fashion in which East Africa is being treated by the Post Office is splendidly exemplified by its candid admission of official ignorance. On December 12 we noticed the Post Office that we had learnt of the possible suspension of the Zanzibar Government steamer service between Zanzibar and Dar-es-Salaam. (That service has hitherto conveyed to Tanganyika mails dropped at Zanzibar by the steamers of the Messageries Maritimes.) Yet

in ten days later we are so fully informed that the postal authorities have no information on the subject, but are making inquiries. An ordinary business man would imagine that an inquiry over the telephone to Downing Street would have sufficed, or that at any rate coded information on a point of such importance would have been sought. Nineteen hours, not nineteen days, should have been more than ample time for solution of the question.

A more frequent and a regular service to East Africa is an urgent requirement, and it is to be hoped that a definite weekly mail will soon be arranged. It is one of the real needs of business men on both sides of the water, and that, as much as anything, is a necessity if increased tourist traffic to East Africa is to be encouraged. The present position is profoundly unsatisfactory, and our letter bears eloquent testimony to the irritation and exasperation which it is occasioning.

TOO MUCH BAPTISM

Bulawayo.

MEMBERS in the Lusaka district of Northern Rhodesia have been suffering from an epidemic of baptism. Reports from Johannesburg. Baptism by immersion is in vogue here, and has been going on since the late 19th century.

It is said to have gone to the last man. A string of subordinate baptizers who ranked as "assistants," "assistants singers," and "ashers" carried on the mania in Northern Rhodesia, unauthorized preaching or teaching is prohibited under the Native Schools Act. A proclamation forbids "baptism."

EAST AFRICA'S SPORTSMAN'S CORNER
OUR FREE SERVICE

A keen old East African, who has shot widely in Northern and Southern Rhodesia, Nyasaland, Portuguese East Africa and Tanganyika, has very kindly offered to put his experience at the disposal of any readers of this paper.

If they will state what minimum or maximum sum they are prepared to spend, the time of their disposal and the particular game they want, this good sportsman will readily, and as far as possible, give his advice. For the more adventurous and experienced shot he has special information of a bit of territory that has been only slightly shot over.

All inquiries on this subject should be addressed to the Editor, and accompanied merely by stamps to the value of 6d. to defray the cost of forwarding to and from our contributor—who is on the Continent—and back to the inquirer in case of need. Advice will be given either in these columns, or, when necessary, by letter to the inquirer. Envelopes should be marked "Shooting" in the top left-hand corner.

Discussion of any matter of interest to sportsmen is welcomed in this column.

EAST AFRICAN COFFEE GROWING

In the review of the British Empire Exhibition, as reflected in the *Times* and *London Trade Journal* of New York, there are several allusions to progress and possibilities in the East African Provinces, the most interesting of which are reproduced here under a full

"East Africa's big white-tiled pavilion, an exact reproduction of an Arab palace at Zanibar, the fair-clove island of the Indian Ocean, is unquestionably the building in which coffee is most in evidence. From the moment you set foot inside it you are assailed by the fragrance of coffee roasting, and, whether you turn to the right to the Tanganyika Court, or to the left to the Kenya Court, you will see at a glance that coffee culture is one of the prime concerns of East Africa.

In each of the two courts, Kenya and Tanganyika, seventy to eighty of the Kenya and Tanganyika exhibitors under their own names, have a stall, where small samples of coffee, presented for distribution by the marketing interests of the different districts, are available for any visitors who do not know its properties. Attractive half-pound and pound tins, hermetically sealed, are also available for 6d. a pound or 1s. 3d. a half-pound. The vast majority of exhibitors believe that East Africa can grow first-class coffee, and, in fact, the exhibition, and sales are therefore very encouraging. From all sides I have heard nothing but praise for the quality and method of roasting, and it is probable that the public will be attracted to the exhibition, creating a genuine demand for coffee, and increasing the sales of the exhibitors, which seem destined, nevertheless, to stand separately in the world's markets, and not merely to lose their identity in some blend, as was the case until very recently.

Apart from the Nyeri stall, Tanganyika has no coffee exhibit of quality. Even in the section devoted to native-grown crops from the Mombasa district, there are but a few samples of this nature, which are now freely available in Nyeri. The exhibition is well-organized, and is being run by the administration.

Kenya, however, being much more dependent on its coffee-planting industry, and doubtless having more lands at its disposal, has devoted considerable space to exhibiting a wide range of samples of beans of various grades and kinds, and from different districts. A most useful and striking feature of the section is a chart showing the total planted area, the non-productive area (or that under coffee less than three years old), the semi-productive area (or coffee between three and six years old), the fully productive (or that over six years), and the actual production in each, during the past four years. These facts may be seen from the following table:

	Total planted area	Non-productive area	Semi-productive area	Fully productive area	Production in tons
	Acres	Acres	Acres	Acres	Cwt.
1920	27,577	9,775	11,020	6,782	13,770
1921	33,814	13,662	10,349	9,782	18,062
1922	43,750	20,117	10,474	13,159	23,425
1923	43,750	25,472	9,649	11,629	25,770

From these figures it will be noticed that practically all of the area now under coffee is in the non-productive stage, so that within the next few years the output in Kenya should be doubled, even if no new areas were to be put under coffee. The planters, auctioneers and brokers do not fear the possibility of even the quadrupling of present production, for it is believed that such quantities would be readily absorbed at remunerative prices by the market now purchasing at least African varieties, while the gradual recovery of the European currency

is being, and it is hoped, successful in producing East African coffee to the British market. It is found that the initial demand will, when sufficiently to correspond with any added output.

It is also mentioned in the pamphlet on coffee growing in Kenya, which has been written by Mr. H. Sprout for free distribution by the Kenya Empire Exhibition Council and by James Eyles and Co., there is labour difficulty, which will result, too rapid an increase in the area under this culture.

Mr. Sprout emphatically dissuades anyone from thinking of attempting coffee planting in Kenya unless he has at least £2,000 capital, and gives it as his opinion that 200 acres of bearing coffee is about the limit that can be efficiently supervised by the average white man as long as native labour remains what it is to-day. Costs are naturally subject to change according to district, individual tastes, and a host of other circumstances outside the control of the planter, but it is shown that, allowing for an outlay of £3,000 to meet all contingencies, a settler should easily have 100 acres of coffee in full bearing in ten years and thereafter be able to reckon on an annual income of about £1,000. Prospects, then, are decidedly encouraging, and all connected with this industry are filled with optimism as to its future.

Nyasaland

Dr. de Meillon is of little interest in coffee, but at Wembley he is showing merely a couple of samples of beans from a bush which he has been growing in his garden. It is to be favoured by European settlement in Central Africa, a forecast which, as a notice in the building reminds us, the coffee tree was once adapted as the armorial bearings of the Nyasaland Protectorate. In the first year of this century exports of coffee amounted to some 15,000 acres were then planted, but unsatisfactory climatic conditions brought such a fall in the output that the cultivation has been abandoned.

Uganda

Uganda is not a coffee-growing country, but local estates, which, after satisfying the demands of the home market, have in recent years been available for shipment overseas an average of only about 100 tons a year.

One of the chief handicaps to planting in this territory is the irregularity of the rainy season, for poor rains in October and November have usually meant complete or partial failure of the crop. On the other hand, it has done very well when rains have been particularly heavy, and a number of planters continue to cultivate it alongside other products.

Uganda

Immediately on entering the Uganda Court, one is confronted with a wide range of Uganda-grown coffees, *Coffea robusta* being indigenous to the province, and *Arabica* beans grown by European settlers and many Natives. According to an official return made at the end of 1922, the acreage under coffee in Uganda was 17,656 acres of coffee growing alone in European estates, 1,644 alone on Indian estates, 1,088 interplanted with rubber on European estates, and 605 on Indian estates, besides 10,000 acres of native-grown coffee, making a total of 20,373 acres. An experienced planter who has investigated the position since 1922 for the Uganda Department of Agriculture is, however, of opinion that the value of the Native coffee is very slight, and that the country can count hardly more than 1,000 acres of good coffee.

Exports, which in 1922 amounted to only 122 tons, had increased to 4,012 tons by 1923.

East Africa in the Press

A MAN-EATING ELEPHANT

In the January number of Blackwoods, a remarkable story is told of a man-eating elephant encountered in Portuguese East Africa. The beast was reported to have killed and eaten a number of Natives, and so the narrator and a friend set out to shoot it.

The chase, however, nearly ended in disaster. Fandi, who suddenly found himself snatched by the monster elephant which, stealthily and noiselessly advancing to within a few yards of the abutment on which the white hunters were standing, gave a sudden scream and laid its trunk on the man at the summit of the twelve foot eminence. The man broke off like a rotten twig, and the elephant, screaming with rage, stamped the debris into the earth.

Arms now behind the shoulders, for he was too far away to risk a head shot, the hunter pushed five blind-nosed bullets into the animal's stomach, and then two soft-nosed ones in the stomach, as they passed into the flesh.

For two whole days the white hunter followed the trail, and they were in good luck.

At last, however, the hunter, who was a very experienced sportsman, was misled by the "spatial" Native assurances that the elephant was really a man-eater.

GOVERNING BY PERSONALITY

Miss G. Wood Duce, in sending some interesting despatches to the Daily Telegraph, writes from

the Sudan, that the British, who have created the modern Sudan from a desolation of anarchy, undertook that Egypt should get her fair share of the water out of the Nile.

But Egypt's possession of the Delta enables her to interfere in Sudanese politics to more than Holland can claim to meddle in German affairs because the Dutch own the mouths of the Rhine.

The Sudan is governed not by principles but by personality. What makes the system a complete success is the fact that where primitive peoples are concerned there is more natural administrative ability inside the blazer of a Varsity Blue than beneath the frock coat of the highest-browed constitutional lawyer who ever discoursed learnedly at Geneva or The Hague.

There is no entrance to the Sudanese Civil Service by way of competitive examination. Young men who apply for admission are interviewed by a committee of their future colleagues, trying to ascertain if their school and college records are examined. Intellectual achievements count for something, so do one's athletic dissection.

But what decides whether a candidate shall be accepted or rejected is the personal impression received by men who are actually administering the Sudan as to whether or not he is the right sort of man for the job.

Egypt is doing her best to drag the Sudanese beneath the wheel of the juggernaut of self-determination.

HUNTING RHINOS FROM ELEPHANTS

If you walk through the African bush, you will find many rhinos in the forest. The four of them, the white and black rhinos, have caused all the trouble in the world in East African affairs.

The shooting of a rhinoceros by the Duke, for instance, produced quite a few comic comments. Let us quote from the Daily Mail, which in an explanatory paragraph under the news, delivers the following:

Hunters track the rhinoceros and shoot or trap it, and sometimes a line of elephants is used to beat it into the open.

Picture a few of Kenya's white hunters striding round to the elephant stable in the morning, mounting their favourite pachyderms, and setting on after rhino!

FINDING THE TSETSE FLY

MR. ORMSBY-GORE has described the fight against tsetse flies in Tanganyika. Tanganyika, organized hunting of tsetse flies is the method of attack, and just before the East African Parliamentary Commission arrived there, some tsetse flies had arrived on voluntary land there, and they had their vacuums, and the tsetse flies had their phlebotomy, and for a period of three days and nights they had carried out a campaign of extermination.

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OUR SUDANESE ARMY

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SOME OLYMPIAN AFTERTHOUGHTS

From Our Special Melbourne Correspondent.

If one takes brains for more than another with regard to the recent Olympia show, it is the progress that British manufacturers are making towards building up a big export trade.

Our British prices are now down to a competitive level with the products of other nations, and this is certain to find its reflex in the cultivation of export business. Combined with the access of demand that the British car of 12 to 14 h.p. has gained with colonial buyers through the startling fact that American manufacturers are beginning to realize that their high-powered vehicle is not likely to remain so pre-eminent as it has been hitherto. On the other side of the Atlantic, the attention is being given to the manufacture of a type of car that will possess all the attributes of a touring car, but at a relatively low cost. The British manufacturer, however, enjoys a start of a good 20 years over his American competitor, and, before American plants can be re-erected to turn out the smaller vehicle, the British car will have gained a considerable period in which to establish itself in the various markets of the world.

Looking for East African Business.

Those who will be interested to know that the English car are sending a demonstration car to Kenya in the very near future. This model is one of the most advanced four-cylinder touring cars of the present time, and is built on the chassis of the 12 h.p. car, with all the accessories of the latter. The car has all the models that are exported, this car will be fitted with balloon tyres, shock absorbers, special springs, and a spare tyre.

The new four-cylinder car will cause of interest to our readers. It has four cylinders, 105 mm. bore, a water pump, a four-speed gear box, a high level drive, 100 mm. wheelbase, 51 in. ground clearance, and a balloon tyre.

The four-cylinder car has two doors, a steering wheel, a steering column, a steering gear, a driving mirror, petrol gauge, and several other fittings.

Distributors for the Galloway car have been appointed in Nairobi, and agency territories for all parts of Africa may be applied for. This 12 h.p. four-cylinder car has a 1200 cc. engine, 60.5 x 110 mm. cylinder valves, magneto ignition, four-speed gear box, spiral bevel drive, wheelbase 60 in., track 50 in., clearance 6 in., Lucas electrical equipment, and rubber wheels with 30 x 3 in. tyres. The price of the touring four-seater is £275.

The makers of the Trojan are setting about building up an export business very circumspciously. They believe that their little vehicle, with its simplicity of control, general handiness, and low running cost will ultimately secure a unique market. With this in view, the Trojans are being sent out to many territories in order to undergo exhaustive local tests. Thus it will be ascertained how they stand up to local conditions, and such modifications as to what modifications are required in the standard design. A subsidiary company has been established in South Africa, and it is from this point that the Trojans will be made to find out what business in that country will be for the firm.

The new 12 h.p. four-cylinder two-stroke engine has a 100 mm. bore, 110 mm. stroke, and a 100 mm. wheelbase. It has a water pump, a four-speed gear box, a high level drive, 100 mm. wheelbase, 51 in. ground clearance, and a balloon tyre. The price of the touring car is £275. The new 12 h.p. four-cylinder car has a 1200 cc. engine, 60.5 x 110 mm. cylinder valves, magneto ignition, four-speed gear box, spiral bevel drive, wheelbase 60 in., track 50 in., clearance 6 in., Lucas electrical equipment, and rubber wheels with 30 x 3 in. tyres. The price of the touring four-seater is £275.

bonnet and mudshield, the doors have been widened, and the front seat back, which fitted 210 lbs. weight. The extra shields of the two-piece type have been strengthened, and the new body hood can easily be manufactured by mechanical means. In addition, there is a new type of shock absorber engine mounting device.

The African Company is expressing great satisfaction with regard to the development of its overseas trade. Enquiries are invited from those traders in East Africa who are prepared to consider the handling of their firm's cars and motorcycles.

Continental Motors Watching East Africa.

It would not be out of place, perhaps, to notice in this article a few Continental cars that are available in East Africa by means of the fact that their Empire representation is controlled from London. These include the Renault, Darracq, De Dion Bouton, Delage, Mathis, Renault, and Bianchi.

The Renault four-cylinder Berlin has an overhead valve engine, four-speed gear box, spiral bevel drive, wheelbase 60 in., track 50 in., clearance 6 in., four-speed gear box, 1120 mm. and brakes on all four wheels. The chassis price is £250. The 1200 h.p. model is sold with a British touring body, at £355, the 1400 h.p. model at £305, and the 1570 h.p. model at £345.

The 1540 h.p. four-cylinder Darracq has an overhead valve engine 75 x 120 mm., with a pump lubrication, gear pump, magneto ignition, three-speed gear box, and a four-speed gear box. The chassis price is £275. The 1700 h.p. model is £305, and the 1800 h.p. model is £345.

The sports touring model is £295, and the standard touring model is £250. The four-cylinder model is £275. All Darracqs have internal expanding brakes on all four wheels.

De Dion Bouton cars are being sold prepared by a special main distributor in Africa, and inquiries are invited from agents who can give details. These cars are imported with London-built 11 in. wheels, at £225. The 1200 h.p. model has a pump lubrication, gear box, and a four-speed gear box.

The price of the English built four-seater is £350, the same type body on a 12-24 h.p. model costs £500, and the 15-17 h.p. touring car is £295.

The 130 h.p. four-cylinder, colonial type, Delage has an overhead valve engine, 75 x 120 mm., magneto ignition, four-speed gear box, spiral bevel drive, four wheel brakes, a track of 50 in., and a clearance of 6 in. The chassis price is £275.

The 1100 h.p. four-cylinder Renault has a side valve engine, 75 x 120 mm., forced feed lubrication, magneto ignition, three-speed gear box, spiral bevel final drive, wheelbase 60 in., track 50 in., clearance 6 in., and total 775 x 145 mm. The four-seater fourer has just been reduced to £345. The Renaults are fitted with internal expanding brakes on all four wheels.

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JOURNALISTIC CHANGES IN KENYA

Officials Accepted Favorable of
From Sir Robert Corbett

Nairobi, December 10, 1923

The journalistic world of Kenya has been shaken by the announcement appearing in to-day's Standard of certain changes in the editorial control of the journal.

As readers of "East Africa" may be aware, the Editor-in-Chief of that journal has for many years been Mr. E. F. Mayer, who has also occupied the position of Managing Director. Mr. Mayer has held the reins during the coming and going of successive Editors, and the present circulation of the paper testifies to the business ability of the man who has guided its destinies.

