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A WEEKLY JOURNAL

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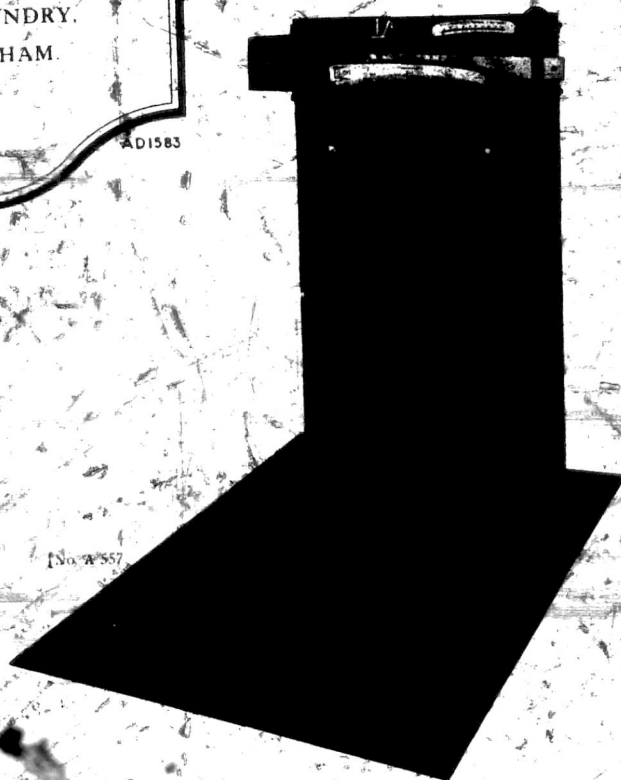
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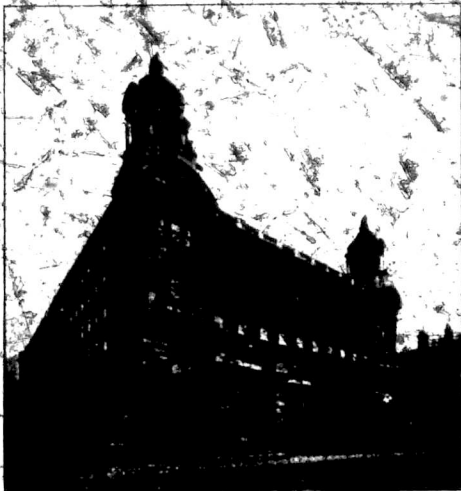
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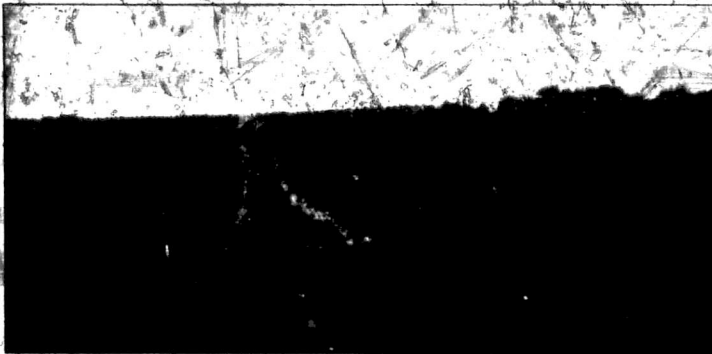
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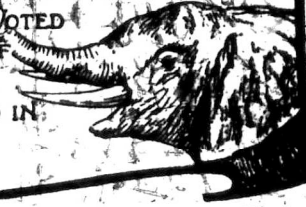
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SALESMANSHIP IN THE EMPIRE.

The Duke of York's Plan for Vision.

SPEAKING last week at a public dinner, the Duke of York made a number of references to the development of trade within the Empire which will find many an echo in East and Central Africa. As this is a British Industries Fair Number of East Africa, we give the space usually allotted to a leading article to a report of His Royal Highness's statement. The Duke said *inter alia*—

"A visit of business men to our great Dominions overseas must be most beneficial. It is concerned for widening their outlook, increasing their knowledge, and awakening in them new ideas. But to make such a visit successful and productive of improved relations between the various countries, there is one point we must bear in mind, a point often brought to my notice during my recent tour through the

parts of the Empire: and that is, we must send the right men. They should not be mere lookers-on, combining business education with pleasure, but they should be men fully authorised to negotiate business. Your competitors of other lands are fully alive to this point, and send their best men. Do not let them outshine you.

"Now, to come to my idea that statesmanship and salesmanship are in many respects much alike. Each calls for the possession and exercise of insight, sympathy, and tact; of patience, energy, and courage. The salesman and statesman alike must have faith and enthusiasm sufficient to inspire others as well as to carry themselves over times of depression and setback. They must have, indeed, those qualities of mind and spirit that took the British merchant adventurer of old into the four corners of the earth and brought him home triumphant. Above all, both statesmanship and salesmanship require in those who would rise to the top in their practice wise judgment and perfect integrity. Of the really great statesman and of the really great merchant alike, it is true that his word is better than his bond. Could there be any finer testimony to either than the confidence placed by all races in the word of an Englishman?

"The selection and the training of its salesmen and sales managers are matters of no small importance in the future development of the Empire. I am inclined to wonder whether the importance of salesmanship itself—by which I mean, of course, the whole art of the efficient marketing of the products of our workshops and factories—has been given sufficient prominence in the thoughts of some of our great captains of industry. They have been inclined to direct their energies to the perfection of the product and the means of production more than to the perfection of marketing our goods.

Is not manufacture too often considered as more important, more dignified, and needing more skill than selling? Yet surely the man who secures and maintains the markets for the factories' goods is of at least as vital importance as the man who produces them. What is wanted is the best men for both functions and complete co-operation between them, a complete realisation by each of the importance and the difficulties of the other.

"We have been called with a sneer 'a nation of shopkeepers.' Well, there is no occasion to be ashamed of keeping a shop: only of keeping it badly, ill-planned, ill-managed, poorly arrayed and poorly advertised. It is our job, as an industrial nation, to keep shop, to keep it better than anyone else, and to be proud of it."

BRITISH TRADE WITH EAST AFRICA

ENCOURAGING NEWS FROM THE BRITISH INDUSTRIES FAIR.

London and Birmingham Sections specially reviewed for "East Africa."

THIS year's British Industries Fair, the largest exhibition of its kind which the world has ever seen, is twice as large as last year's, and two thousand British manufacturers have stands in the London and Birmingham sections of this great national trade display. The heavy industries are represented at Birmingham, and the White City, London, housing the exhibits of other trades. At Birmingham the stand frontage totals some nine miles, while it is estimated that well over five miles must be walked at the White City to see the important sections. It is therefore no exaggeration to say that the business visitor requires several days in London and several in Birmingham if he is to make a thorough tour, though many, of course, are interested in only a few of the sections.

"A year ago we reported that several well-known East African business men had planned their visits Home to coincide with the holding of the Fair, and we find that that wise practice has been followed this year by other alert individuals, who have assuredly reaped the reward of their enterprise. "Two of the directors of Messrs. Y. . . one of the leading merchant houses of East Africa . . . have just arrived from Kenya. Can you help me to get their buyers' tickets for the Fair?" was the substance of a telephone request early last week. "If you had come half an hour ago you would have met Mr. Y. of Uganda," was the greeting at one of the first stands visited in the food section at the White City.

East Africa Better Known.

East African commercial interests have certainly discovered the Fair, and it is equally evident that a growing number of British manufacturers has discovered East Africa. Three years ago, even two two years ago, the inquirer was quite frequently told, "East Africa? Oh, yes, we are beginning to do business there. Our agent is Mr. A. of Johannesburg, or Messrs. B and C, of Lagos." Last year there was a noticeable improvement, and this year shows a very gratifying further spread of local knowledge.

Not a single executive at any of the stands visited confused East with West Africa—which may not sound very flattering to many of our readers but really reflects a great advance. "East Africa? We are negotiating for representation in the Sudan and are covered for Kenya, Uganda, Tanganyika, and Zanzibar." Such remarks were volunteered again and again, some of the export managers showing a knowledge of the personality and connections of their agents which augured well for the company with whose interests they were entrusted.

It is all so often alleged that Britain cannot supply this . . . or the other article for East African use. . . pessimists—who, by thoughtlessly repeating these loose generalities, do a good deal of harm to British trade—would be astounded if they could tour this Fair, at which they would discover that alertness, determination, and enter-

prise are still possessed by many manufacturers of articles suited to East African needs. To do the Fair full justice would require the whole of this issue of *East Africa*, but in the following pages we have sought to indicate some quarters in which we found marked keenness for increased East African trade. The description will, we trust, be of practical service to Imperial commerce and to many of our individual readers, to whom we repeat the advice tendered last year, namely, to secure, retain, and use copies of the Fair catalogues, which are valuable books of reference indicating British sources of supply. The London catalogue is obtainable from the Board of Trade, and that of the Birmingham Section from the Secretary to the Birmingham Chamber of Commerce.

In advertising the London portion of the Fair next year—and the Imperial Government has just announced that it will again contribute £25,000 for world publicity in connection with this concerted annual drive for British trade—the authorities might perhaps incorporate, at least in the posters shown in London at the time of the Fair, such a phrase as "Be sure you enter by Wood Lane, for at that entrance the visitor obtains by far the most impressive sense of the Imperial purpose of this exhibition."

He sees about him some excellent dioramas loaned by the Imperial Institute, and then he enters the Court of Honour, with Sir George Frampton's fine bronze statue of St. George. To right and left are exceptionally good displays of Empire products, reminiscent of Wembley, Great Britain, Northern Ireland, the Irish Free State, Australia, New Zealand, South Africa, India, the Eastern African Dependencies, Southern Rhodesia, the Gold Coast, Sierra Leone, the British West Indies, and Cyprus are all represented in this Empire Marketing section, which cannot fail to quicken the enthusiasm of any observer with the slightest consciousness of Empire.

The East African Stand.

