

EAST AFR. PROT

16210

REC. FILED APR 16 1916

16210

Foreign Office (Foreign Trade Dept)

1916

4th April

ENEMY TRADE.

Fwd's letter from Chief of Customs enclosing report by Mr N.B.Cox respecting retention of hold on trade in cotton goods and tobacco in East African markets by German firms Messrs Hansing & Co and Messrs Wm Oswald & Co through Dutch manufacturers and local Indian firms, and suggests enquiries as to exact relations between Dutch and German firms concerned.

Last previous Paper.

*30 Bonkas Bros. was 18 April 16
Coprative for Customs - 18 April 16
Copr. 18. 13. 23 April 17m 18 April 16*

~~The Enclosure~~
his Read

*W.A. I think
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been more convenient
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I answer papers
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I very much doubt if
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It is not so much
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The papers as to
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I do not know whether the Major was in order in writing direct to the F.T.D. but it would have been more convenient if he had brought the Gov. into the matter

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Next subsequent Paper.

B/ 18865 A

sending goods of the
same kind to ~~Edwards~~
through Bristeads to another
Indian merchant (Ali &
Abdul Rasul) -

The transaction in which
Smith MacKenzie are concerned
which is referred to in the
letter was slightly different.

There I had arranged (with
our permission) to dispose of
certain goods ordered by
Oswald & Co before they were
& already manufactured at
that date with Oswald's ticket
(in some cases) stamped with
Oswald's mark.

I had also done this under
an express agreement with
the manufacturer (W. S. S. Co.)
that the latter would after
the war give them equally

favourable treatment
with Oswald's Co. (This
case is also referred to in
Mr Worthington's letter of
11th March attached to
45066) -

In Smith Mackenzie's Case
we authorized the sale
of goods bearing Oswald's
mark, but manufactured
before the war, in order to
allow S.M. & Co. to capture
some of Oswald's Trade after
the war, of course this may
to some extent result in
keeping the quality of
food with which Oswald's
name was associated ^{previously} before the
war, since S.M. & Co. are
evidently (see Mr Worthington's
letter) continuing to sell this
class of goods, manufactured
after the war & of course without

Oswald's mark. 152

But, owing to the agreement
made by S.M. & Co. with the
manufacturers, there should
be a gain to British Trade
which should outweigh the
possible disadvantage.

In the Harlow Company's
Case we don't know whether
Bouskard have been able
to make any such arrange-
ment with the manufacturer,
it seems possible that the
agreement made by the
latter with Hausing would
prevent this.
The result therefore may
well be that Bouskard are
simply keeping alive a
trade, which they will lose
after the war, for the ultimate
benefit of the Dutchman
& the German.

If this is the case I think
we ought to stop the business
& try to prevent the sale
of these qualities of goods
in C.S. during the war
& to try if possible to get
some British manufacture
substituted.

As to the method of doing
this, the goods are not
apparently sold with Hausing
mark or ticket, but if there
is any valid agreement
with Hausing the liquidator
in C.S. might be able
to restrain the sale of the
goods. Even if the Harlem
Company has Hausing's consent
to the new arrangements
(as he probably has), I don't
think that would avail
in face of the opposition of
the ~~local~~ local liquidator.

153
If this should prove im-
possible the Gov. might con-
sider the advisability of
introducing legislation
the lines of Hong Kong
Ord. 20/24 s. 6. or amended
s. 9. of Ord. 30/24, under
which it might be possible
to prevent the sales.

There is the further possibility
that we might sell the
rights of Hausing H.C. in
the agreement with the
Harlem Coy. (if in the
made mark if there is
one) in the liquidation.
This however would be of
no use unless the Harlem
Coy. were prepared to
recognize & act on the
Rausper, which they
probably would not do.
So far as marks are

Concerned we probably
could not legally sell
without the Harlein Company
consent - see the enclosure
in Reg. B. Est on 12544
of 14th March. And this
would probably apply to the
agreement also.

However before attempting
to deal with this rather
intricate matter I think
we should try to find
out a little more about
it - obviously the quickest
way of doing this would
be to discuss it with
Bousfield - I think we could
probably get something
out of them.

I ask them to send
a representative

The case of the 16 brass
Sails referred to in these

Letters is a simple matter
I should probably be
dealt with under by-laws
on the lines of the H.K.
sections, but we can
settle this after we have
seen Bousfield.

Ch. 12/4/16

Write to Bousfield
as proposed

at once

H. J. R.

12/11/16

Harris Ltd
to see these
with the
index (4500
or so) as soon
possible
cb
Surrey (14/11/16)

H. M. CUSTOMS,

ZAMBIA

BRITISH EAST AFRICA

16210

March 3rd, 1916.