It is now announced that Mr. G. B. Sandford, F. R. S., who to quote the Standard itself "during a period of some ten years in Kenya has acquired a wide knowledge of the country's problems and of Eastern Africa as a whole" has been appointed Editor-in-Chief. The effects of this experiment in local journalism will be watched with considerable interest, both among members of the profession itself and by the general public, since the Editors of the Standard are bound up with the progress of the Colony.

Mr. Sandford is a man of considerable education. He has held several important posts of responsibility in the Colonial Office. In 1917-18 he was Private Secretary to Sir John Bowring and from 1919 to 1922 performed the same duties for Sir Edward Moreby, when the latter was Governor of Kenya. More recently he acted as Secretary to the Economic and Finance Committee.

It will thus be seen that the new Editor-in-Chief is a man of no small experience of local affairs, but in what direction this new development will be carried out remains to be seen. Mr. Sandford

Whether or not it will involve any drastic alteration in Standard's policy is a point worth consideration. At any rate, so far as public opinion is concerned, it has already been expressed, that this appointment may portend turning the journal into a sort of "inspired" official organ, and that official tradition may prove too strong for the new chief.

We believe that Mr. Mayer was induced to take this important step only after long and careful consultation with his Board and with many prominent people in the Colony. It is also said that there are no such intentions in the minds of those responsible for the destinies of the Standard as have been outlined above and that the traditions and policy of the paper as a settlers' organ will remain as heretofore.

The reason given for this new step by the paper is that "the editorial department must be divorced from the commercial activities of the firm." Mr. Mayer, who thus relinquishes the active editorial control of the journal, will carry on as Managing Director.

THE KENYA SETTLERS' NIGHTMARE

Deal with the Kenya and Nyasaland and

leash desire. During the last few years British settlers who have invested in their own land of their adoption. Many have worked years without material return, but with the hope of their future success. All these men are entirely dependent upon Native labor for the working of their property, and run the face of it no labour is to be obtained in Kenya Colony has labour supply in the immediate future. There are several obvious contributory causes of this shortage, e.g. large areas of uncultivated land, the small scale of cultivation by the settlers, in many instances the small size of the farms, and the small number of settlers.

One must also remember the recent campaign in East Africa which disturbed the agricultural work that had been done in the past. Natives were enabled to return to the reserves in sufficient numbers to live in comparative comfort (sometimes) in their own lands, and provided for their own requirements, and provided as has been found, refused to pass into wage labor, which would have done what little cultivation is required.

Immediately after the campaign, there was a considerable influx of new settlers, and a much greater amount of land was cultivated, and a considerable amount of agricultural work that had been done in the past.

It is clear that the Government must take certain proportion of this. Natives are now being trained out to work again, but this is more than counterbalanced by the return to the reserve of a large number of those who have been trained in the past.

The supply of labour is increasing for work on the farms, but it is not sufficient to meet the requirements of the Government, and the Government must take steps to meet this demand.

It is clear that the Government must take steps to meet this demand. The Government must take steps to meet this demand. The Government must take steps to meet this demand. The Government must take steps to meet this demand.

One cannot but admit that the younger generations are difficult to satisfy, but there is no doubt the feeling that a danger exists in the possible action of "demagogic" and "hasty" policies by the Government in regard to the Native and his social and economic uplift.

An ill-considered policy, even a prematurely applied policy, might well result in the ruin of the white man's work for the past twenty years. Doubtless that the ultimate fate of the whole East African territories would be worse if the element gradually dominated owing to inability to work without native labor.

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Kenya

Editorial Note: The article of the above is a very interesting one. Settlers will have to find the means of their own support. Mr. Ormsby's opinion is in accordance with the labour market.

A RETROSPECT OF ARUSHA IN 1924

From Our Resident Correspondent.

Arusha, December 15, 1924.

The most important event of the year has been the visit of the East African Commission, and the most satisfactory outcome of their tour is the expression that there is "progress all along the line" which hope is held out for the future administration of the territory generally, and not least of some measure of representation in the near future.

Arbitrary Local Laws.

The arrival of Sir Donald Cameron, who is due in Tanganyika in March next, is eagerly awaited, and it is hoped that on his taking over the reins of Government some measure of representation will be planned and that the present system of arbitrary local laws and regulations—which is afflicting native traders in particular—will be extensively revised by a body specially appointed for this purpose.

Labour.

It has been noticeable that this year practically no voluntary labour has come to this district from Singida and Mikalanga, which is the custom for gangs of labourers under their own management to come and work employment on cash estates. It is alleged that Government or rural local officials have placed an embargo on the movement of Natives from their particular districts.

Agribusiness.

The Government issued a small quantity of insecticides, but the opinion of experienced planters and agriculturists that fumigation had been so severe that fumigation in many cases was impossible. The district has had but one visit from an agricultural officer during the last four years.

Administrative Officers.

During the year the absence of the services of an able and energetic Commissioner and District Officer (Haller) and the retention of a District Officer on leave for a considerable period have been a serious drawback.

Banya Railway Extension.

Construction work on this extension was commenced early in the year, and it is estimated that it will be open for traffic early in 1925. The cost of this extension is unfortunately at present not known to the public. Tenders for this work, which are in the hands of a single contractor, were not invited.

Planters' Organizations.

During the year under review there has been a definite attempt to organize the various Planters' Commercial and Agricultural Associations and other bodies in the Territory, but owing to lack of communications this is proving a very difficult matter. The problem is, however, how much nearer solution and a working understanding between the Arusha planters, the Meru Agricultural Society, and the Kilimanjaro Planters' Association has been reached.

Coffee.

A retrospective view of 1924 is not altogether unsatisfactory, even though the coffee crop for this year is particularly meagre. Various factors are responsible, but it is generally due to the fact that the previous year's crop was a heavy one, which depressed rather drastic prices.

The area under young coffee is estimated now to exceed the old planted area, and although this new cultivation will not be reflected in reports before 1925, local planters have reason for congratulating themselves on the progress made since the first of the century. It is not until 1925, according to

market reports, I believe the highest price realized for an African coffee this year was 4/60 per ton for an Arusha Park.

Native Cotton Growing.

In spite of an assurance to the contrary given in March 1923 by the local Senior Commissioner, Government is actively encouraging local Natives to grow coffee. In 1923 the local Senior Commissioner held the view that the local Natives were not sufficiently far advanced to be encouraged in this industry, but in six months this idea has been reversed.

Cotton.

Several large experimental areas were put under cotton in this district, as well as at Mbugwe, and planting took place as early as February and March. It is now considered that this planting was much too early, and that May June planting would be more generally suited to the district. However, bolting took place at the first crop of blossoms, but was fruitless, owing to cold weather, which this year continued up to the end of August. A fair crop is nevertheless expected if extension of the time for sowing be granted by Government.

Native Cattle Trade.

A system of Government control is contemplated by Government auctioneers was responsible for an increased price in slaughter cattle amounting to approximately 50 per cent. It is difficult to understand the reason underlying this system of control, which is entirely in the hands of Government.

EMPIRE COTTON GROWING REVIEW.

The January issue of the *Empire Cotton Growing Review* has been published, and is of particular interest to East Africans.

The Governor of the Sudan, Sir Gordon Guggisberg, writes a valuable and interesting account of his cotton work in the Sudan.

Articles by Mr. G. G. Guggisberg and Mr. W. G. Guggisberg on the experimental work conducted by the Uganda Agricultural Station on the Rukungiri are of very considerable utility to our planters.

Other articles of practical value to our planters are included, and we would certainly recommend every one interested in cotton cultivation to subscribe to this excellent quarterly, which is published by the Empire Cotton Growing Corporation at Millbank House, London, S.W.1, at 5s per annum.

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1924 IN THE SUDAN.

From the Economic Correspondent.

Khartoum.

DECEMBER, the last month of the year, is usually supposed to be the most strenuous commercial effort... effort, perhaps, to create in shareholders at least as equal last year's totals, of which the turn of business has been adverse, to reduce financial losses to the very minimum.

It is also a time when one looks back over the eleven preceding months and attempts an accurate estimate of values. Which were the best months? What were the best selling lines? Where could most profit be made? How could past pitfalls be avoided?

This applies to the business community of the Sudan even to a greater degree than to most of the other East African dependencies, for the balance of trade still remains on the adverse side and will be for some years to come. All business men here have their shoulders to the wheels at the moment. They are doing their effort, which, I sincerely trust, will result in individual success in a pleasing year. For myself, I indulge in a little retrospective covering the year's work and, in that talking things together, it has been a successful one from a commercial viewpoint.

It is impossible in the present to get later statistics of trade than the first nine months of the year, and one has necessarily to estimate what the figures for the final quarter will be. Without delving too deeply into figures, however, one can see with a certain amount of assurance that all our exports, with the exceptions of cattle and gum, have proved generally good. Quantities coming forward from the interior have been almost up to standard, and prices have been steady and fair, showing a tendency to rise.

There has been a marked improvement on the domestic sugar scene, which has been in a long time, and this was all for the good of the trader.

Unfortunately, both import and export business was considerably hindered during the second half of 1924 by the activities of Arab and Egyptian enthusiasts, who by their intrigues and evil machinations created a political situation most unsettling to trade. In July to November this was most felt by those connected with internal trade, for the market remained stagnant for weeks, and for months.

Following the dastardly murder of Mr. LA... the evacuation of British officers and units, and the mutiny of two platoons of the 4th Battalion...

...no... were... for... moved...

In normal years the summer months are always dull, but from January to April, and again from October to December, business is usually brisk. This year, instead of the three final months being good, they have been rather poor, and during only six weeks at the outside—the month of October and the latter half of December—did business really approach normal. A lion of the year has been a success, and had there been no political disturbances would undoubtedly have proved a record one.

It is pleasing to record that England has increased the percentage of her volume of trade with the Sudan. She can, however, still take and supply much more of her business, both import and export, and it is hoped she will grasp her opportunities during 1925, which holds forth every promise of being a good year.

This little recapitulation would be incomplete without reference to our chief exports, those which have proved good and those which have failed.

Cotton.

The value of cotton exported by the Sudan Plantations Syndicate from the Gezira, together with the Kassala and Tokar areas, all of which quantities were shipped during the first five months of the year, exceeded the value by £1,500,000. Shipments made during the remainder of the year fall considerably short of this figure, but the total for 1924 is increased by...

...on 1923 by approximately £2,000,000.

Dura.

The dura market suffered more than any other from the political situation, and the value of exports fell to very low figures. Fortunately, for dura exporters, the price obtained on contracts appointed from £1 to £1 10s per ton, the market here, a number of weeks. In this manner, however, suddenly, the price fell to £1 5s per ton. There is a supply of some 500,000 tons in the Sudan, and nothing moves from one centre to another until mid-December, until when buyers are once more induced to purchase stocks. The produce was rushed to Port Sudan for shipment. Naturally, the delay created serious difficulties for exporters who have now to face the penalties attached to uncompleted contracts.

Gum.

The export of this commodity was a disaster in 1924. The country, which is mainly exported to the Hedjaz, and on account of the Wahabi... demand entirely ceased, only a few hundred tons being shipped to that country for this season.

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Groundnuts.

Other countries of the East African group, and also West Africa, pressed by the Empire Exhibition to show what they can do in the groundnut trade, but the Sudan has done exceedingly well, the quantities exported during 1924 being much above the average and the prices good. The Sudan specially is now being appreciated by buyers, as it should be, for its oil-bearing qualities are better than any other known variety. The one drawback to increased exports has been freight charges, which are heavy owing to the bulk of this commodity to the ton.

Cattle Trade.

This business received a decided impetus during the year and excellent progress was made. The Veterinary Department has done everything possible to encourage importation of stock into Sudan and as many as eight head with their entire droves. Unfortunately, foot and mouth disease broke out and shipments via Halfa ceased. Although the cattle trade cannot be termed "established" it has been proved that the business is a paying proposition and should be developed.

Gum Arabic.

The year's crop was good, although not such a bumper one as in 1922. Demand was satisfactory throughout the year and prices maintained a high level. Both growers and exporters are pleased with the year, and as the season has only just begun, the outlook is good and many prospects remain.

Other Considerations.

Practically every other subsidiary line of export has been good.

With regard to imports the demand has been general, and almost all classes of imported goods have improved in value. This is a healthy sign, though it must be pointed out that increases in prices are much to be desired.

Natural industries which were active during the year. Scarcely, as far as the Sudan has any progress been made in the local manufacture of articles such as the country is capable of producing.

The Sudan's grain grew during the year according to schedule and although at one time the race to beat the flood created considerable anxiety, success is now beyond dispute. Other than this, the only undertaking of magnitude has been the construction of the Kassala Railway, the benefits of which, except for the transportation of the Kassala cotton crop, have not yet been felt in the Sudan.

SUDAN

MODERN TREATMENT FOR FEVERS.

Translated from the French.

— Apropos of our very interesting article on Dr. Burkitt's treatment of fevers, the following incident may not be out of place.

Soon after last leaving Kenya I went to a well-known place in France, where I met a French doctor who was much interested to hear about East Africa. Next day I had a bad fall, which evidently upset my internal arrangement, and soon I found myself with a temperature between 104° and 105°.

The doctor immediately paid me a visit, and without looking at my tongue, taking my temperature, or laying a finger upon me, smilingly proclaimed:

"Oh, it is only African fever! Take some vegetable soups and you will be all right again in a couple of days." On my telling him that I had come from a spot in Africa where the mosquitoes were everywhere and fever ditto, he said: "Never mind, you have been in Africa, and it must be African fever. Take some vegetable soups."

In the face of that confident opinion, what more could I say? Alas! in spite of the soup and a daily visit from the worthy doctor, the temperature continued, and my good wife was getting highly alarmed. After five days of patient endurance and inability to sleep, I thought myself of Dr. Burkitt's remedy, and made for my bathroom.

A quarter of an hour's stay in the bath brought my temperature down to 100°, and I was able to sleep.

When I was told of the failure of his vegetable soups, but of the success of the cold bath, the smiling and cool-sure doctor had the shock of his life. Later he kindly allowed me to have a little maronin with some brandy, absinthe, and then when I had just consumed a nice little bit of bœuf à l'Anglaise!

Yours faithfully,

ADAM GALE FOR EVER.

As I am writing this, my good wife dies, and I am sure the incident may be of interest to you. I met her doctor, who was a very famous man, and he was a surgeon of the highest rank. When he was in France he knew he had trouble with his appendix, so he sent for a surgeon of repute to operate, suggesting: "Try a little lanoline, and rub it gently in." My friend struggled to London, where he was immediately operated on, though only just in the nick of time.

If the above meets the eye of my old friend, the darling Dr. Burkitt, he may be tempted to try these two French remedies, vegetable soups for high fever, and lanoline for troubles with the appendix. Being now in England, I am glad to feel I am not likely to be the corpse-ville for further experiment!

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PERSONALIA

Major-General Sir John Davidson, M.P., has returned from East Africa.

□ □ □ □

Sir William Morris Carter, late Chief Justice of the Tanganyika Territory, is now spending a holiday at Cannes.

□ □ □ □

The Aga Khan has left Europe for a tour among his followers in East, Central and South Africa and in Madagascar.

□ □ □ □

Advising that Miss Florence Kilpatrick of "Our Elizabeth" has visited this country on a visit to East Africa.

□ □ □ □

Mr J. H. S. Todd was amongst the well-known East African business men returning to Nairobi by the last outward liner.

□ □ □ □

Capt. John Sutherland D. O., Adjutant of the South African Rifles in the East African Campaign under General Smuts, is reported to have died in East Africa.

□ □ □ □

The Rt. Rev. Bishop A. Gresford Jones recently gave an interesting lecture on "The Nile Route to

Uganda," before the Bristol branch of the Royal Colonial Institute.

□ □ □ □

The Rt. Hon. Viscount Cobham has returned to Kenya, and Sir John Ramsden and Lady Ramsden are joining the "Guildford Castle" at Port Said for Mombasa.

□ □ □ □

Mr. H. Tostlerley, a former Stockport journalist, who recently returned to Nairobi, has we notice been writing some East African notes for the newspaper of his home town.

□ □ □ □

Mr. T. D. Manning, Botanist to the Uganda Government, who has written an interesting and glowing instalment of a very interesting article, left England for East Africa last week. *Bona voyage!*

□ □ □ □

Mrs. Rosita Forbes is now on the way to Abyssinia where she will take a series of film pictures before proceeding to the Sudan for a similar purpose. She proposes later to lecture on these countries in the United States.

Mr. J. H. S. Todd was amongst the well-known East African business men returning to Nairobi by the last outward liner.

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OUR WOMAN'S PAGE

We have been obliged to allocate some of our space to the special interests of the large and growing number of ladies in the East African territories, and we have accordingly arranged for this page to be conducted by a lady who has spent some years in East Africa.

THE WHIRL OF THE WORLD.

The Woman of the Nation.

"Upon this... morning" I entered the field... and went five Clear and handy within... my confidential report—drawn up by myself, 'tis true—that we women were doing rather well in the world, and that this year we should achieve still more in the Rebuilding of Empire Crusade.

Now, in the space of one minute, and from the pages of the *Woman of the Nation*, I am confounded! Banished are all thoughts that we are in danger of eclipsing man—a deteriorating creature in most cases, growing quickly plumper and punier, less keen mentally, and certainly less adventurous—that, in fact, we women have, in the world, another thing to be thankful for.

For a moment I was inclined to be sad. Then I remembered that it was really the doctors who were confounding themselves, and that they even months ago were warning us of the danger of our degenerating. Who? Within their midst, points out that men are all they should be—couldn't be better—and all that sort of thing. But the women—peculiarly degenerate creatures! They followed, of course. And what is to become of the future of the race?