The East African stands, a photograph of which appears on the opposite page, is both decorative and practical, thus attracting the eye of the commercial visitor who might not think it of business importance to him. It was very satisfactory to learn that wholesale buyers had inquired regarding sources of supply of East African produce, while within a few minutes dozens of individuals could be seen making sample purchases of Kenya coffee, Nyasaland tea, and cigarettes and tobacco from Nyasaland and Northern Rhodesia. The educative effect of these purchases must in the aggregate be very great, for large numbers of people are thus introduced for the first time to East African products, of the existence of which they were often ignorant. The Nairobi Coffee Company is again responsible for the display and sale of these commodities.

During the Royal visit the King spoke to Major Gorbet Ward of the continued prosperity of the East African Dependencies and of the increase of

both exports and imports. The King was accompanied by the Secretary and Under-Secretary of State for the Colonies, and when Their Majesties had left the Fair, Mr. Amery and Mr. Ormsby Gore, both of whom retain pleasant recollections of East Africa, returned with several of their friends to the East African stand to sample again a cup of Kenya coffee, which Mr. Amery said, reminded him very forcibly of his visit to Kyambu some twenty years ago.

The Duke and Duchess of York were very interested in a photograph of the running of the Duke of York's Stakes during Nairobi Race Week, an episode which Their Royal Highnesses well remembered. They were keenly interested in the general display, and the Duchess graciously accepted a box of chocolates flavoured with Kenya coffee, saying, "I am sure they will be most excellent."

This official East African stand is in a better site than was the case last year, and H.M. Eastern African Dependencies, Trade and Information Office is to be congratulated on an excellent show.

Southern Rhodesia has also staged a very interesting display, the place of honour being given to a fine photograph of its founder, Cecil Rhodes, while the Colony's flag is prominently displayed in the forefront of the stand. The tobacco exhibit is accompanied by the following table showing the total production of tobacco in Southern Rhodesia and the amounts exported to Great Britain for each year from and including 1920:

	Exports to England		Total Production Lbs.
	Lbs.	Value	
1920	33,434		2,947,627
1921	Nil		3,746,982
1922	144,769		3,182,359
1923	1,174		2,910,781
1924	314,908		3,878,460
1925	354,507		2,405,940
1926	1,867,375		3,745,862
1927	Proceeding		19,175,000

The Imperial Institute is also well represented, one large glass case being devoted to an exhibition

of the East African sisal and rope used in the experiments which were conducted.

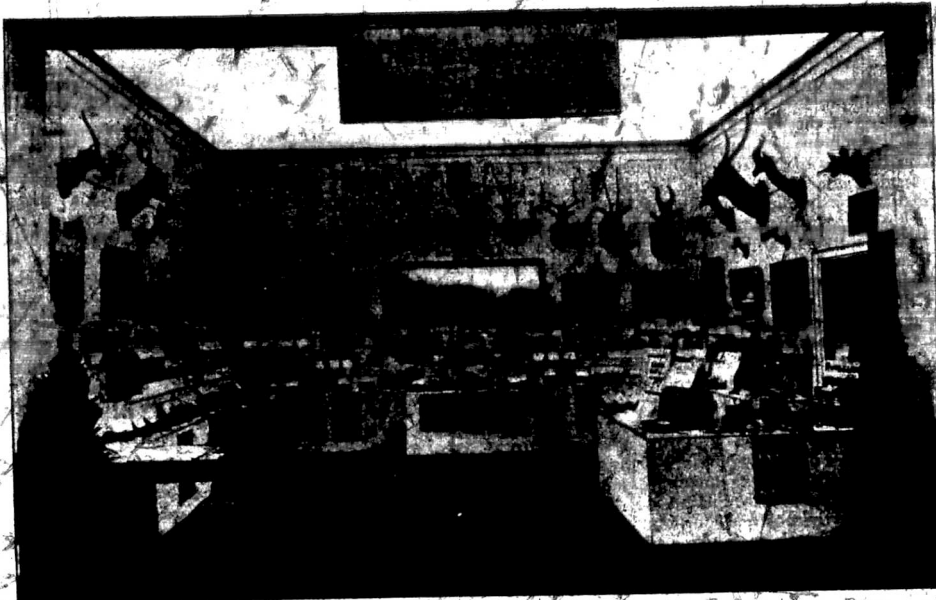
The extensive food and tobacco section contains a far greater proportion of names known to the general public than any other part of the Fair, for most of the manufacturers here represented are national and international advertisers.

Manufacturers of World-wide Repute.

One of the most attractive stands was that of Messrs. W. and R. Jacob and Co. Ltd., the well-known biscuit manufacturers of Dublin and Liverpool, whose Export Manager, Mr. T. R. Sparks, expressed great satisfaction with the development of his company's East African trade during the past two years. Sales in 1926 were 100% above those of 1925, and 1927 showed a great gain on the figures of 1926. Mr. J. H. Clark, Nairobi, is the resident agent of this enterprising house, whose "Trumpeter" trade mark is most effectively worked into the general display. An art catalogue printed in three colours is emblematic of the spirit in which trade is sought, for following an introduction in English, French, Spanish, and Dutch, are representations of the various types of packing cases used.

Messrs. W. Gaymer and Son Ltd., the cyder makers and exporters of Attleborough, Norfolk, who have been in business for over two centuries, were so keen on the Fair that they issued preliminary leaflets to their business friends, urging them to attend this great annual display of quality goods. For fifty years this firm—whose brand was selected for H.M.S. "Renown's" world tour with the Prince of Wales—has been shipping cyder to tropical countries, blending and maturing for exportation being one of their specialities. In East Africa they are represented by the Kenya Agency Ltd., of Nairobi, with whose Managing Director, Mr. J. W. Young, contact was first established at the B.I.F. a year ago.

Messrs. James Lyle and Co. Ltd., of 25a, Savile Row, W. 1, another establishment well over one



hundred years old, and keenly enthusiastic in supporting British industry, mentioned as an item of interest that they bought nearly 200 bags of Nyasaland coffee in December, 1908, which makes it probable that they were one of the first tea and coffee merchants in London to take a practical interest in East African coffee. Since the War they have sold ever increasing quantities of Tanganyika and Kenya coffees, and they also exhibit Nyasaland tea.

"Make your own soda at 3d. per dozen large bottles" is the arresting notice at the stand of Messrs. Flugel and Co. (London) Ltd., of 225, Acton Lane, W.4, whose aerated water machinery is already selling well in the East African Dependencies, and who had had a call from a Nairobi business man on the day of our visit. The Flugel "Junior," which costs £9 complete, performs the surprising task mentioned in the opening phrase of this paragraph, and it was therefore natural to hear that East African hotels, clubs, and private individuals are showing considerable interest in it. An illustrated list showing many of the other models displayed is available to any of our readers.

Messrs. Schweppes Ltd., Marble Arch House, London, W., have a dignified and attractive array of their mineral waters and cordials, in which a good trade with East Africa is done.

Tea Machinery for East Africa.

"Are you selling any of these machines to Nyasaland?" we asked at the stand of Messrs. Bartlett and Son Ltd., the tea machinery manufacturers of Birmingham and London. "An Uganda planter will be back this afternoon, probably to buy one," was the rather surprising reply. If Uganda is interested, Nyasaland should be more so, and Kenya and Tanganyika will probably follow suit, for it seems evident that tea cultivation will expand in all those Dependencies. The machine in question was the Bartlett No. 882 automatic tea mill, which is fitted with two rollers of any desired mesh and an exceptionally simple and efficient nail passing gear controlled by adjustable springs on the outside of the mill box. The mill is designed to cut the tea leaf, after it has been withered, sifted, and sorted, into uniform size, the actual length varying according to the requirements of any particular market. Messrs. Bartlett will be glad to send supplementary particulars to any planters interested. The cost of the machine is £60 f.o.b., and it can cut 100 lb. of leaf in two or three minutes.

The Dominion Tobacco Company, which specialises in the sale of Northern Rhodesian tobacco, has a splendid site, which cannot be missed. A show card of a lion holding a packet of British gold pipe tobacco in his mouth appears to arouse a good deal of public interest, and we were told that a very satisfactory number of new accounts with tobacco shops had been opened. Several Southern Rhodesian and South African tobacco growers had paid calls, but no Northern Rhodesian or Nyasaland planters had made themselves known.

Messrs. Burroughs Wellcome and Company have a fine range of "Eabloid" products, the popularity of which is strikingly illustrated by a central exhibit of a typical "Eabloid" outfit measuring 127 cubic inches, contrasted with a show case measuring nearly 23 cubic feet in which are arranged the same contents in the ordinary uncompressed state. East Africans need an introduction to this company, whose drugs are known throughout the Empire.

Messrs. F. Chambers & Co. Ltd., Garden Pencil Works, Stapleford, Notts, the only manufacturers of 100% Empire pencils, for which Kenya cedar is used, have an attractively arranged display, and are

able to report very satisfactory business. They have steadily pioneered for years with Kenya cedar, and we are glad to learn that the retailers are now responding to their Empire appeal.

The sports section explains why British manufacturers are doing such excellent Overseas business in tennis, football, golf, cricket and other sports goods. Nearly every leading maker is represented.

Messrs. A. G. Spalding and Bros. (British) Ltd., of Box 90, G.P.O., London, who have recently arranged with Mr. S. M. M. Craig, c/o Messrs. E. Hutchinson and Co., Box 140, Nairobi, to represent them in Kenya, Uganda, and Tanganyika, reported very encouraging business up to the time of the inquiry. Their "Kro-fite" golf ball is in use by many East African golfers, who will be interested to learn that the company offers to give two new balls in place of any "Kro-fite" which may be cut through in fair play.

Catering for East African Broadcasting.

The idea that serious atmospheric disturbances would prevent East African broadcasting was still held by many of the alert young wireless exhibitors, who were unaware that the experiments of Commander Mansfield Robinson, Managing Director of the British East African Broadcasting Company, had shown that all difficulties could be overcome by the use of waves of about 300 metres, on which wave length one station of comparatively high power can provide efficient reception over a wide area on three-valve receiving sets. Moreover, the B.E.A.B.C., whose services will be in operation very shortly, has the best equipment possible and is thus able to overcome obstacles which have hitherto existed.