REC
RECEIVED 5 APR 16

Sir,

I have the honour to enclose a report furnished by my Deputy Mr. N. B. Cox, who acted recently as Controller of Enemy Firms in this Protectorate before the appointment of a Liquidator.

While acting as Controller Mr. Cox obtained certain information and after consultation with me he has followed the matter up as shown in his report.

I am informed that Messrs. Bessen and Co., a French firm, have now succeeded in obtaining from local Indians designs which would probably, if Messrs. Hansing and Co. were still doing business here, be monopolized by them.

If the information volunteered by Mr. R. N. Boustead is correct, then it would appear that Messrs.

The Controller

of the Foreign Trade Department

Lancaster House,

The Mall,

London, E. V.

Hansing and Co. through the Dutch Manufacturers, are still retaining their hold on the East African markets and competing with British and Allied firms and that should they be allowed to return after the War they will probably regain their hold on the Indians who are now supplying Messrs. Besson and Co. with designs.

Mr. Boustead has stated that exactly the same business as his firm is doing with Haarlemsche Katoenmaatschappij is being done by Messrs. Smith Mackenzie and Co. at Kanibax with another Dutch firm of manufacturers Messrs. Vlissingers.

I may mention another case that of Rising Hope Tobacco manufactured by De Erven De Sel J. Van Nelle, a Dutch tobacco which had an immense sale in this Protectorate; the sole agency being, before the War, in the hands of the German firm of Wm. O'swald and Co. . After War broke out several British firms ~~have~~ endeavoured to obtain the permanent agency but it was steadily refused. Finally a British Indian firm named Allidina Viatam undertook the sale of the tobacco, in other words the temporary agency, the tobacco being imported and the

agency controlled by a local Dutch firm named Besseling and Co.. It is safe, in my opinion, to assume that if at the end of the War, O'Swald and Co. are allowed to return to East Africa they will resume their agency which is being carried on for them by the British Indian firm whose name I have given.

157

It seems to me that the same thing possibly applies to the business now being done by Messrs. Boustead Brothers and Messrs. Smith Mackenzie and Co.

I therefore agree with the suggestion made by Mr. Cox in his report that is to say I think the matter is one well worthy of further investigations.

I have the honour to be,

Sir,

Your obedient servant



Chief of Customs.

Mombasa it was thought that Messrs. Ali and Abdurrahul of Zanzibar were importing designs formerly the property of Messrs. Hansing and Co. and they were therefore under suspicion of acting for an enemy firm through the Dutch manufacturer but enquiry in Zanzibar failed to secure evidence to justify further action.

159

4. Messrs. Besson and Cie. now produce extracts from letters written by their Head Office in Marseilles showing that negotiations were entered into with the Dutch manufacturer on which they based their former information.

5. The designs referred to in Messrs. Besson and Cie.'s correspondence cannot be traced as yet but they are believed to form part of the orders set out in paragraph 1, portions of which are now arriving in Mombasa.

6. Five of the designs mentioned in paragraph 1, have come forward but as the goods are supported by Certificates of origin and are imported by Messrs. Ali and Abdurrahul through Messrs. Boustead Brothers, 5 Fenchchurch Street, E.C., it is difficult to see what steps can be taken here, though I am of the opinion that there is possibly some understanding between the manufacturer and Messrs. Hansing and Co. of Hambur

Enclosures
1 & 2.

Enclosures
3 & 4.

Enclosures
6, 7, 8 & 9

Enclosures
10 & 11

Mombasa 4th October 1915.

162

The Chief of Customs
Zanzibar.

10210
REC
OCT 5 1915

Information has reached me that Messrs. Ali and Abdulrasul of Zanzibar are importing from Holland Kanickis manufactured by a Dutch firm who were under some sort of agreement with Messrs Hansing and Co. to manufacture to their exclusive design. The design in question is known in the Bazaar as "MS" and I am informed by Messrs. Besson and Co. here that they approached this manufacturer with a view to taking over the stocks and executing the East African orders but were refused on the ground that these goods could only be supplied to Messrs. Hansing and Co.'s representatives. Subsequently it was discovered that Messrs. Ali and Abdulrasul are obtaining these goods from Europe and are selling them at the original order price plus a commission of 5%.

The question arises therefore as to whether this firm is acting as an Agent of Messrs. Hansing and Co. Hamburg and I should be glad of any assistance you can give me with a view of ascertaining the exact nature of their transactions. It is curious that the manufacturers in Holland should now appear to be in possession of the original Bazaar orders and I think it possible that these ~~goods~~ have been obtained from Hansing and Co.'s Hamburg Office so that Messrs. Ali and Abdulrasul may be acting as agents through the Dutch manufacturer.

May I suggest that the Postal Censor be invited to co-operate with you in your enquiries.