For a moment I was inclined to be sad. Then I remembered that it was really the doctors who were confounding themselves, and that they even months ago were warning us of the danger of our degenerating.

As I reason from these portentous forebodings, I find myself asking myself: Then why in the name of logic should they now jibe at elastic belts? Huh! didn't a modern Socrates say that logic was an unknown quantity within a woman's brain? I wonder.

Strange that she should appear to be so degenerate at the moment when, rightly or not, so large a share of the world's work is falling to her doing, and being well done when during and since the Great War she has taken man's place and is doing her utmost to build up a satisfactory peace.

Women in her thousands is keeping herself through her own exertions—not attracted from choice perhaps—and in very many instances she is feeding a husband and children too. And as to the children of to-day, there have never been a healthier lot.

Then what about the future of the race? Ah! if you really want to know, get the doctors to make the men knock off a hundred or so of their weekly cigarettes, get them to drink more water with it, and a few other little items one might mention.

But if in the next generation there should be anything vital to worry about, it will be because years ago its fathers were maimed and blasted and shell-shocked, fighting an enemy we are even now content to see creeping home upon us ever more and insinuating himself within the circle of the foremost markets of the world.

Lucky Tropic Folk.

Another new discovery: Food exposed to sunlight develops new powers which it did not possess before such exposure. Young animals starved in growth have been fed upon their usual food which

had undergone this sunlight treatment, and with wonderfully good results.

In other words, the light brought about some basic change in the quality of food, similar to the changes it induces in living creatures. And, curiously enough, it goes further, for while with the rays of the sun's rays, the human and animal element droops and loses stamina and weight, foodstuffs retain permanently and without deterioration that which has been added to them.

The growth-promoting quality is not lost even after the food has been dried for twenty-four hours at a temperature of 66 degrees and then kept in a stoppered bottle for months. It is another compensation for those who are domiciled too near the equator to be really comfortable all day.

Pickled Mangoes.

For the mangoes (or young mangoes) which are picked for sale to be kept for two weeks, then soak them in pure water for two days, changing the water two or three times.

Next remove the stones or seeds and put the mangoes in a bottle. First a layer of grape leaves, then mangoes, and so on until all are in, covering the top with leaves.

Add a lump of about the size of a junco's egg and pour vinegar over them, and boil for ten or fifteen minutes. Now remove the leaves and allow the mangoes to stand in this liquid.

For each mango add one teaspoonful of brown sugar. Cut one solid head of cabbage fine, add one pint of small onions, a few small cucumbers and green tomatoes. If any them in brine for twenty-four hours, then drain them well.

Add the perfect mangoes chopped fine and then the spices, mix thoroughly, stuff the mangoes and tie them, put them into a stone jar and pour over them the best possible cider vinegar and set them in a sunny spot until it is time for them to be canned.

This month add three pounds of brown sugar, or as much as may be agreeable to taste.

This recipe is for four dozen mangoes.

In the tropics these pickles are best kept in an ice chest.

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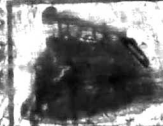
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KELWAY & SON, LANGPORT, ENGLAND

THE NORTH CHARTERLAND EXPLORATION COMPANY (1910) LIMITED.

The Ordinary General Meeting of the shareholders of the North Charterland Exploration Co (1910), Ltd., was held on December 31, 1924, at the offices, 2, London Wall Buildings, E.C., Sir Harry Wilson, K.C.M.G., K.B.E., Chairman of the Company, presiding. The Secretary, Mr. A. Hugh Sulman, read the notice convening the meeting, and it having been agreed to take the report and accounts as having been read, the Chairman said, in the course of his speech:

The issued capital of the Company remains at £500,000 ordinary shares, and the balance sheet shows, each of 10s., all called up, the following:

Tobacco stocks in London and Africa at a conservative valuation appear at £37,708. Prospecting and development expenditure £10,074 stands at the same figure as in the previous year. The Board has quite recently decided to throw open the whole of your Concession to prospecting on very favourable terms.

The most unpleasant feature of the Profit and Loss account is the loss of £30,181 carried to the Balance Sheet. The bulk of this loss, £21,611, is due to the decrease of accumulated and deteriorated tobacco stocks. Expenses in London and Africa have been kept down to a minimum consistent with efficient management.

Tobacco and Cotton.

Tobacco remains the staple crop of the Concession. Of the 1924 crop 320,000 lb. have been delivered and several tons still remain to come in. The Admiralty, which has been a steady purchaser of our tobacco for the last three years, has taken a larger quantity this year.

Your Company's exhibits at the Wembley was the sole display of tobacco in Rhodesia and a considerable attraction. We shall again exhibit at the next exhibition in 1926.

Cotton growing will probably develop amongst the settlers as an alternative to tobacco, and it is satisfactory to learn that a cotton expert has been appointed by the administration of Northern Rhodesia. Sir Herbert Stanley, the first Governor of Northern Rhodesia, visited your Concession during the year, and appears to have been favourably impressed. He has in view the making of a trunk road from Fort Jameson to the railway at Broken Hill which would be of great value to your territory, as it would open up the country to the west both for settlement and prospecting.

Mr. Goodheart, M.L.C., and your Manager went to Zomba as a delegation from North Charterland to help view the East African Commission which was recently in Nyasaland, but which, unfortunately, had no time to visit Fort Jameson. It is believed that the Commission is in favour of the immediate construction of the Zambezi Bridge and the subsequent extension of the railway from Blantyre by the western or central route, as has always been urged by your Board, in the direction of Domira Bay. The extension of the railway to Lake Nyasa is probably of more importance to your Concession than the Bridge, but both are essential links in the chain of communication between Fort Jameson and Beira.

Value of the Concession.

I have to offer to Mr. H. B. Spiller, one of your directors, the thanks of the Board for the valuable work he did during his recent visit to the Concession, and for the report regarding his impressions, and I will ask him to address you.

You are the owners of a territory as fertile as any within the Empire and well placed in health, climate

and cheap labour. It has been handicapped by the prolonged depression following the war and by lack of roads and railways, but the depression, we may hope, is generally passing away and the betterment of communications appears at last to be materializing. Whether the time is opportune for adopting a forward policy and finding further capital to take advantage of the improved situation is a question already occupying the attention of your Board.

I must express our acknowledgments to Mr. Bruce and the staff in East Africa, and to Mr. Sulman and his colleagues in London.

I now move that the Directors' report and account for the year ended December 31, 1923, submitted to the meeting, be and hereby approved and adopted.

Mr. Spiller's Visit.

Mr. H. B. Spiller said: Gentlemen, in seconding the resolution I should like to make a few remarks on my recent visit to your Concession. I visited a large number of settlers within a radius of some 50 miles of Fort Jameson, to learn their difficulties and to discover the best way that we, as a Company, could assist them. Every effort is being made to meet their wishes. If the scheme we contemplate goes through it will benefit not only them, but assist the rapid development of your rich and valuable territory.

As you are aware, tobacco is the main crop. I confirm the opinion that until the methods of growing are improved it will remain the most profitable undertaking. Before leaving I was also convinced that the quality of the tobacco was such that it could successfully compete with any in the world, if only it had a chance of being known. A fair average, or anything like a fair average of the leaf grown in Northern Rhodesia has never found its way to the open market. Thank to the efforts of your Government of Northern Rhodesia, and those who assisted it, a number of the best areas of land has come to an end and the industry can look forward to a bright and prosperous future.

The Wembley Exhibition gave us an opportunity of placing on sale cigarettes made entirely from Rhodesian-grown Virginian tobacco, and on several afternoons and evenings I devoted my time there to selling these cigarettes from behind the counter, so as to obtain first-hand knowledge of the opinion of those who purchased them. Many came a second time and expressed their liking for them. By the co-operation of other growers we have a wonderful opportunity of meeting the wants of the consumers of this country by supplying them with the best tobacco and cigarettes at a price they are to-day justly demanding, and when our scheme is brought forward I trust very shortly I hope the shareholders will look into it very carefully, as I think it is going to make an entire change in the fortunes of this country.

We are very anxious that new settlers shall have an opportunity of studying conditions before embarking there, and we are, therefore, prepared to give them an opportunity of going on to one of our many estates and staying there for a year to find out first if they like the country. We feel this is the soundest and fairest way to assist in the rapid development on so rich and valuable a territory.

Members of our staff are all good; our Manager I look upon as an extremely good man. He has had many difficulties to contend with, and I think that, in the circumstances, he has done very well.

A number of questions having been asked by shareholders and answered, and Mr. Seymour Fort and Mr. Neville Foster having been re-appointed to the Board, and the auditors having been re-elected, the proceedings terminated.

THE MAGADI SODA COMPANY

On December 29 the Magadi Soda Co., Ltd. was registered as a public company with a nominal capital of £80,000 in 250,000 6 per cent. first preference, 100,000 ordinary shares at £1 each, £320,000 6 per cent. second preference, and 600,000 12½ preferred ordinary shares of 5s. each. The Company is taking over the estates of the old Magadi Soda Company, Limited, now in liquidation.

NYASSA COMPANY.

The annual report of the Companhia do Nyassa for the year 1951 shows a net profit of 1,250,000 Escudos, an increase of 14.10% on 1,100,000 Escudos. The hut tax advanced by the Territory of Nyassa at 4,305,719 Escudos, an increase of 1,584,057 against an increase in expenditure of 1,110,372.

One of the Company's principal creditors, Nyassa Consolidated Ltd., has accepted 1,370 shares of the Company of the third series and 400,000 of the fourth and fifth series in part payment of its credit as a result of which transaction the authorized capital of the Nyassa Company is now fully issued.

NEW BEIRA PORT WORKS.

SIR GEORGE BUCHANAN, the consulting engineer to the Port of Beira Development, Ltd., will leave Bombay for Beira direct in the course of a few days in connection with the initiation of the work on the new deep water wharf which is to be begun in March of April.

The main plans, which have already been prepared by Sir George Buchanan, will provide for three ocean steamers alongside, with two railway tracks and transit sheds. An ore-loading jetty is included in the scheme and this will be placed sufficiently far from the deep water wharf to leave ample room for future extensions of the latter.

SUDAN LIGHT AND POWER.

The Sudan Light and Power, Ltd., has just been registered as a public company with a nominal capital of £250,000 in £1 shares to construct, work, develop and control public works in the Sudan and elsewhere, including railways, tramways, docks, harbours, bridges, piers, wharves, canals, reservoirs, sewage, drainage, water, gas, electric light, telephonic, telegraphic and power supply works, &c.

The Rt. Hon. Baron Meston, K.C., J., director of English Electric Co., Ltd.
Sir Thos. O. Callender, managing director of Callender's Cable and Construction Co., Ltd.
Colonel F. J. Byrne, C.M.G., director of Dorman Long and Co., Ltd.
P. K. Pybus, C.B.E., managing director of English Electric Co., Ltd.
Sir Gho. E. May, K.B.E., secretary to Prudential Assurance Co.
Lieut. Colonel J. E. Schuster, C.B.E., M.C., financial secretary to and nominee of the Sudan Government.

The registered office is Queen's House, Kingsway, London, W.C.2, and the Secretary is Mr. F. Horfall.

PERSONAL TOUCH.

The Editor is anxious that "East Africa" should serve as a real personal and valuable link between all interested in Eastern and Central Africa, and he looks forward to meeting all such readers, particularly those on leave from Africa. Between 10.30 and 11.30 a.m. daily (Tuesdays and Saturdays excepted) the Editor is always at home to visitors, who are invited to drop in for a chat; those who cannot manage to call between those hours are requested to telephone or write for an appointment.

ESPRIT DE CORPS.

Will readers help the Editor by sending him full names and addresses of their friends interested in East and Central Africa, so that specimen copies of the paper may be sent to them free? Increasing circulation will enable us to serve East Africa with growing power and to extend the scope of the paper.

SUBSCRIPTION.

Annual subscription 30s. post free.

TO READERS WHO ARE WRITING.

The Editor is always anxious to receive contributions of East and Central African interest. He will always consider promptly any articles dealing with commercial or agricultural openings and achievements, sketches of the character and career of prominent East Africans, and of interesting incidents in township, bush or tribal life.

M.S.S. should be typewritten, double spaced, and with wide margin, on one side of the paper only, and accompanied by stamped addressed envelope, and preferably 20/- or 1/- postage stamps. Photographs may also be submitted, which are returned to the sender if the number of words is excessive. While every care will be taken of all matter submitted, responsibility cannot be accepted for its safety.

An occasional short story of East African setting will also be published.

EVERY reader has a story of interest and value to other East Africans. By pooling experience, time and money, one speed, progress is quickened, and East Africa's reputation enhanced. Will you help us to help East Africa in this way? New writers are welcomed.

WHAT EAST AFRICANS THINK.

Letters to the Editor.

The Editor welcomes communications from readers, who are asked to send full name and address, whether the letters are to be published under their name or under a pseudonym. "East Africa" does not necessarily identify itself with the views expressed, but will gladly make this column a forum for its readers.

All communications should be addressed to the Editor at 83-91, Great Titchfield St., London, W. Telephone: Maresfield 2077.

* The Editor is prepared to appoint correspondents in all important East African centres and make applications

EAST AFRICA

THE ONLY NEWSPAPER IN EUROPE DEVOTED
EXCLUSIVELY TO THE INTERESTS OF
THOSE LIVING, TRADING, HOLDING
PROPERTY OR OTHERWISE INTERESTED IN
EAST AND CENTRAL AFRICA.
A WEEKLY JOURNAL



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FOUNDED AND EDITED BY F. S. JOELSON.

EDITORIAL

EDITORIAL AND PUBLISHING OFFICES
13-14, Great Brunswick Street, Oxford Street, London, W. 1
Telephone: Mansel 2077. Telegrams: "East Africa," London.

HOME BY THE NILE ROUTE.

Some weeks ago "East Africa" was the first journal to forebode the return of their Royal Highnesses the Duke and Duchess of Cornwall and York by the Nile route.

Today we are able to announce definitely that the Royal party will come home by the Nile. However, as I can give no details which we have the best authority for believing will prove to be correct within a day or so.

The departure of the Duke and Duchess from Nileite is scheduled for March 1. Their motor motor to be used probably embarking on the Nile at Khartoum. Their arrival in Khartoum

It was so reported that Sir Geoffrey Archer was to proceed through from Khartoum to Rehat, when proceeding to take up his duties as Governor-General of the Sudan, but work has since been done on the road, which is now negotiable.

"East Africa" records its exceeding pleasure that it has been possible for Their Royal Highnesses to arrange the return journey by way of the historic African river. The King's son thus forges some more of the links which, within the past few weeks, have so visibly bound the Sudan to our East African group of territories in general and to Uganda in particular.

The transfer of Sir Geoffrey Archer from Uganda to the Sudan was a splendid and significant move in the direction of co-operation. His experience of the common problems of Uganda will be of immeasurable service to the Sudan. His knowledge of the present difficulties of inter-communication between the two countries will, we believe, lead to rapid improvement, and we trust the day is not far distant when a very considerable passenger traffic between the two contiguous territories will be an actual fact.

In the interview which we recently gave us, Mr. Ormsby Gore, the Under-Secretary of State, the Colonies, made it clear that a continuation of the new Uganda Railway extension via Jinja, Mbale and Kampi to the headquarters of the Nile at Rehat is already in contemplation.

It is a project the realisation of which will be the fitting of a strong steel link binding Uganda to the Sudan, and when that day arrives the Duke and Duchess will be sure to avail themselves of the direct and unobstructed route of the railway days.



MENACE TO EAST AFRICAN TRADE REALISED.

"EAST AFRICA" AWAKENS WIDE SPREAD INTEREST

Our readers will, we are confident, learn with pleasure that our exposure of German commercial penetration in East Africa continues to arouse attention in influential organs of the British Press. In all parts of the country our articles are reproduced, our warnings are being heeded, and we have already received a number of letters commending our paper for its enlightenment.

Moreover, a great deal of additional information has been furnished to us, and we are collecting still further details in this country of various trades on which Germany is concentrating her energies. The facts are thoroughly disquieting, and we desire to investigate some of them rather than merely to publish the results of our inquiries.

We could, however, bear early tribute to the public-spirited co-operation already given us freely by a number of leading business men, some of whom are now being addressed by our writer in special articles to be published in due season.

We have space for a large mass of evidence, some of which it will unfortunately be impossible to publish, as that course would serve only our foreign competitors.

If any other British commercial houses in this country or East Africa are willing to disclose to us important facts within their knowledge, the publication of such information will be most helpful to British trade.

It is our duty to continue this campaign of enlightenment as a public duty, and we welcome the assistance of all who have the advancement of British trade at heart. Meanwhile let us quote a few of the representative Press tributes to our recent articles on this subject.

Fleet Street Support

From the *Daily Express*, which gives three quarters of a column under the heading "East Africa for Germany," we extract the following:

"A remarkable picture of British East Africa, with the inhabitants shaving with German razors, cutting down-trees with German axes, playing on German pianos, washing with German soap, sleeping in German blankets, and eating German biscuits, sweets, and tinned goods, appears in 'East Africa,' whose leading article is headed with the injunction, 'Be British, Buy British.'"

Articles from correspondents in leading towns in Kenya, Uganda and Tanganyika all indicate to an alarming degree the extent of German trade penetration in East Africa.

Correspondents declare that while German goods are pouring into East Africa, the British manufacturer and exporter appear to be sublimely oblivious to the risks they are running.