Selectors Ltd., of 1, Dover Street, Piccadilly, W.1, who are already in process of arranging their East African representations, are showing their "Short Wave Three," which has succeeded in obtaining music and speech at full loud-speaker strength from practically every country in the world, and with which, they say, the man deep in the Central African bush can without any technical knowledge of wireless enjoy the entertainment which London, Paris, and other stations are sending out. The price, exclusive of valves, batteries, and loud speaker, is about £15. Their "Selector Super" portable set, priced at 55 guineas, is definitely guaranteed to reproduce every sound broadcast and gives the choice of not less than thirty stations.

A striking array of African basket trays and leather work was to be seen at the stand of Messrs. L. G. Chatterton Ltd., of 26, Bechers Street, W.1, who report excellent business in Great Britain, Canada, Australia, New Zealand, and certain Continental countries in articles of Native craftsmanship, particularly leather work from West Africa and basket work from Uganda. No fewer than eight hundred new retail accounts have been opened within the past fifteen months by this importing house, whose founder and managing director is Mrs. Chatterton.

THE HEAVY INDUSTRIES AT BIRMINGHAM.

Keen interest in East African Trade.

From a Special Correspondent of "East Africa."

BRITAIN'S magnificent once-a-year trade gesture, the British Industries Fair, held concurrently in London and Birmingham from February 20 to March 2, contains a great deal to interest those engaged in industrial and commercial enterprise in East Africa.

My task was to comb the Birmingham Section for

news of importance to East Africans, and at Castle Bromwich I talked with numerous exhibitors and learned at first-hand how they have set out to meet the needs of those rapidly developing Dependencies. Dotted here and there amongst ten-and-a-half acres of exhibits were British machines and appliances which can speed up Tropical African progress and help to conserve labour. It was good to hear most of the manufacturers interviewed express complete satisfaction with their existing agency arrangements in East Africa.

While half a dozen East African settlers and business men, each with different interests and needing different equipment, might possibly have toured this Fair and found one or two essential things missing, it is a certainty that there was nothing upon which they could not have obtained prompt expert advice. For instance, I discussed maize shellers in 5 ft. and 3 ft. 6 in. widths guaranteed to produce perfectly finished grain in three grades at the one operation; road rollers in various weights from five to twenty tons; concrete mixers giving an unvarying output of a batch a minute of well-mixed concrete; corn grinding mills with various sizes of stones in one up to six pair arrangements; witherers, dryers, sorters, graders and packers for the tea estate; thrashing machinery for all kinds of grain; flax machinery, scatchers, breakers, deseeders, bell crushers, and many another item of use on the tropical plantation.

Power Plant Exhibits.

Power plant was exhibited by several manufacturers already well established in the East African field, two or three of whom had staged most spectacular displays.

That by Messrs. Blackstone & Co., Ltd., Stamford, must have drawn many a buyer with heavy power orders to place. A spring injection cold starting Blackstone oil engine can be started on any grade of fuel oil that can be pumped, with the proviso that where fuel oil is too thick to be pumped a special fuel oil filter and heating tank can be supplied. Fuel oil consumption is extremely low—claimed, indeed, to be the lowest attained in this type of engine—with the result that the user is able to produce power from 1d. per b.h.p. hour and electricity at 1d. per unit with fuel oil costing £5 per ton and lubricating oil at 3s. a gallon. Naturally, this engine has a large Overseas sale.

A special form of centrifugal pump shown is known as the Blackstone unchokeable. It will run long periods with a minimum of attention, and will pump all kinds of hard and soft solids in liquids, including gravel, clinker, heavy sewage sludge, sand, and excavated stone material. Types that I inspected embraced a 12-inch vertical pump, an 8-inch horizontal, and a one-and-a-half inch pump with direct coupled motor.

At the stand of Messrs. Langyes Limited, of Cornwall Works, Birmingham, I saw a new hydraulic motor jack of which Kenya Colony has recently been a purchaser, and I learnt that a fuel oil engine by the same firm of engineers had not long ago been installed on a sugar estate near Limu, Uganda.

The portable steam engine has always been a most favoured type of power for Colonial requirements. One at the Fair could be fitted with various furnaces to burn wood, vegetable refuse, or other fuels of low calorific value; for wood, a special boiler with cylindrical firebox is supplied. For the East African market, I said the makers, Messrs. Marshall, Sons and Company, Gainsborough, this type has certain advantages over boilers with rectangular fireboxes. Working, as most boilers have to do in tropical countries, on any kind of feed water procurable, the portable engines that are fitted with the cylindrical firebox are easier to clean.

A big saving in fuel consumption and a still greater economy in lubricating oil compared with the conventional semi-Diesel engine are distinguishing points about a new airless injection low pressure heavy oil engine. This engine works on the well-known 2-stroke cycle principle, in which a power impulse per cylinder is given to the crankshaft at every revolution, suitable fuels ranging from light gas oils of 0.83 specific gravity to cheap residual boiler and furnace oils of approximately 0.975 specific gravity. "The real efficiency of this engine," I find I noted at the time, "under actual service conditions is far lighter than the full Diesel and 4-stroke cycle high-compression engines."

The oil engines which I discussed with Messrs. Robey & Company Ltd., of Lincoln, have many features to recommend them for power plant work, irrigation, the driving of farming machinery, etc.

The most recent design of Robey "super" cold start crude oil engine embodies several new features. The chief aim has been to produce an engine with the lowest fuel consumption to use the lowest grade Diesel fuel oil at a reasonable cost, with the reliability of a steam engine, one that will start instantaneously from cold, under all climatic conditions, without the use of a highly inflammable oil or by recourse to such as electric heaters and torches. The chief characteristics are a patented sprayer or atomiser, a safety valve of novel construction, a solid steel fuel pump, a piston for the prevention of distortion, a cylinder end so designed as to be relieved of all casting and working strains, and valve gear that is driven by a large eccentric from the camshaft.

Tools and Road-making Machinery.

Edge tools appeared in catholic variety in this wonderful panorama of our national Fair, Messrs. William Hunt & Sons, The Brades Steel Works, near Birmingham, having an extraordinarily impressive exhibit. Here, amid a fine display, I discussed axes and hatchets, matchets and calabozo for undergrowth, shovels, hoes, heart-shaped Kafir picks (the latter selling at a very "cut" price), and other tools. As an indication of the firm's attention to African needs, it may be recorded that these specialists make a variety of "eyes" to suit the Native wood employed for handles, and that a 3-lb. hoe for the East African market, of best quality with oval eye, sells at 14s., while a cheaper quality can be had in the same weight at 12s. An extremely comprehensive list, copiously illustrated, was available, and the firm's representative expressed great interest in East African inquiries.

A tool exhibit by Messrs. Thomas Smith & Son, of Saltley, Ltd., Birmingham, was full of real interest for the Overseas visitor. There were hammers, axes, and hatchets for engineers, prospecting and agricultural work, together with the firm's "Handy Tool," really four tools in one. The new and improved design has universal application. The spanners and wrenches included double and single-ended types, with adjustable wrenches, pliers, cock keys, shafting collars, axle collets, eye bolts and nuts for all trades and purposes, and drop forgings in iron, metal and steel for the motor, engineering, and machine-making industries, rounding off a collection that justifies the makers' slogan of "Tools for all the world." Like everything else in this Fair, they were British through and through.

Messrs. Goodwin Barsby, of St. Margaret's Iron Works, Leicester, the well-known specialists in road-making and contractors' plant, showed one of two smaller examples of their specialties. The first of two "Goodwin" open drum concrete mixers on the stand was a small portable machine with a capacity in of 3½ c.f., and complete with its own

petrol engine. A second concrete mixer had double the capacity and was provided with a batch-measuring bucket and loader. The machine can be used for either end or side loading and discharge, is portable, and is equipped with its own petrol engine. "Simplicity," said a representative of the firm, "has been studied with a view to making the machine as nearly foolproof as possible." A small portable stonebreaker and screen gave a good general idea of the firm's standard type of "Aene" crusher, and a model of the already popular "Jacta" plant for tar and bituminous macadam manufacture was likewise interesting. "Already," I was told, "a large number of these machines are at work, and are giving great satisfaction." Messrs. Goodwin Barsby's East African business has developed very considerably in the last year, and they anticipate further increases in the immediate future.

Messrs. John Fowler & Co. (Leeds) Ltd., of Leeds, who manufacture tar-spraying steam rollers for the East African market, told me how one of their rollers recently covered a mile of road, with a gradient of one in ten and a 6-inch concrete foundation spread with a base coat of 2-inch granite, in a couple of days. Complete road making plant is one of the specialties of the firm, so well known to primary producers throughout the Empire for their cultivation machinery.

Plantation Equipment.

In spray pumps I found a number of new models. The "Iron Arm" sprayers, made by Messrs. Henry Milward & Sons, Redditch, are well-known in East Africa, where they are extensively used on coffee plantations. The No. 7 knapsack sprayer struck me as compact and light in structure and likely to spray with a minimum of effort. "For lime-washing work," I was told, "the Iron Arm Sprayer effects a considerable saving in both time and labour. The lime-wash is laid more evenly than under the old hand brush method, it penetrates all cracks and fibre, and destroys the pests and germs therein concealed. Using the same spray pump, a car can be washed down with only two buckets of water." These sprayers are stocked in Nairobi by the Universal Export Company, the manufacturers' agents.

Another fine range of spraying and lime-washing machines was shown by Messrs. Martineau & Smith, of Holloway Road, Birmingham, who are represented by the Kenya Agency, Nairobi, for Kenya, Tanganyika and Uganda. A '65 "Martsmith" knapsack sprayer—previously 84s.—held an high esteem overseas, has a 3½ gallon capacity, with a 3 to 9-in. rubber hose. A 2½ ft. brass lance has a double swivel diverging nozzle, with two fine-bore nozzles and one blank cap. "The function of the diverging jets," as the manufacturers explain, "is to throw a fine mist-like spray over the widest possible spraying angle." For tea, coffee, and rubber plantations and for fruit trees this seems a valuable spray.