Sd- N. Blakiston Cox
Controller of Enemy Firms.

From the Chief of Customs

Zanzibar

To the Controller of Enemy Firms

Mombasa

Custom House

Zanzibar 15th November 1915.

In reply to your confidential memorandum dated 4th October on the subject of the importation by Messrs. Ali and Abdulrasul of Kanikis from Holland.

I have gone into the question and find that since the outbreak of War, the above firm had not imported any Kanikis. If therefore they are selling the articles referred to, they probably obtained from Hansings prior to the closing down of that firm. I am not able to trace however that they are dealing or have dealt in the articles in this Protectorate.

I passed your communication on to the Postal Censor and it appears that sometime back Ali and Abdulrasul received through the Post samples of Kangas from Amsterdam bearing Wm. Oswald and Co.'s label but their explanation given to the Chief Secretary, proved satisfactory and on an examination of their books by the Police Department nothing was found to which exception could be taken.

Sd- W.A. Swinerd
Chief of Customs.

Form of certificate of origin.

I, E. J. Labarre, British Vice Consul, hereby certify that Mr. Maarelansche Katoenstaatschappij - F. W. H. Scheene - (Producer, Manufacturer, Merchant, Trader &c) residing at [unclear] in this town, has declared before me that the merchandise designated below, which is to be shipped from this town to Mombasa consigned to Messrs. Mustard Brothers (Merchant, Manufacturer &c.) in the United Kingdom, has not been produced or manufactured in enemy territory and that he has produced to my satisfaction invoices or other trustworthy documents in proof thereof. He has further declared that the goods specified below do not contain material of enemy origin of a value exceeding [unclear].

22 Articles packed in paper, oil cloth and [unclear].

Mark	4824 A. A. Mombasa	4825 A. A. Mombasa	4827 A. A. Mombasa
Numbers	1,38	1,10	1,10

Weight or quantity. Total [unclear] goods [unclear]

Total value £.942-15-4

Contents Printed cotton goods

Name of producer or manufacturer, as shown on the certificate: Maarelansche Katoenstaatschappij
F. W. H. Scheene
21- July 1918.

This certificate is valid for a period of not more than three months from the date hereof and not more than fifty tons.

E. J. Labarre
British Vice Consul.
Signature of Consul and authority
in this certificate, as etc.

Signature of foreign declaration:
Maarelansche Katoenstaatschappij
F. W. H. Scheene

Form of Certificate of Origin.

167

I, E.J. Barre, British Vice Consul hereby certify that Haarlemsche Katoenmaatschappij (F.W.H. Scheene) Producer, Manufacturer, Trader &c. residing at Haarlem in this town has declared before me that the merchandise designated below, which is to be shipped from this town to Mombasa, consigned to Bousteed Brothers (Merchant, Manufacturer &c.) has not been produced or manufactured in enemy territory and that he has produced to my satisfaction invoices or other trustworthy documents in proof thereof. He has further declared that the goods specified below do not contain materials or labour of enemy origin of a value exceeding 7%.

Sixty one bales packed in paper, oil cloth and Hessians.

Marks.	4847	4828	4825	4826
	A.A.	A.A.	A.A.	A.A.
	Mombasa via Kilindini	Mombasa via Kilindini	Mombasa via Kilindini	Mombasa via Kilindini
Numbers	11/20	1/13	11/20	1/8

Weight or total quantity Total length of goods yards 56225

Total value £.1092-10-1

Contents. Printed cotton goods

Name of Producer or manufacturer Haarlemsche Katoenmaatschappij

12-October 1915

This certificate is valid only for a period of not more than three months from the date hereof and not more than sixty one bales.

Sd- E.J. Barre
Signature of Consular authority
issuing certificate and date

Signature of person declaring
Haarlemsche Katoenmaatschappij
F.W.H. Scheene

THE accompanying communication is transmitted with the compliments of the Controller of the Foreign Trade Department to *the*
Secretary of the Colonial Office
to whose Department the subject to which it relates appears to appertain.

Foreign Trade Department.

April 4th, 1916.

C. D.
R. 17 APR
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DRAFT

Confidential

18 April 1886

Gentlemen,

Mrs. Bourstead Mrs
5 Fenwick St.
F.C.)

Ans. 1886

I am directed by Mr. Secy: Bondar Law to inform you that he understands that

Sec. 174.16
Mr. Fenwick 17 486
Mr. Head 17

Mr. R. N. Bourstead has furnished the Govt. of the East Africa Protectorate

B. copy to Govt. of East Africa 1908

with certain information as to the supply of cotton goods furnished by the Haerlensche Nationaal Handelsschappij, Haerlem, Holland, made in accordance with designs formerly drawn