It is Germany that is making the greatest headway in East Africa, in its editorial columns. "East Africa" is only on the threshold of development. The trade of to-day is a mere index of what of to-morrow. Are we to be content with the goods produced by British blood and

British brains in order that the gain shall be reaped by the alien?

The most recent trade returns show that, while in three years the German exports to Kenya and Uganda have increased fifty-seven times, exports from the United Kingdom have during the same period only increased by one-third.

German goods, such as bicycles, have poured in bulk into Kenya and Uganda last year, were German. Only 15 per cent. came from the United Kingdom. Forty per cent. of the total imported was from Germany. Seven times as many German bicycles were imported in the first six months of 1924 as during the whole of the previous year.

Colonel W. H. Franklin, the British Trade Commissioner in East Africa, states:

"The prices of the German bicycles I have seen are often 20 per cent. under British quotations, but the quality is, of course, far poorer."

Manchester

The *Manchester Guardian Commercial* world-wide circulation among business men devotes half a column on its leader page to a commendation of our inquiries, ending *inter alia*:

"EAST AFRICA" does well to call attention to the changing tastes and fashions in what used to be the Dark Continent and to the imperative need of adapting the character of trade supplies to the new demands. In Uganda, for instance, British houses only commenced to manufacture cotton

goods and now they are in constant use among the Uganda people, garments of fine silks, velvets, and alpaca are rapidly losing the print and beads costume of the natives. We are told that German and other European manufacturers, not to mention those of India, Japan and the U.S.A., are keenly alive to the opportunity thus offered for increasing trade and securing the supplies of cotton, sugar, groundnuts, cedar, and other products of this fine and fertile area for their respective countries. Long credit and low prices are apparently the principal weapons of the new penetration, together with methods which loyal East African British characterize as 'trout tricks,' whether the British manufacturers whose lack of vision and enterprise is bewailed are expected to copy those methods is not quite clear.

We note that the East African Committee of the Manchester Chamber of Commerce, while pleased to report that there is every reason to be satisfied with the steady progress that has not only been maintained but has grown during the last few months to above the normal, is inclined to sound a note of warning, experience showing that a regular and steady trade is preferable to the other thing. But there is obviously plenty of room for business push in the awakening British East, and makers of textiles of all descriptions, as well as tinned goods, hardware of all sorts, including tools, cutlery, glassware, clocks, musical instruments and sewing machines, may well devote a little more thought and attention to this market. The sentiment is all in favour of home

East Africa to the Press

ZANZIBAR'S NATIONAL ANTHEM.

Mr. F. C. Linfield has given a number of interviews since his return from East Africa, and in conversation with a representative of the Yorkshire Post, spoke of his visit to the Sultan of Zanzibar.

"When the band played the Zanzibar National Anthem, I praised the tune of it," said Mr. Linfield. "Thereupon the Sultan remarked that it used to be much longer, but he had

When he was invited to lunch on board, the water was rough, and as he (the Sultan) approached the "Hood," the band on board played the British National Anthem. Thereupon the Sultan stood up in his boat, whilst the men stood with uplifted bars.

Unfortunately, the band when he played the Zanzibar National Anthem, and, as it was being the Sultan standing in the rocking boat was trying in the meantime, as a consequence, he determined to lose half of the anthem on the way back home; and thus remain the Sultan of Zanzibar to get a new one for the future.

SCOTCH HUMOUR FROM THE "ZANZIBAR GAZETTE"

At the St. Andrew's dinner at Zanzibar, Mr. Gladby, the President, gave the most humorous speech in the history of the feast.

The name is the Scottish expression for black, and thus Mwen, the Swahili for chief, stands for Mackenzie, obviously a shortened form of Mackenzie, and any Cameron or Gordon will tell what noised robbers the Mackenzies were.

Place names, too, support the claim. At the end of a long creek and up a narrow river in Pemba, there is a village called Pujini. Long ago this place was visited by another famous Scottish explorer, McAllister, with his wife Jean, who, like a true woman, took pride of place in the boat, and with brawny Scottish arms was rowing in the stream, when suddenly the air was rent by McAllister's voice. The first words she started to hear and never forget were these: "An' Jeanie, pu'! Ah, g'it a shot at you rabbit ahim the bushes." This originated the word Pujini.

STRANGE ELEPHANT TUSKS.

MR. P. PROBYN, F. S., has an interesting article in the Illustrated London News on "The Vagaries of Tusks." In the course of which he describes an elephant tusk made up of no fewer than eight separate teeth, all of different sizes, and growing together in a bundle. It was taken from an elephant shot at the north end of Lake Rukwa, Tanganyika, by Mr. W. B. Robertson.

The writer, saying that malformed elephant tusks are rare, mentions the two remarkable cork-screw-like specimens in the British Museum of Natural History and the still more extraordinary tusks obtained in Abyssinia by Baron Maurice de Rothschild, which were so unlike the tusks of any known animal as to suggest that they belonged to some unknown creature. Other specimens of the same kind, which he mentions, have since been learnt, now exist in other museums.

PRICES OF EAST AFRICAN ANIMALS.

MR. GEORGE CHAMMAN, the London dealer in wild animals, who has been interviewed by the Daily Graphic, has given some interesting details of the present market prices of the beasts in which he

Elephants now cost from £2,000 to £3,000 apiece, according to size. A zambesi bull, a yearling, £100, and a full Chamman saxon, a yearling, £150, and a full saxon, a yearling, £200. Different kinds range in price from £20 to £75 in London. Lions are sold by the foot and one which recently endeavoured to choke one of the staff of the newspaper was considered to be worth some £50. The skins of antelopes, and now the fashionable pet of several society leaders.

Captain G. Gordon is at the moment in Kenya buying zebra and rare antelope for his big game dealer, Mr. G. Gordon, of London, and the skins are sent to Abyssinia.

PUZZLE-PLOTS OF THE SUDAN.

The Dauntsey Book survey of the Gezira required six years, says Mr. Ward Price, in telling the Daily Mail readers of the Sudan Government's arrangements to regularize land tenure. "Fuzzy bits of parchment covered with scribbled Arabic had to be deciphered; vague and often contradictory evidence was patiently taken; wrinkled old men were made to tax their memories, and at last some 3,000 Natives were registered as owners in this puzzle-plot territory. But irrigation cannot be undertaken on a grass-pavement plan; the land must be divided into regular chequer-board holdings. It was imperative to rearrange the properties under a compensation scheme.

By the Gezira Land Ordinance of 1921 every landholder was required to lease his property to the Sudan Government for forty years at a rent of 2s. an acre. That was above what most of it was worth in its irrigated state. But the owner got more than his rent. He also retained cultivating rights in one of the new 20-acre plots, and all bounded by bands for bringing the big game areas into which 100,000 acres of the Gezira are already divided. The Natives, says the survey, stand to benefit more than 100,000 of the 200,000 ill-informed, sheepish, or great-brained, for the Gezira Natives, formerly dispossessed of all land, is entirely wasted.

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MORE APPRECIATIONS OF "EAST AFRICA"

The Private Secretary to His Highness THE SULTAN OF ZANZIBAR.

His Highness the Sultan of Zanzibar desires me to thank you for your letter and for your kindness in sending me a copy of "EAST AFRICA". He is very glad to hear that he welcomes the appearance of a journal which has been long aware of some time past of the need for a publication which would not be devoted to the interests of one race only or of one Colony in particular, but would encourage in a spirit of impartiality the frank expression by all races created and communities through their representatives of Eastern Africa of their views on current political, commercial and scientific problems.

If intolerance is bred in the darkness of ignorance, the light of knowledge should bring with it greater understanding and consequently greater sympathy.

In the spirit of co-operation and mutual self-interest in the solution of these problems, His Highness believes that your paper will supply a real need. He feels sure also that in this way it will contribute greatly towards the prosperity and harmonious development of every component part in this portion of the British Empire.

On His Highness's behalf, I am to wish you success in all your endeavours.

KENNETH ASSI...

Colonial and Vice-President of the Coffee Planters' Union of Kenya.

I congratulate you on your first issue.

EDGAR W. BLECH, Esq., Moshi, Tanganyika.

Allow me to congratulate you on your very excellent journal, which is read with great interest in Tanganyika.

Sir PHILIP BROCKENHURST.

I consider your journal of great importance.

AUBREY D. F. HODGES, C.M.S., M.D., Late Principal Medical Officer, Uganda.

I feel sure "EAST AFRICA" should form a valuable link of mutual information, assistance and understanding with the like countries and that it will be a boon to those who have special interests in Eastern and Central Africa. I wish it a great success.

P. INCHE, Esq., Eastbourne.

I wish you for your journal, which I have just received. It is very interesting and I hope it will be a success.

A. E. WILSON, Esq., Kenya Colony.

I wish you for your journal, which I have just received. It is very interesting and I hope it will be a success.

The Rev. J. R. MARTIN, Nyassaland.

A paper such as "EAST AFRICA" puts ideas in one's heart, and makes one see possibilities in even the undeveloped stretch.

R. C. F. MAUGHAM, Esq., B.B.G.S.

Author of "Stocks dealing with Portuguese East Africa."

As one who spent 18 out of my 30 years of Africa in Nyassaland, Mozambique, and to whom Zanzibar and the coastal lands of Kenya and Tanganyika Territory were also well known, your excellent and opportune journal came to me as a very welcome and pleasing reminder of days long past. I enter you my best wishes in the success and long life of "EAST AFRICA", the usefulness of which is so apparent in uplifting the people of the East African continent.

I have many personal friends, but how many more there would have been had the toll of Africa been lighter. Though now serving on the opposite side of the great continent, I still look forward to seeing Kilimanjaro in the hour of dawn and night that day comes; your journal will continue to keep me in touch with the latest and progress of the continent. I am admirably enjoying what must prove to be a great and glowing future.

MALCOLM BISS, Esq., Tabora, Tanganyika Territory.

I think the paper is very well got up indeed, and must congratulate you on it.

Captain H. E. RYDON, Arusha, Tanganyika Territory.

I wish you every success in your venture, which I feel certain is assured, for it fills a much-needed want.

SAHELL, Esq., Tabora, Tanganyika Territory.

I am very glad indeed to extend to you a cheerful word for a friendly grasp. You are the man we have been looking for out here. You can act your own way as an Advertising Bureau, which we are trying to start to establish in London. With a hot-hearted wish for a successful career in your honourable adventure.

F. E. SULLIVAN, Esq., Khamoum.

I wish "EAST AFRICA" every success, and feel sure that such a paper as yours will help to bring to the public notice the great part of Africa.

MR. McLELLAN WILSON, M.E.C., M.D., Kenya Colony.

I wish you for your journal, which I have just received. It is very interesting and I hope it will be a success.

SLAVERY IN ABYSSINIA

From Our Resident Correspondent

Addis Ababa, December 11, 1924

IN "EAST AFRICA" issue of November 13, reference is made to the sale of Sudanese and Abyssinians into slavery, and the Special Correspondent of the *Daily Chronicle* is stated to have reported that slave trading is still rampant on the coast of the Red Sea.

Of raids into the Sudan I cannot speak, but I read with surprise that regular press gangs are still organized by slave traders in Abyssinia.

The cessation of slavery in this country has been given unusual prominence in the English Press during the last year, and the matter was discussed at an Assembly of the League of Nations in September 1923.

Ras Tafari, the present Regent of Ethiopia, gave his assurance some years ago that he would do everything possible to suppress the traffic, and, writing as one who knows him well, I am convinced of the serious efforts he is making to enforce the abolition of slave trading.

There is a "Reglement" pour le commerce des esclaves de quatre lettres, fondé en 1892, which is an order issued by His Highness, in which it is stated that slave trading is a crime and that the slave trade is already taken up.

Art. 21. The judges appointed for this purpose are authorized to deliver to the slaves, in accordance with the terms of the present regulations, and after having ascertained their names, countries and tribes, a certificate of discharge. The slaves will be referred to the various Provincial Governors from whom they will obtain their discharge.

Name

Father's Name

District

Province

Master's Name

Master's Occupation

Master's Chief

being discharged is authorized to live as and where he wishes.

The details of his discharge are inscribed as follows:—

District in which discharge has been given

Month of discharge

Year

GOVERNMENT STAMP

Signature of Judge
Signature of Secretary

In accordance with the articles of the present regulations the Provincial Governors are authorized to repatriate them and to restore them to their tribes and relations.

Art. 24. Discharged slaves, in pursuance of the clauses of the present regulations, repatriated to their countries, shall be exempt from taxation for a period of seven years, conforming to the provisions of the edicts, and in order to allow them to work and to earn their own living.

Punishing Those in Authority

In accordance with Article 34, should a case of slave trading be brought to the notice of the judges, those responsible for the administration of the province in which the sale takes place will be fined as follows:—

The Governor 500 dollars

The Chief of the Tribe 200 dollars

The Chief of the village 100 dollars

Should they be found guilty a second time, the fines will be increased to the following figures:—

The Governor 500 dollars

The Chief of the Tribe 200 dollars

The Chief of the village 200 dollars

A third application for a judge will result in the Governor being removed from his post, the Chief of the Tribe being fined 100 dollars, and the Chief of the village being fined 50 dollars, and the privilege attached to his office.

This defect has been in force only nine months, and critics of the Central Government at Addis Ababa cannot expect a system which has been in force for a few months to be stamped out within a period of a few months. The precipitate release of hundreds of thousands of slaves would lead to chaos and probable disaster. The suppression of this evil system can be carried out only by gradual means.

It is a pity that the Government has not taken more steps to suppress this trade, and at the same time, to keep his word given to European statesmen.

RAS TAFARI OPENS NEW STORE.

MR. RAS TAFARI MAKONNEN recently opened the new general store erected in Addis Ababa by Messrs. G. M. Mohamedally and Company.

This Indian company was established at Harar (Abyssinia) in 1888, and has since done a very considerable business in imports and exports.

RAS HAILOU

RAS HAILOU, Governor of Gojjam, has, we learn, been appointed by the Abyssinian Government Inspector of the Province of Asafa in addition to that of Gojjam.

Ras Hailou, who is the son of a former King of Gojjam, accompanied Ras Tafari on his recent European tour.

Exp. Order, 12, 10/11/23 in 1914 (married one child).
 Wants a berth where steady application is needed. Gets on well with the crew (including natives), both in the Army and Sea. Careful at keeping records and the in-and-out going of his concerns. Overseas position not objected to. Master Details from 1880 to 1900.
 Tropical Life, 5 Great Lower Street, London, E.C.3

ARUSHA AND ITS HINTERLAND

*The Present and the Future
From Our Resident Correspondent*

Arusha, December 12, 1924

The township of Arusha lies at the foot of Mount Meru (15,000 ft.) and about 50 miles due west of Mount Kilimanjaro and Moshi, the present terminus and junction of the Voi-Kahé and Tanga Lines. The journey can be made from Moshi by car in about three hours. The roads are dry, but at the height of the rainy season they are either impassable or the journey requires about eight hours to accomplish.

A railway extension from Kahé to Sanya River is now under construction, and it is hoped that the Government will in the near future see its way clear to continue this line at least as far as Arusha.

The Well-watered Coffee Belt

The area immediately south of Mount Meru is perhaps the best watered in East Africa. Locally known as the "Coffee Belt," it covers approximately 200,000 square miles, and here, within a distance of about twenty miles, are no less than 200,000 acres of coffee on steep, rocky slopes.

The first of these rivers to be encountered on the journey from Moshi is the Maji ya Chai, so named from its tea-coloured water, while only a few miles further on the Usa and the Magadiro are but a few hundred yards apart. Another mile or so brings us to an unnam'd stream, and then we strike the substantially bridged Tengeru and Malala rivers, each fed by tributaries above the main road.

A series of about four rivers then flow down into the plain, and are crossed by the main road. The banks of the coffee belt area with many plantations on either bank. There also are the properties owned by the Michalakis Brothers, The Penada Coffee Estates, and S. M. Deverakis, bordering the main road on either side. It is in this area that Sir Nilsson Reed has recently acquired over 5,000 acres, on which cultivation is already in progress.

Power Schemes

After crossing the Ndaramu there is a riverless stretch of about seven miles, until the Kidjenji is reached, and then a mile further on the Themé river runs through the township of Arusha. None of the above are seasonal rivers, but of course heavy rains add considerably to the volume of water, which eventually finds its way to the great Indian and the Indian Ocean. Almost all of these rivers lend themselves to power schemes at particularly low cost, and nearly every plantation has either a turbine or a water wheel installed.

Waiting for the Plough

On the plains south of Mount Meru are stretches of land admirably suited for sugar cultivation. In addition to a good rainfall, there is an almost unlimited supply of water for irrigation and power for factories. Maize is also very prolific in these areas, and two crops per annum can easily be raised. The first crop, sown in May, is the entirely a rainfall crop, while that sown in November will probably have to be irrigated, unless the rainfall rains are abundant.

This also applies to the vast areas of land from the Engare Chimanjo watershed to Mbitwe, where there are several million acres of arable land waiting for the plough. Most of this area is Masai territory, but there is one male to every square mile, and more than one head of cattle to the same.

Climate of the Future

The southern foothills of Mount Meru are, I am convinced, no doubtably the most prolific area in the Tanganyika Territory, and for climate, water and soil there is hardly a strip of land in East Africa to equal it. The chief industry is, of course, coffee growing, but cereals do splendidly, and only await the advent of the railway to be produced on a larger scale.

European vegetables and fruit are prolific everywhere, citrus fruits and strawberries having best of all. If these can be encouraged on a large scale, there is undoubtedly an opening for a pure fruit market. Amongst the most splendid returns are oranges, lemons, paw paw, figs, strawberries (with a particularly fine flavour), loquat and guava—and, be it remembered, numerous tropical fruits, amongst them the tree tomato and wineberry, make excellent jams.