Something new for tea planters is a tea rolling machine, of which the three crank shaft bearings constitute the outstanding feature. These play a big part not only in the smooth running of the machine, but also in the reduction of wear and tear. Though only recently placed on the market, this invention was tested abroad during the past season, and the makers are able to report that they have already booked many orders. The machine, known as the "Sirocco," O.C.B. (overhead crank bearing) is a product of Messrs. Davidson & Co., Ltd., of the Sirocco Engineering Works, Belfast.

Let us turn from distributors of liquid to scatterers of lead—from pumps to guns. At the stand of

Messrs. W. W. Greener, of St. Mary's Row, Birmingham, which I was told, were identical with those used by the British and Native Police forces of East Africa, an ordinary Overseas buyer would probably be more interested in the fine and full range of sporting guns of all calibres, including a new type magazine rifle at a very reasonable price. The historical note with an African, though West African, application, was struck by a swivel bolt-lock boat gun, of the blunderbuss type, seized by a British gunboat in a quondam raid on the Benue River strongholds.

To make the effect more interesting to foreign buyers," said a member of the staff of Messrs. W. and T. Avery Ltd., Solihull Foundry, Birmingham, who send large numbers of weighing, testing, counting, and measuring machines to East Africa, "we decided to give up our stand to an exhibition of tableaux showing the evolution of weighing through the ages." Thus the visitor entered a temple and saw weighing in ancient Egypt about 2000 B.C., in England, France, and Rome.

"Yes, that's my weight," said the King when he turned Avery's scales at 10-st. 10 oz. and checked the correctness on the next machine. I was privileged to follow Their Majesties round the Fair during the Royal visit, and heard the King express keen interest in, and some knowledge of, tar spraying processes.

Other interesting Displays.

I was disappointed not to be able to experiment with the all-steel monkey jack which I examined upon some of the trees that were so close to this land-clearing appliance at the Fair. One man can work this jack, though for heavy clearing two are usually required. It removes both tree and roots, even in the most awkward positions, and in very much less time than that taken by manual land-clearing. "One of three appreciations of the jack from East Africa, which I was shown, was the cash saving in stumping eighty acres of land for cultivation. This came from a Kyambu estate, while the others I read were from Nairobi and Nyasaland. Messrs. Trewhella Bros., of Handsworth, Birmingham, have many proofs that their patent can do in half-an-hour what by hand may occupy a whole day, and far more thoroughly, too.

An oil heating stove that, through a series of glass panels made from ruby flint glass, diffuses a rich warm glow in every direction, and sells from 27s. 10s. 4d. as a blue flame cooking stove and oven, with a hot closet fitted, forming an excellent domestic or other unit where there is much cooking to do and a "kitchenette" that is one of the largest and most fully equipped oil-burning stoves offered to the East African market (there is a large central oven, two side ovens, two 275°c. burners, shelves, meat trays and grids) were typical products in the display of Messrs. Rippling's Abilion Lamp Co., Ltd., of Aston Road, Birmingham. Compactness, finish, and price were outstanding features of all the cookers; the kitchenette is slightly over two feet in height, and 3 ft. wide, by a depth of 18 in., and is raised one and a half feet from the ground on legs to form a stand. The price is £10 8s. 6d.

Amongst metallic bedstead manufacturers represented were Messrs. John & Joseph Taunton, of Belgrave Works, Birmingham, whose agent in East Africa is Mr. J. H. Clark, P.O. Box 190, Nairobi.

The Tilley Lamp Company of Brent Works, Hendon, London, N.W.4, who are represented in Tanganyika, Uganda, and Nyasaland, were showing their full range of lighting sets, amongst which was their paraffin vapour lamp, which gives six hours' light for a penny.

As the King said, "It's a very fine Fair."

IN THE COMPANY OF ADVENTURERS

A New Book by Mr. John Boyes

Reviewed by the Editor

No better title than "The Company of Adventurers" could have been given to his new volume by Mr. John Boyes, for from first to last the reader is in the company of adventurous spirits of whose doings it is a delight to read. Yet, as Lord Cranworth says in his very appreciative foreword, it is a plain, straightforward narrative devoid of embroidery or high-flown language—a tale which carries conviction of its truth throughout. Not a paragraph is written in a boastful strain, and nowhere is the story spoilt by unnecessary emphasis. Indeed, many a reader who has lived always in civilised lands may feel that he is losing a little of the savour of the book through its rigid and deliberate avoidance of anything approaching the highly coloured; but the East African reader will count himself the gainer by that simplicity, which has produced a modest and wholly readable record of pioneer life.

In the three hundred pages of this book (*East Africa*, 16s. net) he may meet again old personal friends, or, if he be a comparative newcomer, he will read of men whose names he still hears whenever settlers foregather. He can trek in comfort with Sir Northrup McMillan or more dangerously with "Karamoja" Bell; he can study and admire the cool competence of Hannington, the District Commissioner son of the martyred bishop, as he handles a group of high-spirited elephant poachers; and he is offered a generous share of President Roosevelt's enjoyment of Lado camp-fire yarns.

Most of the author's friends are dead, but in his pages he makes them live again. They are flesh and blood, not mere names. He notes their little idiosyncrasies, tolerantly chronicles some of their foibles, recalls their practical jokes, and adds in his direct way that this one was killed by an elephant, a second succumbed to blackwater, a third was drowned in Falmouth harbour, a fourth died soon after arriving Home for his first leave in twenty odd years, and a number fell in the East African Campaign. They enter and leave the stage as men, to whom the author does not seek to attribute more than normal courage; but his restraint does not deceive us, we know beyond doubt that these men had far more than the average measure of audacity and enterprise. Without faith in themselves they could have accomplished nothing, for in the days of which Mr. Boyes writes Eastern Africa was almost untouched by civilisation, and moral and physical force were the safeguards of the isolated European. For instance, when Sir Charles Eliot, the Governor of what is to-day Kenya, was to visit Fort Hall, *askari* and porters were sent to carry the news to Kitui, and all but two of the *askari* were killed; if that fate overtook Natives in Government uniform within easy distance of Nairobi, it is evident that the white adventurer playing a lone hand had to impress the Natives with whom he came into contact with a sense of his power.

That he did mainly by his qualities of will, sometimes aided, as in Abyssinia, by the wearing of evening dress when paying a ceremonial visit to a chief in the morning, and at another time by such artifice as drinking effervescent medicine and pretending to the superstitious African that the white man's magic enabled him to consume boiling water, Mr. Boyes found that the gift of an alarm clock to one chief earned great help, while the offer of an



ADMINISTRATIVE HEADQUARTERS IN NAIROBI IN 1900

accordion to his neighbour so frightened the intended recipient that nothing would induce him to accept custody of such an instrument.

There is hardly any aspect of East African life upon which this book does not touch. It breathes the freedom of the open spaces, is redolent with the sturdy individualism of the pioneer, reflects the matter-of-fact daring of the professional big-game hunter, mirrors the fickleness of Fortune in Savage Africa; repeatedly reminds us of the urge to further roaming which so many East Africans experience, and throws many illuminating sidelights on the life of settler, official, missionary, and Native. The camaraderie of the bush is clearly, if inferentially, portrayed, and even the most unexpected happenings are recognised as but natural developments of the circumstances of time and place. Though the days which begot this book are gone, never to return, many of its incidents have been paralleled within the knowledge of the majority of our readers, to whom it will appeal the more strongly on that account.

These reminiscences contain such a wealth of good matter that to select characteristic passages for quotation is exceptionally difficult; a dozen reviews of this length might be written and still leave some excellent stories unmentioned. Indeed, it was because the writer of this review was so impressed with the manuscript of the book when he was invited to read it that *East Africa* undertook its publication, and we have every confidence that our readers will agree with us in regarding it as an unusually accurate, entertaining, and engaging picture of life in East Africa.

Take the very human story of Rogers, who had been poaching in the Sudan.

He was spotted and chased over the border by the local troops. There he should have been safe, at least from molestation by the British authorities. The Sudanese military police had, however, in the ardour of the chase, far outstripped their commanding white officer, and, not knowing or taking no notice of the frontier, they followed Rogers across and shot him on foreign soil. As he was not dead, they carried him to his tent.

Next morning the white officer came up, and, hearing what had happened, went in immediately to see the sorely stricken man. As he stood by the campbed, Rogers suddenly opened his eyes, turned them upon him, and asked him solemnly, as if the matter weighed on his mind, whether his *askari* had shot him with his consent and under his orders. The young officer, touched by the condition of the dying hunter, hotly denied all intention of carrying his task of arresting the poacher to such extremes, and with tears in his eyes protested that the men had exceeded their duty altogether and would be severely dealt with when he got them back to headquarters.

"Rogers signed his rifle and feebly pushed a heavy Colt revolver under the skin covered on to the ground. 'I believe you,' he said, 'but if you had appeared in the least incognito or had hesitated in your reply, you would have died as soon as I am going to, for from the time you entered the tent, I had you covered.'"

Or consider the case of Bennett, captain and engineer combined of the small steam launch 'Kenya' then plying on Lake Albert, familiarly known to all his European friends as 'The Admiral of the Nile Flotilla,' the said flotilla consisting solely of his own craft. One evening as he steamed past the author's camp

"I shouted an invitation to get out of his old tub and come to dinner. After a digestive in the shape of a few soothing gramophone records, we fell into conversation about hunting and ivory. When he realised the value of my haul during the trip from which I had just returned, he nearly had a fit. 'Why,' he said in amazement, 'that is more than I earn in two years on this blanky lugger of mine; who wouldn't sell a ship and buy an elephant gun?'"

