

1921

E. AFRICA

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57820

DATE

21 NOV 21

D. OF TRADE

19TH NOVEMBER 1921

REGULATION

SUBJECT

Battersea 24/11/21
 Holloway 24/11/21
 Strickland

PASSAGE RATESDISCOUNT

Grindle

H. Lambert

I. Reid

Mason Smith

Frod

Churchill

Raises question of making some arrangement whereby the 10% discount might be obtained. Suggests C.A. official should call and discuss.

Previous Paper

MINUTES

B.Y.
 57205

Mr. Bottomley,

We have discussed.

(1) As to the importance of getting this concession if we can, there can be no possible doubt; it would save the East African Govts. thousands of pounds a year.

(2) Mr. Faulkner is of course a much better authority on shipping matters than we are, but we find it hard to believe that the Union Castle would be willing to grant the rebate on Crown Agents' passages, provided booking were done by the D. of Trade, if they will not do it for us. The Union Castle have just raised their fares something less than 10 per cent, with a view to making their East African service more remunerative. As the result of granting a 10 per cent rebate on Govt. passages would be to make the service for them, so far as Govt. passages are concerned, worse than before.

view of the fact that we have now come to terms with the Union Castle Co. over the E. African service, not to do anything behind the Company's back. Before anything is done we think it essential that it should be definitely ascertained from the Union Castle officially or semi-officially that there should be no objection to the suggestion made in this letter. If Mr. Faulner can obtain such an assurance from the Board well and good, any other scheme entirely withdrawn so that there should be no question of devising the necessary machinery.

If these views are approved the first step would appear to be to write to Mr. Faulner in the sense of this minute, asking him whether he can obtain an assurance from Mr. [Name] of the nature desired, and saying that if so we should be happy to put a [Name] to work ~~to look into a new machinery~~ ~~the necessary machinery.~~

1376
24 XI 29

- (1) On passages booked by C.A. on behalf of Colonial Govt. the Union Castle Company have refused to give any discount.
- (2) On passages booked by the Board of Trade on behalf of the Imperial Govt. the Union Castle Company have refused to give any discount.

at all events they are running things & show no intention of doing otherwise

U.C. Co. for discount
110/20
Board of Trade & Union Castle Co. look to the C.A. passages & discount for

He may take it that Mr. Faulner is right in thinking that the Colonial Govt. passages come within the scope of the Board of Trade agreement with the C., but it is fairly certain that the C. will not interfere with the agreement apply info those passages.

Perhaps the Board of Trade are too timid in thinking that, if in advice to Faulner's suggestion, the U.C. will take it out of his route the way (beginning with an increase in passage rates).

And it is fairly certain that
if the U.S. are approached
first at least say No not
in emphasis. But
if we are we ought not to
challenge the terms raised,
which is of importance to
A. in case of the relief
every one's first expenditure.

Oct 24 11 21

We must clearly approach the Co
first, & I agree that in this
case. However, I don't expect a
reply - not impossible. But
I am Co. R. H. H. H.

14 21

at once
A. J. R.
25 11 21

MERCANTILE MARINE DEPARTMENT

BOARD OF TRADE

57820

ST. JAMES PARK

21 NOV 21 S.W. 1.

19th November, 1921.

Dear Battersea

Have you given any further consideration
the possibility of getting the 10% discount on Crown Agents
passengers?

I am quite satisfied that if the passengers
were booked by us and paid for by us, the 10% discount
would be granted without question, and from my conversations
with the company at the time the agreement was negotiated, I
feel quite sure that they will not grant this discount to the
Colonial Office direct, though why they should take this attitude
I do not know in the least.

We have no desire whatever to do 'grab' work,
because, amongst other things, we have far more work already
that can be properly handled by the staff the Treasury are
likely to allow us to have, but it does seem a pity that this
10% would go begging, and if the Crown Agents can suggest any
means by which the present arrangement can be allowed to stand
and the discount still be obtained, I should like to discuss
them. You could arrange for some responsible officer
from the Crown Agents Office to call here and discuss the
question.

Yours sincerely,

W. G. Faulkner

Battersea
Colonial Office,
100 Victoria Street,
S.W. 1.

If, however, you think that ~~any~~ ^{any} ~~product~~ ^{product} of the Company ~~will~~ ^(provided this) grant the rebate ~~at~~ the

passages are nominally booked by you, ~~we~~ ^{is it asking of you too much} ~~shall be most grateful if you will be~~ ^{to take some opportunity to send the best in the} ~~good enough to approach the Company in the~~

matter ~~officially or semi-officially as~~ ^{you think best.} ~~you think best.~~ ^{raise no objection,} If the Company consent

we will at once put the Crown Agents in touch with you and think that there should

be no difficulty about devising the necessary machinery. ^(But here anything is done by the standard price) ~~in view of our relations~~

with the Company, ~~we do think~~ that they ought to be taken into our confidence first.

Yours sincerely,

(Signature) W. G. B.