One of the Best Game Areas

Rains are fairly regular around Mount Meru, the fall varying from 40 to 68 inches over a period of seven years. The heavy rains are usually experienced from April to June, while the light rains are due in November.

Big game safari usually last from the 1st of June to November, as being the best time, but experienced hunters prefer the time immediately following the small rains. The hinterland of Arusha ranks among the finest game fields in the world, and those who have been fortunate enough to visit the Ngoregoro estate with its reputed 60,000 head of wildebeest, willingly testify to its excellence as a hunting ground.

PUZZLE FOR EUROPEAN

NATURALISTS

In the *Nineteenth Century*, Sir Harry Johnston points out that in the curious intervening gap between the basin of the Rufiji River on the North, and the whole course of the Zambezi River on the South, many striking genera and species of mammals are missing, which are characteristic of East and South Africa.

This belt has no giraffes, no true gazelles, or oryx, antelopes, no rhinoceroses, no ostriches, no secretary-birds, and no black-backed jackals. Many theropit and birds characteristic of both South and East Africa are also missing, a fact entirely unaccounted for.

In his book, "Kilimanjaro," now being shown in London, Mr. Caroline Holmes includes some excellent hints of the leopard, which Mr. de la Motte, of Arusha, has trained so well. They provide, in fact, of the items in the programme most appreciated by the public, which manifests obvious astonishment at the manner in which this well-known settler is able to handle his pets.

**WHERE TO STAY IN TANGANYIKA
ARUSHA HOTEL AND STORES
ARUSHA**

Established 1905. Proprietor: Gordon Brook,
Merchant and General Commission Agent.
Safari Outfitter and buyer of all country produce.

EVALUATIONS of every description, REPORTS ON ESTATES, Purchase of Produce, cotton, coffee, copra, indragum, on commission basis for Masai farms. SHOOTING TRIPS ARRANGED.

G. MALCOLM ROSE

Tanga, Tanganyika Territory

(Licensing Department, Coast and Forests, 1924, 12 years East Africa)

OUR UGANDA LETTER

The Governor's Message

From Our Resident Correspondent

Kampala, December 15, 1924

The fulfilling term of the year has been the series of farewells to Sir Geoffrey and Lady Archer, who have left Uganda for the Sudan via the Nile route. Since he was certain that he was to vacate the Government of the Protectorate and take over that of the more important Governor-General of the Sudan His Excellency has had a busy time of it. It must have come as a surprise even to himself, and no one else here had the slightest inkling of the change, for we all thought and hoped that Sir Geoffrey was a fixture as it were.

The week end was occupied by him and Lady Archer in receiving various farewell parties. The ladies were unanimous in expressing their regrets. The ladies' delegation, who particularly admired Sir Geoffrey, in their special fond, made an presentation of a chair and table of Indian workmanship which was a marvel of usefulness and beauty in design.

There were also farewells from the Arabs of the Protectorate, and from the Natives, through their Kabaka and Chiefs. In reply to this last Address, the wording of which I give in full, His Excellency had some wholesome advice to tender.

He exhorted the Natives to be strong in well-doing, to eschew drinking habits, to cultivate a taste for education to work hard for the good of their own country, and to make the same progress as in times past in this respect had had its effect for the better. The Natives liked the Governor in their own way, and he liked them.

Native Address of Farewell

Their address of farewell read

SIR—We, the undersigned, on behalf of the Kabaka, Chiefs and people of Buganda, write you this letter upon your departure from this country in order to take up a new and more important post as Governor-General of Sudan, to which you have been called by His Majesty the King.

We would take this opportunity to express our deepest gratitude for your valuable services and the help which you have rendered to this country during the tenure of your Office as Governor and Commander-in-Chief of the Uganda Protectorate, and more especially to the Muko of Buganda in connection with the organization and arrangements of the Cotton Industry in the Buganda Kingdom, and for developing Native Education, as well as the confidence you have placed in the hands of the Kabakas and his Government. The result of your efforts, we are glad to say, has been that our country has developed in a way which no one would have expected in a country like this.

At the same time we wish to express our gratitude and appreciation for your help and guidance during the period of these two years during which you have been Governor of this Protectorate, as well as for the fact that you promptly and satisfactorily settled every question affecting the welfare of the Baganda which came to your notice in your capacity as Governor.

In conclusion, we regret very much to have lost a good friend, a valuable adviser, and a very wise and tasteful Administrator. But we are sure that you will be able to visit this country and see its advancements in which you have taken such an interest.

We wish you every success in your new Appointment. We are, Sir, your humble servants, Believe us,

DAVID CIWA, Kabaka of Buganda.

ABELO KAGWA, Katikiro.

AKYERE A KIYAGA, Omukama.

YAKOBO L. MUSAJALUBWA, Omuwaniika.

Cotton Prospects

Cotton prospects in Uganda continue to be good, the weather all round being considered favourable. There may be trouble with the transport of the crop to the ginneries and afterwards to the railway stations and local ports, but there is no doubt about the trouble which will make itself manifest when the railway attempt to get the lot to the coast.

At the moment of writing there is a shortage of labour in the ginneries, which we are now experiencing in an attempt to get merchandise to Uganda from Monrovia and other ports, what will it be like when the huge crop of cotton which is on the trees now?

Railway Delays

Something drastic must be done to improve the service between the coast and the interior. It is a pity that the Government have not taken steps to improve the service between the coast and the interior. It is a pity that the Government have not taken steps to improve the service between the coast and the interior.

If there is one assurance which stands out boldly here and calls for immediate redress it is that of the railway service. Many are the disabilities charged against it. Mr. Pelling, the General Manager, has been looking into things and we know he will do all in his power, but there are others less active and less inspiring. If all the other officials had one-half the enthusiasm and capacity there would be less frequent cases of their procrastination, breakage, and other carelessness.

UGANDA CHAMBER OF COMMERCE

We have to acknowledge with thanks the receipt of the annual report of the Uganda Chamber of Commerce for 1923. It is a little brochure of considerable interest to business men, and the example of the Chamber might well be followed by other commercial bodies in East Africa. Now days, if a commercial body is to do good work, not to make known the work that is being done.

As an instance of the interesting propaganda conducted by the Chamber we may mention that attached to the report bears the imprint "This paper is manufactured from elephant tusks grown in the Uganda Protectorate." The quality of the paper is excellent, and to have the same on a large scale will be possible. The report deals with all matters of interest that occurred during the year under review and careful study of it is recommended. At this date of course the information therein contained is rather of the nature of a record for reference purposes, but it is nevertheless a most useful publication.

OUR UGANDA LETTER

The Governor's Department.

Kampala, February 15, 1924.

The outstanding feature of the week has been the arrival of travellers to Sir Geoffrey and Lady Archer, who have left Uganda for the East on the Nile route. Since we are so glad to see them we were glad to see the Governor and the Governor-General of the Sudan His Excellency has had a busy time of it. It must have come as a surprise even to himself, and no one else here had the slightest inkling of the change, for we all thought and hoped that Sir Geoffrey was a fixture, as it were.

The week-end was occupied by him and Lady Archer, in receiving various farewell parties, for all classes were unanimous in expressing their regret at their departure. As a special favour, made especially for the occasion, was a marvel of neatness and daintiness in design, both articles being of wamut and richly inlaid with ivory in a most intricate manner.

There were also farewells from the Afabs of the Protectorate and from the Katisos, through their Kabaka and Chiefs. In reply to his last Address, the wording of which I give in full, His Excellency had some wholesome advice to tender.

He exhorted the Natives to be caring in well-doing, to eschew drinking habits, to cultivate a taste for education, to work with a will for the good of their country, and incidentally for their own individual welfare. He had, in fact, a straightforward talk with them, as he usually did, and his earnestness in times past in this respect had had its effect for the better. The Natives liked the Governor in their own way, and he liked them.

Native Address of Farewell

Their address of farewell read:-

SIR.- We, the undersigned, on behalf of the Kabaka, Chiefs and people of Uganda, write you this letter upon your departure from this country in order to take up a new and more important post as Governor-General of Sudan, to which you have been called by His Majesty the King.

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In conclusion, we regret very much to have lost a good friend, a valuable adviser, and a very wise and helpful Administrator. But we entertain the hope, however, that some day you will be able to visit this country and see its advancement in which you have taken such an interest.

We wish your every success in your new appointment.

Believe us, We are Sir, your humble servants,
DICKSON CHWALE, Secretary
ABEL KAGWA, Editor
ANDREYA KIWANDA, Omukwizi
YAKOBO L. MUSAJALUMBA, Omukwizi

Cotton Prospects

Cotton prospects in Uganda continue to be good, the weather all round being considered favourable. There may be trouble with the transport of the crop to the ginneries, and this may be due to the railway. It may be the trouble which has been mentioned in the past when the railway attempt to get to the coast.

At the moment of writing there are great delays on the railway and if in the time of comparative lackness, which we are now experiencing it takes months to get merchandise to Uganda from Mombasa and vice versa, what will it be like when the attempt is made to shift the huge crop of cotton which is on the trees now?

Railway Delays

Something drastic must be done to improve the service of the railway between the coast and Uganda and from Uganda to the coast. It takes longer, and in many instances it costs more, to shift material between these two places than from Mombasa to England.

If there is one grievance which stands out boldly here and calls for immediate redress it is that of the railway service. Many are the disabilities charged against it. Mr. Pelling, the General Manager, has been looking into things and we know he will do all in his power, but there are others less active and less hopeful. If all the other officials had one-half his enthusiasm and capacity there would be less frequent cases of their procrastination, breakages, and other carelessness.

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As an instance of the enterprising propaganda conducted by the Chamber we may mention that a letter attached to the report bears the imprint "This paper is manufactured from elephant grass grown in the Ugandan Protectorate." The quality of the paper is excellent, and we hope the day is not far distant when manufacture on a commercial scale will be possible.

The report deals with all matters of interest that occurred during the year under review, and careful study of it is recommended. At this date of course the information therein contained is rather in the nature of a record for reference purposes, but it is nevertheless a most useful little publication.

EAST AFRICA'S BOOKSHELF

THE STORY OF SOMALILAND
THE REAL MAD MULLAH.

WHEN Lord Milner commends an African book one anticipates something that needs to be recorded and has been recorded in an eminently satisfactory manner. His foreword to "The Mad Mullah of Somaliland," by Mr. Douglas Jardine, O.F.S., Secretary to the Somaliland Administration from 1916 to 1921 (Herbert Jenkins, 16s. net), is brief but very limited, stressing the "realism and business sense" that has been shown. Though the book is not as attractive as any work of fiction, the dramatic material at the author's disposal has been used with sufficient effect to make one want to read as much as possible at a sitting.

The book, of course, inevitably becomes the story of British rule in the Somaliland Dependency. It is much more than an account of the rise and fall of the Mad Mullah and his band, so called at times the "Mullah's Army" and at others the "Mullah's Cavalry." The foreground is the story of the East African continent, after another they cross the scene. The dedication is to Uganda's recent Governor, Sir Geoffrey Francis Archer, His Majesty's representative in Somaliland from 1914 to 1922, to whom the downfall of Derwishism and the re-establishment of British prestige in Somaliland is primarily due.

Among the other outstanding servants of the Empire whom we meet are Sir Reginald Wingate, Sir H. E. S. Corduff, Sir W. H. Manning, General A. Carton de Wiart, Major General Sir A. S. Coble V. C. (who characteristically recommended two of his subordinates for the Victoria Cross and forgot to mention that he had shared their danger), General Sir G. R. Hoskins, Sir Rudolf von Slatin, Sir C. Egerton, Sir Eric Swynnerton, Sir James Hayes Sadler, Sir Horace Blytt, Colonel G. H. Summers, and Capt. Richard Cornhill, of the Camel Corps. Somaliland may perhaps be the Cinderella of the East, but assuredly no Cinderella ever had such a valiant band of attendant knights, could any other strip of land, so isolated, so small, so relatively unimportant, show such a succession of ability in so short a period. One begins to think that the troublesome Mullahs was particularly honoured in the men who sought his scalp and that Uganda, Ceylon and the Cape reaped markedly by the experiences in Somaliland, many of the above mentioned soldiers and civilians. For them the Derwish trail was a splendid training ground.

British Somaliland, the hard shaped territory some 68,000 square miles in area that formed part of the land of Cush mentioned in the book of Genesis, is even to-day a land almost unknown to the trader and the missionary. It has no attractions for the settler. Only Government servants have a call to dwell there, though the foreigner may visit it again and again, and perhaps its probable mineral wealth will in the near future attract the attention of prospectors, especially those in search of oil.

Whence arises the name? "Mad Mullah" (no, and bring milk)—would be the first words heard by the stranger on entering a village in this hospitable land. How different from the pretended derivation of the word Swahili he who thinks in Arabic! Of the natives of the Eastern African coast that is a slanderous criticism, but at least a bad description of the Mad Mullah, who, beginning as a zealous guardian of public morals, particularly outraged at the shamelessness of rearing amongst the Somali, later turned himself as a sensual profligate, a slayer of

whole some concern for the safety of his own soul. Reality destroys the romance that has been draped around his name by some unknowing folk.

The Mahdi's revolt in the Sudan was religious in its nature and a protest against the corruption of Egyptian officialdom, while the Mullah, as our author points out, traded upon the superstitions and superstitions of his fellow countrymen to convert them into robbers and cut-throats, making of Somaliland Derwishism nothing but a despicable imitation of a genuine patriotic and religious rebellion.

That was the type of man who took the life of a man for more. The Mullah appeared to give him no offence and the left hand for the second. "Remove him from my sight" could be the command when some unhappy wretch was suspected of a trivial religious offence and the words meant death, either with or without further for this licentious tyrant made great pretence of religious devotion, even to the extent of inventing passages from the Koran to suit the needs of the moment. The police are mentioned as being used to quell the riotous and excessive meetings are made so he pretended to quote on one occasion.

The campaigns against him transport was the great difficulty, and explained the distinguishing features. After a band of raw Somali led march forty miles in thirteen hours, fight a stiff action in the bush, and have no water but what they carry there. Camel Corps patrol rides 120 miles in forty hours without water, month after month the Corps covers from 300 to 400 miles in the thirty days, rations limited, heat intense, and water scarce and bad. Only because of their excellent training and their complete reliance on and devotion to their British officers were such feats possible of accomplishment. So under the officer grew so attached to these Islamists of Africa.

The campaigns are traced by Mr. Jardine with clarity and interest, the 1919 operations, in which the Air Force played so important a part, moving swiftly to their close with the ignominious flight of the Mullah to Aby-suya, there to succumb to disease, probably influenza. He and his lieutenants had ravaged the country for twenty-one years, during which perhaps 200,000 lives had been forfeited directly and indirectly, and the great cattle wealth of the land had been decimated. Unhappily, the overthrow of the rebel chief did not bring rest and contentment to the people, for the contrary, it broke the bonds that had united the loyal Somali tribes. When menaced by the Mullah they had stood solidly together beside their British protectors, whom they now view with renewed suspicion and mistrust.

But that is a phrase that is passed, giving happiness and prosperity to this proud, intelligent, avareicious race.

F. S. J.

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SUDAN COMMERCIAL PROSPECTS IN 1925.

From Our Resident Correspondent.

Khartoum

In this article I have attempted to provide the many readers of EAST AFRICA with a forecast of Sudan commercial prospects for 1925, in comparison with previous seasons. It should however, be remarked at the outset that there are a number of factors which I have not taken into account at the moment, yet each might possibly play an important part in adversely influencing the volume of trade returns and business in general. These factors may be described as:

- 1. Value of the year's rains
- 2. The local political situation
- 3. The arrangement between Egypt and the Sudan
- 4. State of Europe's markets
- 5. The value of the pound sterling

It is difficult to try to appreciate these five points in their true value. However, to state each in brief, for the benefit of those readers not having any direct interests or knowledge of this country:

Vital Factors

1. Should the rains prove insufficient, the export of produce would almost certainly cease and internal business would become almost entirely paralysed. Naturally, if the rains are deficient, the amount of foodstuffs and any movement of produce takes place internally or externally.

2. In a country like the Sudan, where the major proportion of the inhabitants may be termed "fanatic," the future is always rather obscure and should a movement similar to that of the autumn of 1924 take place business, particularly internal, would be adversely affected.

3. As a result of the British Note to Egypt, which constituted a reprimand for the murder of the late Governor-General of the Sudan, the status quo of the country, a condition due mainly to the operating of the 1899 Convention does not in reality exist. Under certain clauses the method and amount of customs duties were governed by that obtaining in Egypt. These anticipated by almost all business men here that the financial Secretary will be able to arrange certain amendments to these clauses which will greatly benefit local trade.

4. Unsettled for many European markets, reflecting the local market to a greater extent than in most

countries. Practically the whole exports of the Sudan are marketed in Europe. With the appointment of Sir G. T. Archer as Governor-General a change of policy may be expected. He had served under the Colonial Office, the policy of which, one might say, is stronger than the present régime.

Assuming that these five points are favourable to the country, I can state that I can state the prospects in saying that 1925 will be the best year ever known in the Sudan, and that past figures of trade values will be easily exceeded. My reasons for such a statement are embodied in the following comments on certain salient features of trade:

Reasons for Optimism

COTTON—Rain grown cotton has already been exported to the extent of 100% above the previous year's figures. Growth reports to hand concerning Tokar, Kassala and the Gezira all state that the plants appear healthy and almost

ripened. It is therefore all above the number of bantars of ginned cotton should almost double the previous record.