In the enthusiasm of my youth and success, I agreed, calling him a fool for joggling on at a small salary instead of having a go at this grand business with which I was completely captivated. He made up his mind then and there, and arranged with me to provide him with a guide who had already been in the best haunts of the elephant herds. Being an unusually thorough man, once he tackled anything—a whole hogger, in fact—he tied up the Nile Flotilla, notwithstanding that he had no board all the miles for Butaka and beyond. He formed all his sailors into a company of *askaris*, or armed police, conscripted the Native passengers for whom there were quite a number of porters, and started in elephant-hunting, amply equipped with followers and outfit, as well as a dauntless enthusiasm. For fourteen days he disappeared into that vast Congo region of forest, mountain, swamp and grass to the westward of the Nile, and then returned embittered and disappointed, for he had not seen a single elephant. His sole trophy was one tusk given by some chief.

Naturally enough, he got into hot water with the authorities over this escapade. Commander Hutchinson came down to investigate. First of all the Commander, before going into the matter of his dereliction of duty, asked him to take him for a trip round the south end of Lake Albert. This he did, and the Commander went ashore on business. Bennett told him the hour he intended to leave, and when time was up and the Commander was not in sight and had failed to send a message, he steamed off. Finding himself marooned in this manner on the shores of the lake, the Commander was compelled to walk back to headquarters, a *Yadri* that took him two or three days under conditions of considerable discomfort.

Where, but in the tropics, could such a Gilbertian episode occur? And that is but typical of the stories to be found in this volume. No wonder President Roosevelt was immensely intrigued by the characters he met when he visited Koba. Raising his glass—he was the only man who insisted on drinking non-intoxicants—he gave the toast of "The Elephant Poachers of the Lado Enclave," which, when his hosts laughingly protested, he solemnly changed to "The Gentlemen Adventurers of Central Africa." Adding, "That is the title by which you would have been known in Queen Elizabeth's time." Again and again the great American rose to join the river steamer which was kept waiting for him, but each time, after hesitatingly listening to the story of some new adventure, he sat down to hear another page from their everyday life. The men amongst whom he sat were evidently equally impressed by their visitor's force of character, for Mr. Boyes tells us:

"We even urged him to chuck all his political work and come and join us. If he would do this we promised to put a force under his command to organise the hunting and pioneering business of Central Africa and perhaps make history. . . . I drive, deeply moved by this offer, and long afterwards he told a friend that no honour ever paid him had impressed and tempted him like that which he received from the poachers of the Lado Enclave."

Many pages are devoted to records of elephant hunting, but there is no tedious repetition of un-

interesting incidents. Twice Mr. Boyes had marvellous escapes from being trampled to death by an elephant. On one occasion he snatched a rifle out of his hand while the hunter took a header in the ground, while the other actually touched the elephant's leg as it passed him. On another occasion an elephant, trumpeting furiously, dashed out of thick bush, frightened a mule, which bolted, and knocked the white man down.

By the time I began to feel the elephant was within a few feet of me, I ran as hard as I could, with the elephant after me, still trumpeting madly. It did not appear to be gaining on me, but I certainly could not shake it off. You may be sure I was making pretty good time, but it was physically impossible for me to keep up that pace for long. I was wearing a white helmet—a thing I should never have done had I contemplated meeting elephants—and thinking that this was a mark for my pursuer, I suddenly pulled it off, and threw it at him.

Finding that I could hold out no longer, I stalked everything on a sudden plunge into the bush on the left of the path, and threw myself flat on my face in the hope that the brute would not see me as it went past. The hope was vain. Before I could move the elephant was right over me, its fore-feet grazing my body on either side, while I saw its huge body above me like some immense canopy. Would it miss me with its hind legs? One instant of maddening suspense, an inch or two of margin to right and left as those terrible feet came down, and the animal was carried past me in its mad rush. I scrambled wildly to my feet, only to find myself flying through space, for the elephant had turned sharply, and, seizing me with its trunk, had hurled me into the air. But the thick bush, which had caused my misfortune, was now to prove my salvation.

As luck would have it, I was hurled straight into a tree, and, clutching desperately as I fell, I managed to hold on to one of the branches and draw myself out of reach of the feet. The elephant, standing under the tree, had seized a huge boulder, fully three feet thick, which it was throwing about, whether under the impression that it had secured the object of its chase or not, I cannot say, but I was uncommonly thankful for my lofty perch, and happy to think that the ferocious brute had found some other plaything than my carcass.

In the two chapters entitled, "Gentlemen Adventurers" and "Round the Camp Fire," are many excellent stories of East Africa, and to listen, as the author permits us to do, to the Lado adventurers yarning on the banks of the Nile is delightful. They talk of game and poaching experiences, strange characters they have known, and episodes amusing and amazing. One, for instance, describes how he moved the frontier between British and German East Africa.

"I was hunting near Kilimanjaro, in which part of the bush the Germans had stuck up notice-boards at intervals of about fifty miles; they were painted black, white and red, and inscribed with the words 'Deutsch-Ostafrika.' After about a month I found all the game taking refuge on the German side of the notice-board, and at last the scarcity got so bad that hardly a single head of game could be seen on the British side—which made my boys envy the folk over there. When it got so bad that I was short of meat for the pot, I thought the time for action had come.

"As I was not on too friendly terms with the Germans, I did not want to be caught poaching in their territory. Anyhow, as you all know, poaching is the last thing I should think of doing. (Loud guffaws.) It's against my principles. Well, necessity is the mother of invention, so that same night we carried one of the posts about five miles south of the British line, and stuck it in the ground again. Then I got some decent shooting. To cut a long story short, some of those posts had been carried another ten miles to the south before we had finished, and that's how we added a good chunk to British territory."

Mr. Boyes scatters his gems in profusion, but he is a mine which is obviously not worked out. May he share with us more of the treasures of his retentive memory!

TOBACCO GROWING IN NYASALAND AND THE RHODESIAS.

THE INFLUENCE OF IMPERIAL PREFERENCE.

By G. Polakowky.

EMPIRE leaf only begins to enter into calculation in 1910, and though between that year and 1919 the increase of tobacco imports from Empire sources had commenced, in 1919 it had only reached 1% of the total consumed. It was not until the operation of Imperial preference, beginning in the next year, that the supply from within the Empire began to assume considerable proportions. The Empire percentage rose steadily to 13.10% in 1926, and reached over 47.71% in 1927.

It is interesting to note that while the total import from the Empire was 14 million lb. in the whole year 1919, in the one month of November, 1927, it was over 21 million lb. But it is more interesting to find that while the total consumption of Empire and foreign leaf increased one million pounds between 1919 and 1927, the amount of non-Empire leaf displaced by Empire leaf in the latter year amounted to 18 million lb.

In 1926 the duty on all leaf, whether foreign or Empire, was 3s. 8d. per lb. This rose by stages, until in 1919 it was 8s. 2d. In that year the Coalition Government introduced the first trade preferences, among which was a concession of one-sixth off the gross duty on tobacco coming from Empire sources. The effect of the preference was not immediately felt, as there had been accumulations of stocks in the exporting Empire countries, due to trade depression and shipping difficulties following upon the post-war boom; but by 1922 the situation began to mend. Planters had begun to clear their old stocks, and new settlers, many of them ex-Service men, had begun to learn sufficient about the cultivation of tobacco to be in a position to produce a saleable leaf. Upon this improved production the stimulus of the preference in this market began to be felt, and the attention of manufacturers was turned to the increasing possibilities of Empire leaf.

In 1925 the preference was increased from one-sixth of 8s. 2d. to a money value of 2s. 0d. per lb., and was afterwards stabilised to remain at that figure in spite of fluctuations in the duty, for a period of ten years. This stabilisation is, in subjects of course, to the right of any Parliament to vary the decisions of its predecessors; but it is inconceivable that any Government would lightly set aside a policy under which a new industry has been put in motion, and the repeal of which would ruin numbers of British planters overseas.

How Preference has helped Nyasaland.

It is difficult with the majority of Empire countries to show by figures the result of a specific act, such as the application of Empire preference in Great Britain, both in increased production for this market and in the increased demand in the producing country for British manufactures; but Nyasaland has tobacco growing for its chief, almost its staple, industry, and it sends nearly the whole of its product to Great Britain. The figures are, therefore, in this case particularly easy to see, and may be taken as typical of the effect in other countries. How the increased production has resulted in increased volume of trade is shown by the following table:

NYASALAND'S EXPORTS FROM FOREIGN COUNTRIES 1910-1926

	From United Kingdom	From British Colonies	From Non-British Countries	Total Imports from all sources
1910	84,234	12,141	1,867	127,742
1913	222,285	29,376	78,578	322,392
1920	379,704	303,286	132,640	606,824
1926	594,084	208,498	275,729	878,255

2 1/2 year's operation of British preference in Nyasaland Tobacco

Nyasaland is really the pioneer of the Empire countries exporting tobacco leaf to Great Britain. The industry commenced in a small way in 1902. The Imperial tobacco companies, which began in 1908, and have helped materially to the industry. During the last twenty years companies and individual planters have been spending considerable sums in obtaining experience as to the best methods of growing and curing the leaf for the British market. The leaf produced in Nyasaland consists partly of bright tobacco, but more of mottled or dark tobacco, similar in some respects to Kentucky, and used mainly in the manufacture of pipe tobaccos. The proportion of leaf suitable for cigarettes is perhaps 15%, as against 8% suitable for pipe tobaccos. The following figures show not only the growing volume of tobacco exported, but the increasing importance of tobacco compared to all other exports.

In 1923, 5 million lb. were exported; in 1925, 7 million; and in 1926 over 9 million, and, as we have already seen, the figures in 1927 advanced to over 14 million lb. exported from Nyasaland to Britain. The proportion of tobacco to the total value of exports in those years was, in 1923, 48.03%; in 1925, 49.61%, and in 1926, 61.35%.

Developments in the Rhodesias.

Northern Rhodesia produces mainly a good bright leaf, but her production is handicapped by difficulties of transport. The tobacco has to be carried three hundred miles by road to railhead in Nyasaland, at a cost of 3d. per lb. It is only through the excellent quality of the leaf that it is able to bear this charge at all, but development is very considerably retarded by it. The imports into Britain from the two Rhodesias together were, in 1923, 200,000 lb., and in 1927 (the first year in which the sources were divided) Northern Rhodesia alone sent over 1 1/2 million lb. to England.