WHEAT—The 1924 harvest was good, and with the good rains next season one can assume that the available crop of 1925 will be available for export. Prices in 1924 were around £14 per ton in comparison with the 1923 figure of £12. It is therefore reasonable to think that 1925 quantities should fall between £10 and £12. A fair average and a good

return. As regards the price of wheat, it has been steady and over the year by year. It should continue to do so, particularly if a revision of groundnut shipping freights can be obtained.

GUM—Gum arabic has already commenced to arrive at the Jordanian Gulf markets in fair quantities. Although not the bumper crop of three years ago, it is above the average, and if demands and prices remain steady, excellent results should be achieved.

HIDES AND SKINS—After years of stagnation this line of export has begun to recover and exporters are looking forward to a good season. Demand is so light, with good prices offering.

CATTLE AND SHEEP—With the facilities now being afforded for the export of cattle to Egypt via Port Sudan, and I trust, the early smashing of the cattle dealer's market in Alexandria, cattle exports should considerably increase, and provided there are no sudden or severe outbreaks of foot and mouth disease the business should generally flourish.

In addition to the foregoing there are certain internal developments which cannot but considerably improve business.

CONTONICHALOS, DARKE & CO., LTD.,

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BUMPER COALS ALWAYS IN STOCK AT PORT SUDAN, AND STEAMERS SUPPLIED AT SHORT NOTICE.

Particulars apply to London and/or Khartoum Offices.

The loan of £1,500,000 to the railway will solve the present transportation difficulties to a great extent. Possibly an extension of the Kassala Railway to Gadarif, thus opening up a very fertile country, and a further branch line to Gallabat, to tap the North Western Abyssinian trade, will be undertaken, and this would prove of almost untold value.

Further, a private company has taken a concession to build a bridge across the White Nile from Khartoum to Omdurman, introducing a new system of trains in both towns, and installing water and light at Omdurman, Wad Medani, and El Obeid. The immediate result will be the employment of many hundreds on the scheme, and, with the completion of the bridge, will permit the development of Omdurman markets. This has always been retarded on account of transport difficulties.

I hear, too, that one or two big companies are seriously considering the possibilities of Kordofan Province. Should concessions be granted, many more thousands of pounds will be spent in the country.

Altogether I feel very optimistic with regard to the prospects of the year 1925, and I am of the opinion that these times which quietly suffered in business during the war and since will now be afforded an opportunity of once again coming into their own and sharing in the general prosperity of the Sudan.

"SUDANI."

EDITORIAL NOTE. THE BRITISH BUSINESS HOUSES interested in the Sudan trade can communicate with the Editor of this journal through the Editor's agents in Alexandria or Cairo are worse than useless for the Sudan, in which territory agents, not sub-agents, must be appointed.

"SOUTH AFRICA."

CONSEQUENT upon the death of Mr. Nathan South Africa, Ltd., proprietors of South Africa, has been reconstituted.

The new Board of Directors consists of Mrs. E. P. Mathers (Chairman), Mr. W. Powys Mathers, Mr. C. D. Baynes, and Mr. W. Banwell, the last named being Managing Director, with Mr. E. C. Dwyer, Secretary.

Sir THOMAS ARCHER, at the first meeting of the party given by him at Khartoum as Governor-General of the Sudan, announced that he would make a prolonged tour of the provinces to study problems on the spot and to get into personal touch with tribal and religious leaders and with the Natives generally.

His Excellency also read the text of a proclamation constituting a Sudan Defence Force, in which Sudan Native officers who have served in the Egyptian Army, etc., with few exceptions, will be employed. The Force will owe allegiance to the Governor-General, who is to appoint and dismiss all officers and in whose name commissions will be given. The Sudan Government undertakes to become responsible for the pay, pensions and gratuities due by the Egyptian Army to officers commissioned in the new Defence Force.

The garden party was attended by a great number of Sudanese officers, chiefs and dignitaries to whom the Governor-General's proclamation and address gave the liveliest satisfaction.

EAST AFRICAN DINNERS.

THE ANNUAL dinner of the African Society is to be held on Wednesday next, 28th inst., at the Trocadero, when the Hon. W. G. A. Ormsby Gore, M.P., and his two colleagues on the Parliamentary Commission to East Africa will be the guests of the evening.

We understand that a most important speech will be made by Mr. Ormsby Gore, and that it will answer doubts which have been entertained in certain East African circles.

Tickets for the dinner can be obtained at 5s. 6d. from the Secretary of the Society, the Imperial Institute, London, S.W.

We are able to state that another East African dinner will be held in London this year, probably in May.

It will be recalled that such a function was arranged last year and proved very successful, being much appreciated by old East Africans now resident on this side and by East African settlers home on leave.

As a result of the popularity of the dinner, it has been decided by those responsible for its arrangement to endeavour to make the event an annual one.

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The Rev. John R. Foster, twenty-five years of service in Uganda, and his scientific study of Native races, give great weight to his opinions, and we therefore quote the following passages from a long letter written by him to the Times:

There is a desire to educate the Native to an equality with the up-to-date European. Already the Natives are asked to carry a load of advanced knowledge, which is too heavy for centuries to reach. Surely we are asking too much from them. It is not in accordance with the knowledge of human nature to force this pace at such a rate.

It will be interesting to know whether the scheme for this education is to be a reproduction of that of our Board of Education at home. I should myself deplore the introduction of any scheme which would deprive the Native of his independence and manliness, and which missions of their control over Native education.

Compulsory education spells pauperism and destroys the ideal of education. It becomes a burden to parents if they have to compel their children to attend schools, and the children themselves hate school and long for the day of freedom. When I was a teacher in Africa I have more than once told boys that, if they were not obedient, I would punish them by forbidding them to come to school for one or two days. A result was tears of penitence, and a promise not to repeat the offence.

In Africa we tried to instil the fact that education is worth paying for, and that to obtain it, effort and self-denial are called for. I have had men as young as fifteen who have had to walk for a week to their homes to obtain food. They would never go back to the capital, and that is the week when they would repeat the journey. In the Buxton African School at Mombasa I met a number of Kayronde boys who had travelled (most likely on foot) 600 miles to attend it. They worked for half the day at an occupation which they could find, and out of their earnings they paid their school fees and maintained themselves. Such men value education and are worth training.

What I then plead for is judicious care, lest by misapplied philanthropy the manliness and the independence of the African should be destroyed. Rather than do this, it would be better to leave him with his bit of skin clothing, smoking his pipe at the hut door, for there he is at least a free agent and independent, and can supply his wife and children with food and shelter, knowing as he does how to build his own hut and grow his food without calling on the State for help. Educate him aright on Christian lines, in accordance with his mental growth, and assist him without pauperizing him, and then you will have in him a useful member of the Empire and a credit to humanity.

SWAHILI POEM.

We have to thank Professor Alice Werner, of the School of Oriental Studies, for the copy of a little pamphlet entitled "The Eowl and the Cat," being a Swahili poem in the Kisiki dialect.

This dialect has many peculiarities, and the poem is archaic in form, so that the ordinary reader with merely a normally good working knowledge of written Swahili will be very glad of the explanatory notes appended by Professor Werner.

All interested in the paper should send names and addresses of their friends interested in East and Central Africa, so that specimen copies of the paper may be sent to them free.

ESPRESSO DE CORPS.

Increasing circulation will enable us to serve East Africa with growing power and to extend the scope of the paper.

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TO READERS WHO ARE WRITERS.

The Editor cordially invites suggestions and contributions of East and Central African interest. He will always consider promptly any articles dealing with commercial or agricultural openings and achievements, sketches of the character and career of prominent East Africans, and of interesting incidents in tribal life.

Contributions should be written in double column and should be addressed to the Editor, 13 Clifton Road, Maida Vale, London, W.9. Contributions should preferably be 200 or 1,100 words in length, though shorter paragraphs may also be submitted. Each contribution should be marked with the number of words it contains. While every care will be taken of all matter submitted, responsibility cannot be accepted for its safety.

An occasional short story of East African setting will also be published.

Every reader has a story of interest and value to other East Africans. By pooling experience time and money are saved, progress is quickened, and East Africa's reputation enhanced. Will you help us to help East Africa in this way? New writers are welcomed.

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Pharmacist & Toilet Specialist,
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We have been asked to allocate some of our space to the special interests of the large and growing number of ladies in the East African territories, and we have accordingly arranged for this page to be conducted by a lady who has spent some years in East Africa.

THE WHIRL OF THE WORLD.

Concerning St. Paul's Cathedral.

It is truly extraordinary how much money there always is available in England at any moment when it is really needed, such, for instance, as in the crisis which has suddenly arisen regarding St. Paul's Cathedral.

Quite suddenly it has been brought to the notice of the public by the *Times* that when a beautiful Cathedral is in imminent danger of collapsing unless immediate steps, involving an expenditure of some £50,000, are taken to renovate the stances which hold the dome and generally to tone up the ancient structure.

On the very day there has been a response to the *Times* of £125,000. All sorts and conditions of folk are sending contributions to the Cathedral Preservation Fund, from millionaires to quite small folk. One of the latter sent 2s. with a note saying: "Daddy says if I send this it will stop the dome from falling down."

Canada, Australia, New Zealand, and other of our English overseas are contributing, and I wonder whether the women of our youngest Colony will make a good record. It would be wonderful if the Editor of the *Times* would do us the honor to ask East Africa could show the continent with Africa wouldn't it?

The Sales.

The sales are really diverting these days, that is, of course, when the people of this fog-bound island are permitted for a short space to go shopping. The men are becoming quite expert in the picking and choosing line, and I hear many of them have been in luck's way regarding "real bargains."

White nappery is still first favourite among those who "do things as they should be done" and really beautiful are some of the worked designs on D'Oyley and fray cloths.

Fans and Tassels.

Fans are in favour once more. The newest are fashioned of lace and are trimmed with a flower or a delicate fringe of tiny feathers. A charming afternoon ornament is a flat necklet

composed of coloured ribbon velvet, which hangs below the waist line in front and ends in a tassel of brilliants.

English's Dresses.

The very newest change-taking place in fashion salons is an alteration in the silhouette. Though the general outline is still slim, there is now a decided addition to the fullness in the front breadth for coats, as well as of skirts. Multiple hems is another new feature of the frock. The other day I saw one on a tunic dress of lavender blue cloth, stitched in blue, rose and white, and it looked

Grated Fish.

For marketing yourself and procure the fish, wash it in cold water and leave it immersed until you have had your colling. You will need two or three large tomatoes (English if possible), a small handful of peppercorns, and of fresh butter two ounces. From the garden pluck three or four bay leaves.

Cut up very finely the tomatoes, which, together with the butter, the peppercorns and the bay leaves, you will place in your iron saucepan. When the admixture is thoroughly warmed, pop in the fish, baste well with the gravy, and when the fish is cooked, turn it out on the hot. Allow to simmer gently for an hour or so, and don't forget to serve with hot plates, as the charm of the dish vanishes with lack of heat.

J. E. GRANVILLE.

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INFORMATION
 East Africa. Information for the Editor of the magazine is to be sent to the Editor's office on any matter. One of its principal objects is to contribute to the development of that Africa, British trade throughout East and Central Africa, and any information which readers are willing to give for that purpose will be cordially welcomed. Manufacturers wishing to appoint agents, and agents seeking further information, are invited to communicate with the Editor. No charge is made for the space rendered by the Editor in such matters.

Firms in East Africa are invited to give us the address of their London representatives, as we can sometimes put inquiries in their way, and Home Houses are for the same reason invited to notify us of their agents in East and Central Africa.

South African banks announce that they have revised their rates of exchange from January 9. Buying and selling rates for the East African territories may be had on application to the offices of the banks.

Mr. A. D. Easterbrook, who has pioneered with wireless in Nyasaland, has recently picked up Cape Town, Durban, Johannesburg and even London on his demonstration set at Blantyre. His success is likely to create a demand in the Protectorate for receiving apparatus.

During the month of November, 1923, an East African port received 34 tons of iron and steel, and a considerable amount of iron pipes, girders, beams, joists and other building material.

Deliveries of glassware amounted to 107 cwt. and those of earthenware to 255 cwt., of enamelled ware 40 cwt., aluminium ware 19 cwt.

In the miscellaneous group are to be noted 47 cwt. of laundry blue, 104 cwt. of starch, and considerable quantities of musical instruments, umbrellas, matches, &c.

The importations of cotton piece goods were as follows:

Cotton Piece Goods - bleached	119,545 yards
dyed in the piece	1,205
printed	1,800
unbleached	15,879

During the week ended December 13 imports into Malindi included 2,847 packages of agricultural implements, 1,403 bales of blankets, 1,938 packages of cement, 2,773 bales of cotton piece goods, 759 packages of galvanized sheets, 3,000 of iron and steel manufactures, 127 cases of lamps and lanterns, and 1,044 cases of tea.

The most noticeable feature of the export returns for the same week is the activity of Germany, which has exported 221 bales of cedar slats (out of a total of 576 bales), 38 bales of cotton (the total shipped), 1,474 bales of ground nuts (total 1,504), 28 bales of hides (total 80), and 500 bales of manure (total 500). There is a very heavy export of German manufactures, such as bicycles, and other goods in a large quantity.

We are informed from Kenya that a considerably increased number of Indians are trading in the reserves. As Native production expands, more of their compatriots are likely to follow the same course.

During the nine months to the end of September last Nyasaland imports totalled £221,190, as compared with £240,747 in the corresponding period of 1923. Exports show an even more marked increase, rising from £368,957 to no less than £667,554.

The Hon. W. G. A. Ormsby-Gore has, in an interview, given what he described as a remarkable instance of the advent of Western civilization in Africa. He had seen, said he, a black African chief-tain wearing absolutely no clothes and riding a bicycle made in Wolverhampton.

The imports of cotton piece goods into Tanganyika during the month of October last were:

White, bleached	224,892	383
Printed	222,153	841
Dyed	384,479	802
Coloured	282,013	802

Cotton manufactures not otherwise specified (value) £668,000.

Tanganyika's imports of cement during October aggregated 118 tons, while those of galvanized iron sheets amounted to 102 tons, of iron and steel manufactures 10 tons, and of iron pipes 12 tons.

According to a report from His Majesty's Senior Trade Commissioner in South Africa, Northern Rhodesia imported during 1923 merchandise (excluding Government stores) to the value of £502,000, of which £213,000 came from the United Kingdom, £182,000 from South Africa, and £107,000 from the United States. There is a slight falling off in the imports from this country, though both the other sources named show considerable advance.

Mr. Ormsby-Gore, M.P., who represents Stafford, has been telling his constituents that during his tour of East Africa he found Germany and Japan very active in getting a footing in trade, both in the purchase of raw materials and in supplying Native and European wants. More publicity of this sort in British and commercial centres is urgently needed.

Mr. Linfield, one of the Parliamentary Commissioners, who have just returned from East Africa, has stated that one Uganda firm disposed of 16,000 bicycles last year. It is, he added, becoming almost a reproach for a Native of Uganda not to cultivate his cotton patch and so provide himself with the means of buying a bicycle, and not only a bicycle, but such other goods as clothing, furniture, and other commodities usually associated with civilization. At one Native home I visited I found a well-kept garden, a bicycle leaning against a wall, and inside a table and other furniture, including a hanging lampshade with a stock of books.

EAST AFRICA

EAST AFRICAN STEAMSHIP MOVEMENTS.

BRITISH INDIA
 "Rhoadella" arrived Zanzibar January 19.
 "Karapart" left Port Natal for Delagoa Bay January 19.
BULLARD KING.
 "Umona" left London for Beira January 16.
 "Uiazinto" left Las Palmas for Beira December 31.
CLAN LINE
 "Umzimba" arrived Delagoa Bay January 12.
 "Umfali" left Kingooh for Delagoa Bay January 19.
CLAN MACLAGGAN
 "Clan MacLaggan" arrived Delagoa Bay for Mauritius January 12.
 "Clan Macellar" left Liverpool for Mauritius January 3.
 "Clan Murray" arrived Beira homewards January 1.
CLAN ELLERREY HARRISON
 "Intombi" arrived Port Sudan January 17.
 "Clan Maciver" left Dar-es-Salaam for further East African ports January 4.
 "Sunder Hall" arrived Kilindini January 17.
WILKINSON AND BIRD, STEAMERS
 "City of Eastbourne" left London for Delagoa Bay January 17.
 "Melford Hall" left London for Beira January 3.
 "City of Norwich" left Las Palmas for Delagoa Bay January 8.
 "Urbino" arrived Delagoa Bay January 18.
 "Kasapa" arrived Mauritius for Delagoa Bay and homewards January 17.
GERMAN CITY AND HALL
 "Croxeth Hall" arrived Beira from Delagoa Bay January 16.
 "City of Valencia" arrived Port Sudan January 18.

ISLAND AFRICA
 "Randfontein" left Delagoa Bay for further South African ports January 17.
 "Springfontein" arrived Kilindini for South African ports January 15.
 "Rietfontein" left Kilindini for further East African ports January 12.
 "Nkerk" arrived Mossel Bay for East Africa January 17.
 "Boeroc" left Rotterdam for East Africa January 4.
 "Alchiba" passed Gibraltar for East Africa January 11.
 "Jagersfontein" left Ymuiden for East Africa January 15.
 "Hoenkerk" arrived Zanzibar for further East African ports January 17.
UNION CASTLE
 "Gomp Castle" passed Perim en route to East Africa January 15.
 "Durham Castle" arrived Beira January 11.
 "Gorth Castle" left East London for Beira January 18.
 "Gascon" left London for Beira January 15.
 "Childford Castle" passed Gibraltar for East Africa January 13.
 "Hanstempus Castle" left Las Palmas for Beira January 23.
 "Normanby" arrived London from Beira January 15.
 "Sandown Castle" arrived Delagoa Bay for Beira January 9.
 "Gloucester Castle" arrived Genoa from East Africa January 18.