The rise of the tobacco industry in Southern Rhodesia is phenomenal, 18,000 acres were cultivated in 1923, 23,000 in 1926, and nearly 33,000 in 1927, the yield advancing from 2 1/2 million in 1923 to 17 1/2 million lb. in 1926-27, while it is expected that the coming crop will exceed this figure.

The development of Southern Rhodesia as a self-governing Colony has led to the influx of settlers of a good type, provided with a certain amount of capital, and the success of tobacco growing has drawn them to this industry, with the result that, aided by the increase and stabilisation of the preference, and a satisfactory soil and climate, the figures have increased, as we have seen, from 2 to 17 million lb. in four years, and settlers have almost universally turned their attention to tobacco in place of the less valuable crop of maize and the more hazardous crop of cotton. While the increase in production may be satisfactory, it is obvious that a country whose production jumps up 12 million lb. in a year must be faced with marketing difficulties.

The leaf grown is mainly a fine bright leaf called Hickory Prior, suitable for cigarettes. 10 to 15 this year practically the whole output was bought by two large manufacturers in South Africa, who can now take 4 or 5 million lb.; the balance, however, had to come on the English market, which is suddenly faced with some 12 million lb. of leaf, excellent enough, but owing to the existing arrangements of the manufacturers to which I refer above, not immediately marketable.

This tobacco will be absorbed gradually through established channels, but it is hoped that financial

* Being extracts from a paper read before the British Empire Producers' Organisation by Mr. G. Pennington, Chairman of the Empire Tobacco Committee of the Organisation.

considerations will not necessitate a hurried sale. The leaf is not to blame for this situation—nor are the manufacturers. The only trouble is that instead of being introduced gradually, a large supply has fallen on an unprepared market suddenly, and no patriotism or preferential tariff will make manufacturers alter equally suddenly their arrangements established over many years.

Marketing Problems

To find a ready market in a country of established tastes, for large quantities of leaf of a slightly different aroma and flavour must be a work either of considerable time or of highly concentrated effort. What is to be done to bring this about, and by whom? The parties concerned are the producer, the Governments of the producing countries, the Imperial Government, the merchant, the manufacturer, and the consumer.

The producer must work toward a uniformity and continuity of quality and supply that will obtain him a steady price for his leaf, not subject to undue fluctuations. In the United States, as a result of years of experience in the tobacco industry, there are buying floors in every district, and the buyers do all their buying at these floors. This is better for the producer, as he is paid at once for his leaf; it is better for the buyer, as he has definite prices and places at which to buy; and it is better, for both grower and buyer, as it stabilises the price owing to the competition between the buyers. Except in Canada, these methods of marketing have not yet been adopted in the Empire. In Nyasaland and Rhodesia part of the crop is sold locally to the large tobacco companies, part to local buyers, and part to English merchants, while some is shipped to England for sale there.

The Governments of the producing countries are able to aid chiefly by making co-operation compulsory where there is an overwhelming majority in favour of it, and by collecting a cess from the producers to be applied to the scientific improvement of production and marketing for the benefit of the whole industry. They also co-operate with the Imperial Government in the work of the Imperial Economic Committee and the Empire Marketing Board.

The Imperial Government does its part by the provision of a substantial preference to the Empire import; in addition, it has established and pays for the Empire Marketing Board, which is conducted with the assistance and advice of the overseas Empire. The Board's object is to create a suitable background, by publicity, for the efforts of individual Empire industries to make themselves known in this market; and to investigate, by means of research, problems of production, transport, and markets in any of the industries. The Board obviously cannot advertise particular brands of Empire tobacco, but with the assistance of the organised industry there is no doubt that it can instil the idea of Empire tobacco into the mind of the public, and that the public will step unconsciously from the general to the particular.

As often happens in the case of young industries, attempts have been and are still being made by individual producers and organisations to sell direct to manufacturers without going through the established channels. It is hardly necessary to point out that these intermediaries are valuable partly for reasons of finance, and partly because the manufacturers rely on their knowledge to produce for their selection the types required in a businesslike manner. The broker knows what the manufacturer wants and when he wants it, and can be of the greatest assistance to the producer, not only by marketing his leaf, but by keeping him in touch with market requirements.

The Attitude of Manufacturers

Empire leaf for pipe tobacco has been used by manufacturers in many of their established brands for some time, mainly because it was cheaper, and it was not so regular that any attempt was made to pass it off as made of Empire leaf alone. At the time of the Empire Exhibition various Empire brands came into prominence. In 1925, however, when the preference was increased, the Chancellor of the Exchequer came to an understanding with some of the leading manufacturers to pass on some of the increased preference to the consumer by reducing the retail prices of the cheaper lines by 1d. per oz. In order to produce the cheap lines, manufacturers were compelled to use a great deal of the cheapest Empire tobacco, and even then made very little profit. Indeed, from these lines there has been little benefit to anyone. The manufacturer's profit was reduced, the consumer generally looked upon the reduced price with suspicion, while the retailer received less profit on the cheap article, and, while he was forced to stock it, did so unwillingly. The only benefit was probably derived by Indian growers producing the lowest grade leaf. Incidentally, the idea became prevalent that Empire tobacco meant cheap tobacco. In about ten years Empire leaf has forced its way into the pipe tobacco market, and has now firmly established itself.

The manufacturer of cigarettes is in a rather different position. He does not want to jeopardise his existing brands by any obvious alteration in flavour, and he has hinted the word "Virginia" at the smoking public till they, being easily led, can only smoke in terms of Virginia cigarettes. They are, however, susceptible to insidious persuasion. Sweet are the uses of advertisement. The smoking public responds more quickly than any other to advertisement. Its taste is not so hidebound as it likes to think. Already many people are smoking the brands of Empire cigarettes which have been lately put (somewhat shyly) on the market. Already more Empire leaf is being introduced quietly into some of the known brands not designated as made from Virginia leaf. For these causes there is no reason for the growers to despair. If 100 million lb. of leaf are consumed every year, now in cigarettes, it will not take long to use up the 10-20 million lb. of bright leaf which are beginning to come regularly from Empire sources.

Formation of an Empire Tobacco Federation.

The consumer is the last but most important link in the chain. His palate has begun to be initiated by the enterprise of a few manufacturers, and probably unknown to him he has been smoking a large proportion of Empire leaf in his favourite pipe tobaccos. Once the consumer learns, through combined propaganda and experience, that there is no great difference between Virginia, which he thinks he likes, and Empire tobacco, which he thinks he does not know, the change over will be automatic.

In a new industry such as this, besides the details of production and marketing, there are major questions of policy which require discussion and concerted action between all the parties concerned. It was for this reason that the Tobacco Section of the British Empire Producers' Organisation came into existence. In 1919 that Organisation was largely responsible for obtaining the first preference on tobacco. In 1923 the Tobacco Committee, as representing the whole Empire industry, carried on the negotiations with the Imperial Conference and the Government which led to the increase and stabilisation of the preference. It compiled in 1924 a voluminous statistical report on the position of tobacco production in all parts of the Empire, which

TOBACCO GROWING IN S. RHODESIA

Views of the Imperial Tobacco Company

has now been placed at the disposal of the Imperial Economic Committee for the purposes of their investigation. It has obtained an enlargement of the monthly tobacco statistics issued by the Customs, it has dealt with numerous problems affecting the transport and marketing of tobacco, and has issued and distributed widely to the public a list of those brands of pipe tobacco, cigars and cigarettes made from Empire leaf and obtainable in Britain. The time has arrived when that work must be put upon a larger basis, and so it is proposed to form an Empire Tobacco Federation from the Tobacco Committee.

A few of the functions of a Tobacco Federation would include the maintenance of constant contact with Parliament—to ensure the continuance of the principle of preference; the education of the electorate in regard to the reciprocal value of such preference to the English manufacturer; the establishment of a clearing house for information about the tobacco industry and market; and co-operation with the Empire Marketing Board on matters of propaganda and scientific research. The necessity for an Empire Tobacco Federation was specifically pointed out by Mr. Amery in a speech commending the formation of the Empire Sugar Federation, and following upon this paper an invitation will be issued to all those interested, whether corporate bodies, firms or individuals, in the growth and marketing of Empire tobacco, which it is hoped will meet with a hearty response. It is hardly necessary to point out that action on matters of policy by individual countries or by associations in such countries, or by isolated growers, cannot carry the same weight as when the whole industry speaks with one voice. In the world to-day the producer cannot survive without organization, and there is no doubt that the Empire Tobacco Federation would be of the greatest value to this growing industry.

MR. GILBERT A. H. WILLS, Chairman of the Imperial Tobacco Company (of Great Britain and Ireland) Ltd., speaking at last week's annual general meeting, said:—

"The development of the growth of tobacco within the British Empire is one in which we have naturally been greatly interested, but we have all along urged the wisdom of 'making haste slowly.' Tobacco, as Calverley and other poets have pointed out, seems to be a commodity that makes for optimism, and no one is more prone to optimism than the tobacco planter. I should perhaps be the last person to deprecate this, but I am bound to recall that in more than one country in the Empire we have at one time or another suffered from over-production, and I am afraid that during the year under review, and during the current year, there are indications of this happening again.