PASSENGERS FOR EAST AFRICA

"City of Eastbourne" which left London left with the following passengers:
 Mr. R. H. Green-Wilkinson, Miss J. Porter, Miss E. M. Lucas, Mr. A. M. Wilshire, Miss G. E. Owen.

WILLING'S PRESS GUIDE.

We have received a copy of the fifty-second annual issue of Willing's Press Guide, published at 7s. 6d. a handbook invaluable to all connected with advertising and press work. In addition to complete lists of newspapers and periodicals published in the United Kingdom, there are lists of foreign and colonial papers.

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EDITORIAL

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TURNING ON THE SEARCHLIGHT

During the past week we have received numerous proofs that our disclosures on the subject of East African trade are being carefully studied and are appreciated by British business houses.

Conversations have reached us from all quarters, and a number of our readers, whose co-operation we gratefully acknowledge, have urged us to keep to our policy and shed more light on foreign, and particularly German, activity in the commercial field of East Africa.

We had already determined to conduct our own independent investigations in this country, and, at the moment of writing, we have before us a mass of evidence, all tending to corroborate the reports already published from our resident correspondents in East Africa. They have been leaders in their own country, and have been in East Africa for many years. On this side we have been supplied further detailed facts and figures, which we shall discuss during the next few weeks.

The searchlight must be focused on the position that difficulties and dangers are to be seen and overcome. The enemy is attacking himself and receiving reinforcements while we look on. He should not have been allowed to cross No Man's Land again. We were less reliable than we should have been, and now we are reluctant to turn our heavy artillery on to his defence guard. It will pay us to do so, for he has friends within our own

What position is unpleasant. It hurts our national pride. It suggests that we were as ill-prepared for security as we had been for war. We had not planned ahead, we are not doing it to day, and we have to be reminded of our fault.

Brief self-searching is our only need. Our mind cleared of preconceived ideas, we can judge the situation on its face, and then apply the proper remedies. We possess the means, but having been lulled into a false sense of security, we have not thought it necessary to take necessary, vital steps, and a very serious and to be feared. Some nations fight on, others Britons put forth their best endeavours when times look black and when they have found out the unpleasant truth. In the African continent, half the population is black, and needs to be



GERMAN THREAT TO OUR EAST AFRICAN TRADE

"EAST AFRICA'S" SPECIAL INVESTIGATIONS IN GREAT BRITAIN.

Public-Opinion Co-operation of Exporters to East Africa.

We have, during the past few weeks, thrown light on the commercial repenetration in our East African territories by foreign competitors and, in particular, by Germany. Our resident correspondents in the various centres have, in the numerous articles in which comparison is most keenly manifesting itself, given us a series of well-

reviewed and specific facts about the developments. Since the publication of the first of these revelations we have discussed the matter with several prominent East African business men, now or late in this country, and they have, one and all, expressed their agreement with practically every word that has been written. Moreover, we have been able to consult a number of leading exporters in the country with the closest East African experience extending over many years, and the information they have been good enough to give us corroborated the reports which we have already

published. In the interest, to express appreciation to the public-spirited manner in which our inquiries have been met by certain houses exporting to East Africa. In one case, we were given access to all the books and accounts of an exporter, and in an interview extending over half a day, privileged to see invoices and particulars of shipment for practically every imaginable line of goods. We examined the entire evidence files, the private correspondence of the firm, and the

correspondence of its agents, and we have been able to give you a fairly complete picture of the

German Aliveness and enterprise

This latter feature of publicity has been brought to our special notice by everyone whom we have consulted. Well-prepared catalogues—printed in English and carefully illustrated—of German manufactured goods are being sent out by the thousand. Illustrations are important for pictures and prices are understood where phraseology is misleading. Special sales letters, circulars, private inquiries, and even cables are reaching British business men interested in East African trade in an ever-increasing volume. The managing director of one concern told us that practically every Monday morning he received no less than a sackful of foreign mail matter, practically the whole of it emanating from Germany.

Another well-known authority provided us with two instances of German houses sending special, well-trained, English-speaking representatives from Germany to the country in order to follow up an enquiry which they did not wish to be refused, but which gave prospects of new foreign trade business. In each case the service offered by the German house was so complete that it was practically impossible to refuse it. In one case, the special article required costed one-fifth of the price quoted by the lowest British firm, and in the other case about one-third lower. These figures, it may

be mentioned, do not date from the days of a depreciated currency, but were quoted within the past six weeks, that is, since the introduction of the Rentenmark.

Germany, then, is by every means in her power seeking to consolidate her re-entry into the trade field of African territories. Such a purpose, alertness and service are characteristic of German houses. It is to be feared that in many cases, British firms are far less alive to the opportunities which they are missing, and which are being eagerly snatched by other nations. Numerous specific instances have been brought to our notice. We could enumerate a dozen, but three, which are characteristic of many other letters, shows us, may suffice.

The question of credit

The granting of credit is perhaps the most frequent objection raised by British houses. It is, of course, suggested that the conditions offered in East Africa by German houses, in which we have drawn attention, should be imitated by Britain, but in the face of such facilities, not merely offered, but granted by Germany, it is obvious that British houses must be provided with the means of meeting this competition. This subject of credit facilities is intricate and varied, and we propose to deal with it later in a special article.

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Of the instances we could give, one of many is of a firm which had supplied an exporter for a period of years with hundreds of pounds' worth of goods. On this occasion the exporter needed a small spare part, the cost of which was less than 7s., and the reply received by him from a certain British house was that the article was ready for despatch on receipt of a remittance from him—and then the 7s. worth of merchandise was too late to be of practical use this season. Had we not seen the actual letter signed by a responsible official of the firm in question, and also seen the ledger account, we should have been tempted to believe such a statement.

Delays in Delivery

Time of delivery is of the utmost importance to most East African buyers, particularly as the demand for European or foreign consumption is largely seasonal. It has been represented to us in this chapter and very often by British manufacturers are far less alert to this important factor than our foreign suppliers.

COTTON PRODUCTION IN TANGANYIKA

Specially Written for East Africa

By An Old Tanganyika Settler

Morogoro.

THE cotton season ended last November in the Morogoro District and on the whole the Agricultural Department must be congratulated on the results. Nearly 2,500,000 kilos, or, say, 2,500 tons of Native grown cotton passed through the hands of the Government in this district alone and the grading showed roughly 72% firsts, 22% seconds, and 6% thirds.

There are of course many things to be learnt from the experience of this last season and to those readers who are cotton it may be interesting to peruse the following.

Anybody who travelled through the district planted with cotton would at once be struck by the large amount of cotton lying on the ground. This I attribute to the amount of cotton seed issued to individuals by the Government last season being far too much; as a consequence the Native farmer could not obtain people to harvest it. Moreover, the high price paid for the cotton resulted in the Native obtaining sufficient money to last him several months, and he therefore considered it unwise to harvest the crop before the usual time.

The general policy of the Government was, I think, held to assert itself too leniently, which policy is responsible for the grading figures previously quoted. It has been pointed out that first grade Native cotton is better than plantation cotton, i.e., the production of European planters; but no mention is made that the plantation cotton was ungraded. This is clearly due to the fact that the plantation crop is a very poor quality. It is, I consider, a very bad policy for both parties. The purchaser found himself to take all the cotton picked, and some which I have personally seen was fit only for the fire.

When the planter wants to plant next season he will suffer from this non-grading, and the question is one that needs prompt consideration. All the seed from first grade Native grown cotton is reserved for the Government, which has published a notice that none will be given out to European planters. If they require seed, they can purchase it at the ginneries, the seed being from plantation cotton and ungraded. To the average planter the folly of planting in any but the very best seed is apparent, yet he has no other remedy than this, unless he imports from Uganda or Nyasaland.

The Government, it must be admitted, is badly handicapped by the lack of staff with a knowledge of cotton growing, and by growing a few real commercial experience, not the planting of a few acres, especially with enough boys to give each plant individual attention, but large scale operations. Being short of such persons the authorities are hardly able to advise the planters when difficulties crop up, but there ought to be more the policy of the Government to give practically all their attention to Native production.

Native Thefts.

Towards the latter end of the cotton delivery season thefts were getting very numerous, and in the majority of cases the European was the sufferer.

Some of the following cases brought to my notice all show that Native is already up to many shillings.

A merchant who was taking delivery of cotton had occasion to use the Government store, where it was the custom to employ a certain number of boys to bag the cotton after it had been examined. During the night while the work was general in progress, some of the Natives would get hold of a full bag of cotton, slip it behind the store, and later in the night pass it to a friend, who next day would bring it up and sell it back to the owner. No doubt they shared the money realized.

The following would, I believe, solve the problem of these thefts. When a Government official issues cotton seed to a Native, he might be furnished with a "green-backed ticket" on which is recorded the quantity of seed issued. On harvesting his crop the Native would produce this ticket, the purchaser writing in the amount of cotton bought. This would make it possible to judge if the boy was bringing in cotton other than his own, allowing, of course, a fair return for the amount of seed planted. Furthermore, this system would afford invaluable data for the Agricultural Department.

Other cases of theft. I have had Natives picking cotton from European estates and leaving a bag or so on the ground to be collected at night and conveyed to the house of a friend.

An amusing incident happened one day during the week.

A material distance, and on his return saw another person taking up his bag of cotton and about to receive payment. On my asking the delinquent why he had done this to other man's property, he used a Native expression meaning "I am innocent-minded." It was seen to the man's surprise, but waslet off through lack of evidence.

Difficulties.

One of the difficulties which the purchaser of cotton has to contend with is the fact that the cotton is often so badly damaged by the weather that it is a great eye-sore to planters to see large mounds of first class cotton exposed to the varying weather.

Labour is getting worse and worse. A certain firm, which does its transport by one-ton motor trucks, is having far from a good time. Owing to the appalling state of many of the roads, the cars are constantly breaking down, and most of the drivers are a great source of worry. Each car is supposed to do eight trips in twenty-four hours, taking twenty-five bags per trip. It is a money-making game for the Native driver, who reaps quite a rich harvest from pedestrians who want to go in the same direction. One driver, who to his surprise, came to grief, went a bit further, making it a habit to leave two bags of cotton at a certain spot to be brought in to the market next day by a friend and sold.

For the same reason, sections of good fields of fresh land has been ploughed and cleared, but with the ever-increasing labour difficulties, it is hard to see a trouble ahead for some of the European planters.

EVALUATIONS of every description. **REPORTS** ON **ESTATES**. Purchase of **Real Estate** (land, stock, bonds, property) undertaken on commission for British firms. **SHOOTING TRIPS ARRANGED** IN **MALGOLM BOSS** **Game, Tanganyika Territory**

IVASALANG TEA PROBLEMS AND PROSPECTS

Comparisons with India

Specialty Edition for the East African

By Rogers

RECENT articles in EAST AFRICA have brought to light the fact that Ivasalang is going to be a factor in the tea-producing countries of the world. It will be possible to interview in the opinion of one who has been for over 100 years on the most up-to-date grounds in the Ivasalang area, and the Ivasalang area will have a tea garden.

There are four main points to be considered:

- (1) Location.
- (2) Soil.
- (3) Climate.
- (4) Labor.

The location of Ivasalang is in the mountains of the Ivasalang area, and it is a high mountain, though not as high as the mountains of the Ivasalang area. The soil is a rich, dark soil, and the climate is a high mountain climate. The labor is a high mountain labor, and it is a high mountain labor.

When the Ivasalang area is compared with the Ivasalang area, it is found that the Ivasalang area is a high mountain area, and it is a high mountain area. The Ivasalang area is a high mountain area, and it is a high mountain area.

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Ramifol is well distributed and varies from 50 inches in some places to over 100 inches on the slopes of the mountain.

The soils on the slopes of the mountain are particularly suitable for tea growing, and with more attention being given to wash prevention and drainage a much larger area than at present anticipated could be planted out.

Tea Problems

(4) In addition to driving power for machinery, the heading machine, fuel for dryers, etc.

Wood is at present the only fuel, neither coal nor oil being available for the sort of transport details them from consideration.

Coal has been found by the Portuguese in East Africa, but whether this discovery will have some bearing on the solution of the power problem is questionable.

Quality and working cost. Scumming for filler, by the event of the Zambesi railway bridge being erected, oil will be available and will be introduced, and a few of the gardens are run by water turbines, and though this is a solution of the question of driving power, it does not overcome the main question for dryers, where timber is available and careful conservation and re-plantation are necessary. It will, of course, be possible to carry

General Features

The present area under tea I estimate at about 5,000 acres, with a production, including local consumption, of about (probably over) 1,250,000 lb. The average output per acre is small, but this will improve on better cultivation, drainage, and attention to soil and vacancies, etc.

The present set of bushes is very mixed and a lot of local hybridism has taken place in the seed crop, but how far this has recently been instigated by the introduction of tea from India is not clear. The tea is now being planted in the Ivasalang area.

The extent of land available for tea planting is a debatable point, but at a rough estimate I would put the acreage at from 8,000 to 10,000 acres, and would say this is a low figure. All this acreage would be between 2,000 and 3,500 ft. above sea level. Recent sales have proved the quality of the tea to be good, and, once a market is established, it should equal that of gardens at similar heights in the Darjeeling and Ceylon areas.

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NYASALAND AGRICULTURE

The annual report of the Nyasaland Department of Agriculture for the calendar year is a very comprehensive and useful work of reference. The general position of the various agricultural industries of the Protectorate has been fully covered by reports on Forest, Nyasaland, and other issues, and we therefore review the publication very briefly.

Nyasaland tobacco is described as the only Empire grown tobacco which can challenge the supremacy of certain classes of leaf on the English market, and it is urged that no efforts should be spared to strengthen the creditable position gained by the Protectorate in a few years. The appointment of a Tobacco Specialist by the Government is recommended. Wide extension of tobacco growing by natives is foreshadowed, but close supervision is necessary to be maintained in order to ensure the production of tobacco of good quality.

We are reminded how rapidly Native cotton-growing has increased by the fact that the tonnage of seed cotton increased from 355 tons in 1922 to no less than 147,100 in 1923.

The statistical tables contained in the Report regarding both European and Native agriculture are most useful, as are the particulars given by the Chief Veterinary Officer, the Chief Forest Officer, the Agricultural Chemist, and the Government Entomologist.

A considerable number of publications are issued by the Native Department. Some of the most valuable are those which are considered to pertain to the Entomologist. For instance, Mr. Colin Smea, the Entomologist, records investigations into the reported occurrence of tsetse fly at Chitremo, into bollworm and pink bollworm in cotton, and into the activities of nyserere ants in seed beds, when the seed is on the point of germinating. The official division's analysis of tobacco soils is exceedingly valuable, and the report on afforestation by the Government is of great interest.

OIL DRILLING IN P. E. A.

The Inyananga Petroleum Company is reported by the Oil News to have drilled three boreholes on the Trans-Zambesia Railway some 200 kilometers from Beira.

Borehole No. 1 was taken down to 325 feet, about 100 yards away No. 2 was sunk to 300 feet, and at a point another 2,000 feet distant No. 3 is being put down. Latest advices give the depths as 510 feet.

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PERSONAL TOUCH

The Editor of *East Africa* should be a real personal and valuable link between an interested in Eastern and Central Africa, and he looks forward to meeting all such readers, particularly those on leave from Africa. Between 10.30 and 11.30 a.m. daily (Tuesdays and Saturdays excepted), the Editor is always at home to visitors, who are invited to drop in for a chat; those who cannot manage to call, between those hours are requested to telephone or write for an appointment.

ESPRIT DE CORPS

Will readers help the Editor by sending him full names and addresses of their friends interested in East and Central Africa, so that specimen copies of the paper may be sent to them free? Such attention will enable us to send *East Africa* with growing power and to extend the scope of the paper.

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TO READERS WHO ARE WRITERS

The Editor cordially invites suggestions and contributions of *East Africa*. Contributions will always be gratefully accepted, and will be published if they are of a high standard of achievement, sketches of the character and career of prominent East Africans, and of interesting incidents in township, bush, or tribal life.

MS's should be typewritten, double-spaced, and with wide margins on the left of the paper, only accompanied by stamped addressed envelope, and preferably 2/6 or 3/0. Although short paragraphs may also be submitted, each contribution should be accompanied by a return address, and all letters submitted are held in reserve for publication at the Editor's discretion.

An occasional short story of East African setting will also be published.

Every reader has a store of interest and value to other East Africans. By looking, experience, time and money are saved, progress is quickened, and East Africa's reputation enhanced. Will you help us to help East Africa in this way? New writers are welcomed.

WHAT EAST AFRICANS THINK

Letters to the Editor

The Editor welcomes communications from readers, who are asked to send full name and address, whether the letters are to be published under their name or under a pseudonym. *East Africa* does not necessarily identify itself with the views expressed, but will gladly make this column a forum for its readers.

All communications should be addressed to the Editor at 87-89, Great Lincoln St., London, W. 1. Telephone Museum 2077.

The Editor is prepared to appoint free correspondents in all important East African centres and invite applications.

WHAT OF THE FLAG?