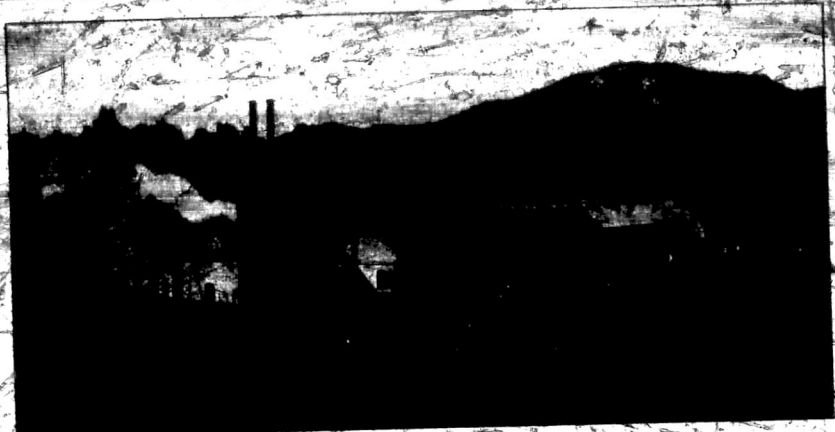
"We have been watching very closely the development of the tobacco-growing industry in Rhodesia, and we have decided to adopt there a course which we adopted as long ago as 1908 in Nyasaland and more recently in Canada, and we are establishing a small leaf-handling plant in Salisbury, which is the centre of the tobacco-growing district. In that factory we shall be able to handle such purchases as we make of tobacco grown in Southern Rhodesia, and I hope that in time to come that factory will be a valuable asset to the company.

"While it may not be our business to attempt to force public taste in any particular direction, yet we must always keep pace with it and possibly even slightly anticipate it. In the introduction of a wide range of all-Empire pipe tobaccos we have already had striking success, and I hope it will not be long before the public will have an opportunity of trying for themselves an All-Rhodesian cigarette which is the result of months of careful blending in our factories here.

"The best Rhodesian tobacco is in its character specially suitable for cigarettes. Its natural flavour is distinctive from American Virginia tobacco, but in the cigarette to which I have referred we have endeavoured by skilled blending to secure a smooth cigarette which preserves the distinctive flavour of the best Rhodesian tobacco and so has an attraction of its own."

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A TOBACCO FACTORY AT LIMBE, NYASALAND

The largest of its kind outside the U.S.A.

MAN-EATERS I HAVE KNOWN

By Archer Lovings

Special No. East Africa

It is generally conceded that there are more lions in Tanganyika to-day than in any other part of Africa, and according to the annual Government reports they kill about two hundred Natives each year.

"If I were to ask you 'Why do lions turn man-eaters?' most of you would promptly reply that it is only old and decrepit lions, no longer able to pursue the game, that become man-eaters. While this is partly correct, it is by no means the only cause, as I hope to show by recording some observations made during my nine years' stay in East Africa.

Two of these were spent at administrative headquarters of the Game Department, at that time located in the bush about two miles from the village of Kilosa, a very good centre for lions. At certain seasons of the year they would be heard roaring four or five nights each week. After the manner of their kind they were engaged in hunting wild pig, hartbeestie, eland, and other antelopes. One frequently came upon their half-eaten kills a mile or two away, quite often they made use of the bridge across the river, and they seemed to think the railway line had been made for their use, to judge by the numerous tracks along it.

Every year, however, when the big rains came in February or March, or the lesser rains in November, their habits underwent a change and numerous complaints about lions killing goats or cattle or breaking into huts, would be received by the Department. At times a veritable reign of terror would last for several weeks until the offending animal had been trapped or shot.

What was the explanation of this change of attitude toward man? Obviously it had some connection with the rains. During these tropical down-pours the paths and game trails are generally converted into little streams of running water, obliterating tracks and rendering hunting by scent impossible. Under these circumstances the lions exhibited a tendency to visit the isolated huts or villages where domestic animals were kept. If a stray animal could not be picked up, fear of man would naturally be overcome by the insistent pangs of hunger, and the lion would break in and help himself.

The Lion in the Hut.

On one occasion, about half an hour after dawn, a Native arrived at my house with the request that I would come and shoot a lion, which he said was secure in a hut used for goats only. The lion had sprung upon the thatch, the walls of the hut being well protected by thorns, had torn a hole in the roof, forcing his way through the underlying mats, and so dropped down among the goats. I dispatched two game scouts with rifles, and hurriedly dressing, started on my cycle after them. I passed them about a quarter of a mile from the cluster of huts where the lion was supposed to be. When less than a hundred yards from the huts, I came to a tree in the middle of the path; there were two Natives in the tree, but they had not noticed my approach.

Dismounting, I asked them to direct me to the hut where the lion was said to be imprisoned. "So there," signalled, "the lion is there," and they pointed to a bush but little more than a hundred feet from where I stood. Being unarmed, I swung myself on to a lower branch and tried to get a view of the lion, which they alleged was crouching beneath a large bush in a fairly open patch of cleared land.

The guns arrived a few minutes later, and a Nubian scout who was a crack shot, approached the bush from one side while I did from the other. The goat was with me, but the lion had been gathered in a corner of broken stalks, stubble, and a knee-high growth of rank weeds covering it now. Nearer and nearer we got—ten feet—and still no sign of the lion. To shorten the story I might say that it had taken cover and lain beneath the bush, but, crouching to the ground, it had later sneaked off and crossed a stream fifty yards away, and so reached a huge papyrus swamp.

Outside the hut nearly a dozen goats were being flayed and cut up. The lion had eaten three quarters of one of them, so it was not surprising that it did not find it easy to spring up after such a meal. In any case it is one thing to gain admission by such a hole, but quite another to get out. I was told that after the runner had left to call me the villagers had stood about in chattering groups; their voices, and the growing light, evidently alarmed the lion, which rumbled ominously as it paced round its prison, seeking an exit. At last in desperation it forced two poles of the stockaded wall apart, and pushing through the mass of thorns which were piled against the hut, it escaped as the Natives scattered and ran for the shelter of their homes.

A Lion Claws a Rifle.

In all probability the lion would return the following evening, so I instructed the Nubian to set up in the trees, which commanded a good view of the probable path it would take—and shoot it. About 7 a.m. next day the man reported at my office, followed by a porter bearing the skin and skull of the lion. It then transpired that instead of following my instructions, the Nubian had retired to the goat hut to pass the night. Sitting on the floor facing the break in the wall which the lion had made, he had rested the muzzle of his rifle on the post formed by the poles which had been wrenched apart. Whether he fell asleep, or whether the lion approached so silently that he failed to hear it, I do not know. The first thing he knew was that the lion had nearly clawed the rifle from his grasp. He just pulled the trigger and the animal fell dead. The claw marks were plainly visible on stock and barrel. Next morning it transpired that the lion's left fore-paw was missing. Evidently the animal had been caught in a steel trap, and, leaving its foot behind, had escaped; the wound was almost healed, but mutilation was the evident cause of the lion's unusual behaviour, and rendered incapable of running down the fleet-footed antelope. It was forced to prey upon domestic stock.

The next example is one where no extenuating circumstances can be pleaded for the lion's hunger excepted and the torrential rains which were occurring, right at the time. Early one morning an Indian arrived with a tale of woe. He was a small gardener, and his long hut was divided into two parts, in one of which he kept a small herd of goats, and himself lived in the other. The night before lions had broken into the goats' quarters and had killed four of them; the wretched man had passed a somewhat sleepless night while the lions dined. Two gun-traps were set and baited with dead goats; we heard the rifle shots in the night, for it was only a mile to my house as the crow flies.

My object was at Kilosa at the time, and sent the word at daybreak that one lion was killed and another wounded. We took up the trail and followed the spot through a large meadow path and down to the river, the latter was only knee-deep, though it was a hundred feet across. We forded it, expecting to find the lion in the dense patch of sedge and reeds which fringed the stream. How

ever, it had gone on and entered a large fruit garden, in which it had wandered about. Up one path and down another we went, till suddenly, turning a corner, we came upon it crouching beneath a pomegranate tree just twenty feet away. My companion's rifle misfired, and my bullet cut obliquely into the neck vertebrae of the lion, tumbling it backwards over a ten-foot bank, where a shot from the gunbearer finished it off. The bullet from the trap rifle had hit it in the nose as the trap had been too finely set.

Making a Playground in the Road

The interesting point about the incident was that this male, full-grown and in its prime, had a fine dark mane and undamaged teeth. Its hunting companion was a very old male, maneless, with worn and broken teeth, ill-nourished, and with the spotting usually associated with females or young, very noticeable.

About this time another Indian complained that a party of lions made a playground of the road outside his house, their grunting, growling and scuffing disturbing his night's rest. I was inclined to put this down to an over-lively imagination. But I cycled over to see the place. He was the proprietor of a little galvanised-iron shanty-shop situated at a lonely cross-roads. Its white dusty surface bore the imprints of lions' paws in every direction; apparently parties of lions met there for a frolic. I spent that night in a nearby tree commanding a good view of the road, but the only thing that I saw was a genet cat. Gun-traps were set the next evening, and within a week three lions were killed, after which their companions avoided that section of road for a time.

You may wonder why such an unsportsmanlike method as trapping was resorted to. In Kenya and on the plains of the northern parts of Tanganyika Territory it is possible to hunt lions in broad daylight, but over a great deal of central and southern Tanganyika this is rendered next to impossible by the animals retiring before dawn into the dense undergrowth or matted thorn bush which covers much of the country. In addition it should be remembered that there was only one Game Warden to every seventy thousand square miles of country, and when news of a man-eater or stock-raiding lion was received, an attempt was made to check its activities in the shortest possible time.

Eaten Her Own Man's Fat

Both methods were often employed, as for example in the case I am about to relate. A Native woman at Lindiga, a few miles from Kilosa, remaining outside her hut on the evening of February 2, 1921, was sprung upon by a lion dragged into her patch of mealies, and eaten scarcely fifty feet from her own door. Some dress fragments, the head, and a few fingers were all that remained three days elapsed before the incident was reported. She was shot and I jumped fifty yards from the spot. That night the lions paraded round and round a cattle stockade trying to stampede the frightened animals by roaring "sontuously" for an hour or more. We started off before daylight, hoping to evade them before they sought cover for the day. The spoor led us towards a village, the petty chief unbarred his door and emerged yawning to answer our inquiries as to whether he had been troubled by the lions. No lion had been near his village, he volunteered. We then pointed out two tracks in the mud, one on either side of his door, where the lions had crouched hoping for someone to come out. A little further on they had pounced through the red wall of a hut for a man's look, but the occupants had driven them off with their outcries. On the thirteenth one of them tore out a bundle

of grass from the side of a hut in an effort to reach the occupants, who were away. On the fifteenth we learned that persistence had been rewarded, for they killed a man in Kivungu and ate him except for the head. They appeared to be changing their beat and making towards Myombo, where a fortnight before they had mauled a man who was fortunately rescued by his friends.