Specialty Written for "East Africa"

Khartoum

The foreign and by any means the British community in the Sudan is greatly perturbed over the question of the flag. When British troops first stand after the murder of Sir J. G. Stack, it seemed that the day of the agitators was past, and that Authority meant to make itself indisputably supreme in the Sudan. That very necessary consummation will never be brought about in the eyes of the Sudanese—and, after all, their impressions are the most important—and the Egyptian flag is hauled down from our Government's flagpoles throughout the country.

By the terms of the Condominium it is the masthead side by side with the British flag. Naturally enough, the Sudanese expected to see it disappear when the Egyptian military units were expelled from their country. Its retention has given Egyptian political agents an opportunity of saying that Great Britain dare not offend Egypt. They have, in fact, made far more exaggerated claims, and to the thousands of Sudanese have heard that British evacuation and repudiation by Egypt are to take place.

Illiterate Natives cannot understand the ways of the world, but they do pay attention to the visible signs of things. With the Egyptian flag flying over the Sudan, the Sudanese feel that the Sudan is not Egypt but a very considerable influence over the destinies of their country. It is a question of prestige and one which it will be wise for our administrators to settle promptly. Procrastination is dangerous. In everything but outward symbol of Egyptian governmental influence is, we are convinced, non-existent.

Then why should the factor of the flag be a fiction with no real basis in fact? It is a question of prestige and development, and it is a matter of the machinations of our British and self-seeking plotters.

FINE DISTANCTIONS NOT UNDERSTOOD.

After talking with the British officials, who have spent their lives in governing the country, know more about it than seven Cabinet Ministers at home, I have come to the definite conclusion that writers must stand where they are in the Sudan, writes Mr. Ward Price from Khartoum to the Daily Mail.

Mr. Austen Chamberlain's statements, interpreted in Egypt as a definite pledge that the Anglo-

Egyptian Condominium remains unchanged by what has happened, have been made without that knowledge of local conditions which only a personal visit can give.

Similar lack of perception led to the blunder of allowing the King of Egypt to appoint by his sole decree another British official as successor to the Governor-General, for whose murder the Egyptian Government was morally responsible.

British Ministers should remember that in the Sudan we are dealing with primitive people who do not understand the fine distinctions of diplomats. To their minds Egypt is a joint and equal partner with Great Britain in the suzerainty over the Sudan, and that is not so.

So long as the King of Egypt's flag flies there in the Sudan, as the Egyptian National Anthem is played on ceremonial occasions before God Save the King, it will continue to be possible for Egyptian intrigues to hold out the prospect of eventual British withdrawal from the Sudan as well as from Egypt. The Sudanese would hate to see us go. But Orientals like to know definitely who are their masters.

KHARTOUM TO KISUMU BY AIR

Khartoum to Kisumu has caused several special articles to appear in the home press on trans-African air routes.

Major W. T. ... was concerned in laying down the first Cape-to-Africa route, writes to the Manchester Evening News.

Until the Southern Sudan was reached everything was comparatively simple, but there was unaccountable ... as the Sudan region ... of ... stretch of ground sufficiently solid to provide an aerodrome, or any stretch of ground sufficiently free from gullies, mudbanks or other obstacles to provide a landing place for seaplanes.

When we got to the region of the central lakes, the sturdiest heat proved another obstacle, because vegetation grew so rapidly that in ... cleared a space large enough for an aeroplane to descend on than the vegetation had grown again at one end. They work of keeping these landing grounds clear is enormous, and gangs of Natives must be kept specially for cutting down and clearing the jungle. As soon as they get to one end of the aerodrome they have to return and start once more at the beginning.

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An alternative route from Cairo to Capribe, of course, lies by way of the Nile, the Central Lakes, and thence to the Zambezi River and the coast of Portuguese East Africa, and around the coast to Capribe. This route may possibly be tried by an R.A.F. machine shortly. Incidentally, it is worth recording that, although the route from Cairo to Capribe was opened in 1919, only one aeroplane has so far succeeded in flying over the course.

UGANDA LABOUR PROBLEMS.

By Mr. B. B. B.

WE have been privileged to see a memorandum presented to the East African Protectorates Commission by Mr. G. C. Baines, one of the oldest and best known settlers in Uganda. From his statement we extract the following:

Are we justified in dividing the Protectorate into 'productive' and 'unproductive' areas? I submit not. It is true that certain parts of the West Nile, Ankole, Toro, and Kigezi are not suitable for the cultivation of cotton, but are they, for this reason, to be termed 'unproductive'?

These districts may not produce cotton, but the West Nile, Ankole and Kigezi are all very fine stock districts and Toro has a very good soil. It is also a very fine area for the production of sisal and sisal plantations in this Department are at present, these countries would provide us and the Eastern Congo with butter, meat, and wheat, which we now import from Kenya. They would also very largely increase the hide and skin trade, which is gradually reviving, and which holds no mean place in our export list at present. I advocate the development of the natural resources of these districts as a means of increasing the production of the raw materials of the cotton industry.

It is also true that the natives of these districts in general have from their long and close contact with the white man, a high standard of morals, who are infinitely below that of the Kigezi and West Nile people.

There would be some justification for the introduction of Natives from the Western Province and the West Nile into Buganda, Busoga, and other parts of the Eastern Province if the supply of local labour were not sufficient for the demand. Local labour in these districts may have to be augmented when work of an magnitude and of an exceptional character, such as the construction of a railway, is to be undertaken, but I venture to think that if the Muganda, Busoga, &c., had a hand, day's work there would be no necessity for the introduction of outside labour for plantations, business and other enterprises.

I am with all deference that the present method of gauging a man's productivity—e.g., by dividing the value of cotton produced in his district by the number of taxpayers therein—is not sound. Until we have means of ascertaining what foreign labour is used in the cultivation of cotton in Buganda, Busoga, &c., it is not accurate to say that because the Muganda's cotton sales average so many shillings per capita that he, and not a Mugisha, Alur, Mukong, or a Mubutu, who has been induced to come to Buganda to earn a few shillings and is young back to his home diseased, is the real producer.

Let us admit that there is a labour shortage, say in Buganda and Busoga. I think there are two main reasons for this: (a) disinclination for work by the indigent population, and (b) want of labour-saving machinery and labour-saving devices and appliances.

I confess I cannot suggest any means of making a native work, if he does not want to. Some say he would put in longer hours and do a better day's work if he were properly fed. Who is better fed than the 'house boy'? It takes about six of these to do the work of an English man or a Zulu boy. Who puts in a longer day than the vegetarian Indian ryot or the Chinese man? I am afraid it is not a question of feeding, but of sheer idleness.

Our present methods of building, of making bricks, of pulling out grass, of making planks, of making bricks, of making rolling roads, planting, and so on, are all done by manual labour, and we must adopt modern methods and educate the native to use mechanical appliances and other labour-saving devices.

When the Public Works Department will not require £12,000, men a month (as are supplied by the Government) and it will not be necessary to make an indigent native from Kigezi walk 200 miles to get to his work, it is probable that in some instances some four months' work, very probably a month's work morally and physically, when he left his home.

One cannot very well stop a private employer of labour from wasting it—his bank will do that for him soon enough—but I would respectfully urge that a Committee be appointed to inquire into the labour requirements of various Government Departments, and to make suggestions for the introduction of labour-saving appliances and the proper training of natives in the use of these. I have no doubt that a great saving of labour and money would thus be effected.

I agree with other members of my Chamber that the proposed labour recruiting organisation is too elaborate and that the recruiting costs are excessive.

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OUR WOMAN'S PAGE.

We have been asked to allocate some of our space to the special interests of the large and growing number of ladies in the East African territories, and we have accordingly arranged for this page to be conducted by a lady who has spent some years in East Africa.

THE WHIRL OF THE WORLD.

Prima FIDES.

OVER here we have seen from the sublime to the ridiculous in the matter of perambulators. Enormous affairs, like unto young Danimers, appear at most inopportune moments to impede one's journeyings to and fro upon the path of life. But a baby carriage should give the maximum amount of comfort.

Indeed, a certain school of medicine maintains the theory that practically all the ailments of man emanate from the spine. Whether this be so or not, the spine of the newly-born and the young child must be treated with all the care in the world. All the knowledge about spinal care that we have accumulated must be placed at the disposal of our

Now, although we do not require luxury to the point of absurdity, all the "points" of the perambulator should be thoroughly overhauled before a decision is made, the ball-bearings, springs and wheels ought to be as perfect in their way as the mechanism of one's car in its noise and stability.

Nowadays the brains of the expert are almost as busy in the fashioning of automobile wheels as they are in the construction of baby carriages.

It is only fair that the spine of the young child should be jolled less than that of the newspaper in the hands of his father should remain steady during the latter's transit to and from his business. The father will surely agree upon this point—agree to the tune of buying up the finest "pram" on the market, if the reason is adequately demonstrated to him.

There is hardly anything more necessary to the welfare of the "future of the race" than that the quarters in which he has to spend the greater portion of his life should be adequate in shape and form. Remember, he spends practically the whole of his days upon the horizontal, that the spine, the most vital and at the same time the most vulnerable part of his wee person, and that to submit his body to jerks and jars, day in and day out must have an injurious effect upon him, if not actually during his infancy, then assuredly during the days of adolescence.

The bolstering of the carriage should be of horse-hair, padding. A mattress of the same material is preferable to the leather-filled variety in general usage. Babies should never be laid upon too soft a substance, for this practice leads to malformation of the spine in later years.

The newest "prams" to be noted, carry a useful extension strap, an economical attribute which enables one to use the same carriage until the infant has passed far beyond that blessed first-stage of walking periods.

Umbrellas as Vanity Bags.

Vanity bags are built in such slender dimensions these days that they cannot possibly hold as much as they ought in order to be of any use. So now,

the lip-stick and the etouffees are carried within the bosom of our funny, stout little umbrella, or in a fully grown attic case. O. Temper. O. More!

The Court Shoe.

The court shoe is quickly coming into vogue again for everyday wear, and I would have you note with no ornamentation save the tiniest bow, imaginable.

Spring Fashions.

The first springtime fashions are now figuring in the most fashionable shopping quarters. From the colonial plate-glass window, after another the magic word "Sale" flashes, and our eyes are dazzled afresh with a greater variety of colour schemes than ever appeared in any previous spring. The "faded" and "grey" shades, and our frocks, seem to attract the eye. In decoration they are girded simply with a bright "tickle" similar to those worn upon a court shoe. Yesterday, one may be seen again in the West End with a decidedly Spanish touch of trim, hat and large.

Getting A Move On.

When our Lady Mayoresse attended to the duties of the Mansion House, she was seen in the streets of London for "practical" reasons. I wish women.

This social centre is to be erected in a central part of London and is to have all the advantages of a really first-class West End club, without any of the disadvantages in the way of enormous membership fees. It is to contain a restaurant—where well-cooked food at prices to suit the pocket of the humblest worker will be obtainable—a swimming pool, gymnasium, rest-rooms, a library, and many other amenities. Above all, it is to be a place where men friends can be brought, and another good thing, it is to be open to all women, irrespective of creed, class, or nationality.

It is rather nice to think that women—to use the vernacular—are really getting a move on to help their sisters. I hope that this is just the beginning of really big things and that one fine, not-too-distant day, we women will set out in earnest to prevent war. That is the only way in which we ever shall achieve the millennium. Don't you think so?

E. GRANVILLE.

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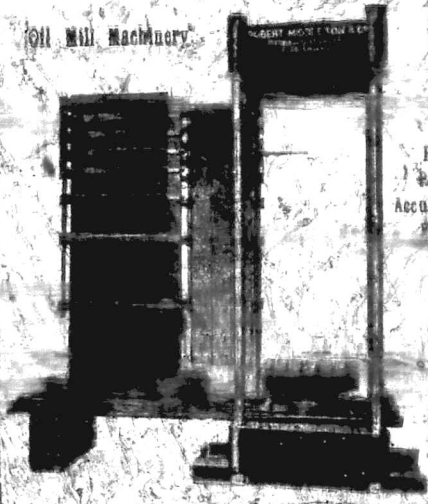
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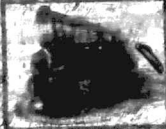
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EAST AFRICAN PRODUCE REPORTS

With a steady but quiet market, average prices for Kenya sorts are as follows:

Medium to good "A" size	175s. per cwt.
"B" size	150s.
Type "Float"	137s.

1000 400 1000 bags of London cleaned first size was the highest price realized during the week.

MAIZE

There has been a general improvement of the situation with a tendency to better prices, but there is fear of some reaction if the present price level is attempted.

Kenya Maize. No. 1 at present is not being offered by shippers who it is believed, are not covered for their fall contracts. It is still claimed here that maize arriving at Kijindini is too weevil to be made. No. 7 is on offer at 45s. for fall passage up to February/March, though 6d. under this would probably be taken. These prices should, however, not be taken as definite, says the African, and it is stated that an buyer is showing very little interest.

Other African. No. 6 yellow round on passage is on offer at 44s. for 44s. 6d. buyers, however, offering about 1s. below the higher figure.

During the last few days 4s. has been about the price for January/February offerings, with 4s. 6d. for February/March. The market is quiet, and the business at present is very small. It is reported in the East African that a ship has been chartered to South Africa to the Continent has been done at a round 48s. 3d. for January/February shipment, and for No. 3s at 47s. 3d. Further quantities are available at the same prices, but here again the U.K. is holding off.

SISAL

Though dull in tone, the market has changed very little during the week. It is felt that an upward tendency in prices will soon be evident, and that further decline will not be likely. A new contract has been offered for 26s. for the first half of the year. The market is quiet, and the business at present is very small. It is reported in the East African that a ship has been chartered to South Africa to the Continent has been done at a round 48s. 3d. for January/February shipment, and for No. 3s at 47s. 3d. Further quantities are available at the same prices, but here again the U.K. is holding off.

Now is steady, nominal values being unchanged.

FLAX

Practically no business has passed, spinners still holding off. Generally speaking, the market is slightly easier, with prices for East African:

D/R according to quality	255/275
D/R Low	255/275

HIDES

With a steady and firm market, very few East African hides are on offer. Addis Ababa seconds have been sold during the past month at 101s. per lb. c.i.f. Liverpool, some Mombasa going to the Continent at better prices than the U.K. will pay, though home buyers were showing some interest towards the close. Value of Mombasa butchers is about 130s. per lb. as compared with 101s. a year ago. The imports of African sorts are reported by Messrs. Robinson and Madwin of Liverpool at a total of 20,130, of which 13,450 were of East African origin.

With no stock in hand, the imports of Madagascar sorts came to 13,225, delivered against contracts. The imports for 1924 were about five times greater than in 1923. A year ago 61d. was the price per lb. for dry salted, but this improved during 1924 to over 84s. per lb.

WOLLENE TEA

The first parcel of No. 1 and 2 to be sold in 1925 was on offer last week, 85 packages fetching the price of 17,000 over 10s. as against 173 packages sold at 16,380 in the corresponding week of last year. The analysis shows that 50 packages of the Bhanyere and East Africa Co.'s sayama sold at 17,504 per lb., and 24 packages of Phulwopud at 16d.

WOOL

At the first series of wool auctions during this year, there being held there are no sales of Kenya Colony wool.

OTHER PRODUCE

Coconuts.—Farmers with Madagascar sorts at about 16s.

Cloves.—Steady, with Zanzibar spot quoted from 1s. 10 to 1s. 11, and January/March 11d. buyers c.i.f. Stock is at 17,200 bales against 37,722 a year ago.

Copra.—Quiet, with no change.

Dura.—Prices have risen in the Sudan in consequence of heavy Egyptian buying. Sellers here are now offering 4s. 11 and Fatarita at 410 for February/March, but at these enhanced quotations there are no buyers. A small parcel of Wad Abar has been sold here at 10s.

Ground Nuts.—The market continues steady and firm for all sorts.

Groundnuts.—Firm, prompt delivery available at 59s. 6d., and after March sellers at 58s. 6d.

Gum Arabic.—The market is quiet, spot price remaining steady. Kordofan natural sorts new shipment.

Linseed.—The market is steady. East African sorts in 50 ton lots, being worth about 22s.

Rubber.—There is no change from last week's position.

Sisal.—No business in passing.

LETTER TO THE EDITOR

Yours faithfully,

DEAR SIR.—I have recently received calls from one or two planters from Tanganyika, and from discussion it would seem that parts of East Africa formerly German territory, should prove satisfactory tobacco-growing land.

We should be very interested to hear from any planters who contemplate experimenting in the production of tobacco, and there is a strong possibility that as the Imperial preference on tobacco would apply to such plantations, the results would be very profitable. We should be pleased to discuss any matters with planters who care to communicate with us.

Yours faithfully,

A. V. MURDER,
Managing Director,
Clagen, Brachi & Co., Ltd.

61, Crutched Towers,
London, E.C.

January 16, 1925

SHARK FISHERY OFF FRENCH SOMALILAND

From Our Correspondent

Jibuti, December 18, 1924.

A French Company has opened up a shark fishery close to Jibuti, French Somaliland. The average number of sharks caught at the present time is sixty, but from time to time very large ones, and also very heavy, weighing 12 tons, are taken. The fishing is carried on by means of nets and also by hooks.

- The products are as follows:—
- Skins and stomach lining for tanning.
- Flesh for drying for comestible purposes.
- Livers for oil.
- Offal for fertilizer.
- Turtles and swordfish are also caught and utilized.

The leather, the method of tanning which is a secret, is of wonderful grain and strength, and can be used for boots, pocket books, picture frames, &c. according to the quality and grade. If it is found to be a profitable undertaking, this "Compagnie d'Etude" will probably be replaced by a much larger installation.