A scout had been sent to Kivungu to set traps and was in a hut when the door was burst open by a lion; a woman was sleeping close to the door. He ran outside and saw the lion standing not twenty feet from him, but could not fire as it was in line with another hut.

On the seventeenth day they broke into a second hut at Kivungu, five hundred yards from the one they had forced the night before. The only occupants were a woman and child. She scrambled to a flimsy reed shelf above the door and screamed. She told me that she could see the lion standing in the doorway beneath her, for there was a good moon at the time. The beast hesitated to enter. Hearing her cries the neighbours beat tin cans and lit torches, so that she was able to run across to an adjacent hut. When everyone had fallen asleep and all was quiet, the lions returned, dragging out the bed to the edge of the clearing sixty feet away, and ate the plaited mats, which doubtless reeked of human beings. The beetle-bored and more or less rotted framework they smashed up; I saw it as they finished it when I visited the place the next morning.

A Hole in Terror

On February 18 they broke into a hut between Kivungu and Myombo and, dragging out a basket of beans, ate the baskets; they then crossed some five miles of country to Lindiga, broke into a hut there and nearly caught a man. I went over to the village and got the occupants to evacuate the hut. Placing a bed where it could be seen from the doorway, I had some sacks rolled up in a smelly old sleeping mat and arranged on the bed to resemble a recumbent figure. Inside the hut, but behind the door, a live goat was tethered to add to the attractions. Then the door was left ajar, just wide enough for a lion to push through, but was securely pegged so that it could not be pushed open. A loaded rifle was fastened in the roof of the hut in such a position that it was invisible, and the trigger was connected with a taut cord so arranged that a lion attempting to enter the hut would receive a bullet through its skull. Naturally, a scout was left in charge to see the village children did not experiment with it. Naturally, too, the lions visited another village the following evening.

Evidently the poor animals were hungry, for one of them entered a hut in this other village before dark. By this time, however, we had scouts posted to every group of huts for miles around. The animal withdrew in face of the commotion his call aroused. The scout feverishly rigged up a trap at the door of the hut so that when darkness fell and the lion returned it met its death. Strangely enough, its companion entered a second trap a few hours later, though the pair of them had avoided numerous traps for a fortnight. The man hunting automatically ceased.

I measured these lions carefully and independently and found them exactly alike with the possible exception of half an inch of difference in the length of the ears. Both were tawny, maneless males in well-nourished condition, presumably brothers of the same litter. They measured eight feet two inches from nose to tail. One had the remains of a wild pig and some grass in its stomach, the other nothing.

(To be concluded next week.)

TANGANYIKA A CATTLE COUNTRY

Colonel McGaffie Excellent Report

LIEUTENANT-COLONEL F. J. McCall, M.C. Chief Veterinary Officer for Tanganyika Territory, who has spent seventeen years in veterinary work in East Africa, declares in his official Report (Annual Report of the Department of Veterinary Science and Animal Husbandry of Tanganyika Territory for 1926, Crown Agents, 5s.) that Tanganyika is essentially a cattle country, and that livestock interests are paramount.

"For people to-day," he remarks, "except the Native themselves, in whose minds there is no doubt, appear to realize that in Tanganyika the actually convertible capital value of the livestock of the Territory if sold up to-morrow exceeds the sum of the values of the assets of all other industries combined. In brief, from a Native, a rational, and economic point of view, livestock interests are paramount and Tanganyika at this stage is essentially a stock country. Not only does each head of stock represent a definite sum of money, but every head of the cattle increases in an immediately realisable asset for which cash in the hand is procurable at any moment; furthermore, the market is limitless.

When the British Civil Administration took over from the military authorities, the herds numbered less than 2,750,000 head; to-day they are over 4,700,000 and are rapidly increasing. This represents a fresh capital value of over 47,400,000. There are, in addition, 4,400,000 sheep, and goats, 2,000 pigs, 30,400 donkeys, 60 horses, 150 mules and 41 camels, according to the 1926 livestock census.

"This source of revenue," says the report, "will steadily go on increasing, and undoubtedly such revenue is produced with less effort, sweat, and sorrow than any other form of known wealth. Groundnuts, cotton, etc., must be carried principally on the women's heads to the railway; livestock walks to the market on its legs. Those conversant with Kenya and Tanganyika have long realised that the herds are the Native banks and that from this source the greater part of the hut tax is raised in normal years. In years of drought and shortage, it supplies money for the discharge of practically all Native liabilities."

The Tsetse Problem

The critic will naturally ask, "What of the tsetse fly?"

"The incidence of cattle," writes the C.V.O., "is tramping out and clearing the edges of the tsetse bush and even today is the one great factor in tsetse control, as the herds continue to increase in importance, grows and the tsetse reclamation work, as compared to it, is as a drop in the ocean. Whenever in East Africa under-pastured herds, the cattle decrease, the clearings diminish, the bush gradually re-establishes itself and tsetse increases. Where cattle increase the converse is invariably the case."

Not that Mr. McCall is unappreciative of the good work done by the Tsetse Reclamation and Game Preservation Department. That he admits goes on apace, and the gains made within the last two years are substantial. But he continues:

"The problem, however, is a vast one and will provide scope for the energies of generations yet unborn. Any tendency to premature or undue optimism when recording the results of clearing and other anti-tsetse propaganda is to be deprecated, and in reviewing the situation the adoption of a strictly conservative attitude is desirable.

As an instance of this, in the report of the East African Commission, no mention is made of the marked success which attended the equally laudable efforts of the labour officers of Mombasa, where it was believed tsetse had been banished largely through the efforts of bush burning by the school boys under supervision of the labour officers. How unduly optimistic these beliefs really can be is shown from the fact that a few months later the cattle were found within half a mile of Mombasa, and the Native cattle continued to die of trypanosomiasis.

He gives a photograph, taken in October, 1925, of a Native herd suffering in an advanced stage from a mixed trypanosome infection. These cattle

had been moved into the mission area as it was thought safe. The photograph is, as he remarks, of a type which is not infrequently met.

He mentions that the report contains many really excellent photographs of beasts, many of them grade animals on the Government Stock Farm, Dar es Salaam, which will interest all who are now engaged in those who intend to undertake farming in East Africa.

The medicinal treatment of trypanosomiasis by intravenous injections of tartar emetic appears to have been quite successful.

"We can now, with confidence state that in the majority of cases of trypanosomiasis in cattle, provided abundant food is available and good shelter is provided, a cure can definitely be effected if the patients are brought for treatment in the early stages of the disease. Up to date considerable numbers of imported pure-bred, hardy, low-grade, and Native Zebu stock have been successfully treated with tartar emetic in Dar es Salaam and at various stations up-country with highly satisfactory results."

Immune Cattle in a Fly Belt

The discovery of a small herd of cattle immune to "fly" opens up a fresh line of investigation. Rumours of such stock have been heard, chiefly from West Africa, but ten miles south-east of Marangwe station, some sixty miles from Tabora, seven cows and a young bull are actually living in a bad *morsitans* belt. They are the remnant of herds brought by Natives, and their immunity is clearly hereditary. Two bulls imported to serve these cows promptly died of "fly," proving the character of the country, so confidence is being placed on the young bull of the herd, which will, it is hoped, soon be able to propagate the strain. As the report says, "It seems to contain a nucleus of something rather valuable."

Another point of interest in connection with "fly" is the statement that on the coast belt the cattle fly *Stomoxys*, which resembles the common house-fly in appearance, is the chief disseminator of trypanosomes, to such an extent indeed that the significance of *Glossina* is a secondary consideration.

On the subject of the education of the pastoral tribes, the author is equally informing. It is true that those who make a life study of such matters and are competent to adjudicate should have an opportunity of stating the vital aspect of the case.

Educating Pastoral Tribes

"Pastoral peoples," he maintains, "do not understand, approve of, or desire to know more about education as applied to schools. It is felt that the only path to progress lies through the medium of stock farms and pastoral schools designed to teach matters in which Natives are interested, through channels along which their natural inclinations run. Learning to read or write should be of minor importance in the curriculum. The important matter is to teach better methods of living and the manner in which an increased standard of comfort can be attained by the people whilst still engaged in their own work."

To attain a measure of success to settle down and lead a farmer's life is now hopeless, he simply cannot do it. Improved stock management, he can understand, the advantages of wells, fences and windmills appeal to him, and a cow that gives more milk as much milk as his other cows is an abiding and tangible joy. He does not want change, the real thing that counts is their stock; the general way to their hearts and understanding is through the stock and herds. It is apparent on the surface that the recommendations of academic commissions are of little help in this direction. Only those who have known their lives among the African Bomaic pastoralists can understand, and even then do so gropingly.

Book learning and even the teaching of handicrafts to the cattle tribes, is often synonymous with rural depopulation, and sympathy and understanding is accorded the Native livestock owner who refuses to send his

LEPROSY CAN NOW BE CURED CHEAPLY

Sir Leonard Rogers's statement.

children to school. The father, tears, and right so, this his son will lose interest in animals and in his home, surroundings and will finally run away from home, deserting his parents in their old age. His tears in the past have only been too often confirmed and a contented useful unit lost to the tribe. Particularly acid reference is made to all activities directed towards the social uplift of the African. His material welfare would seem to be equally worthy of consideration.

The report on which we congratulate its author and the many readers he deserves to secure, abounds in information, but it is impossible to give it all the space a complete review demands. Rinderpest is well in hand—a most encouraging fact—and we are assured that the African staff is progressing; a comprehensive and able report on contagious bovine pleuro-pneumonia, by the late Captain J. W. Hayes, M.R.C.V.S., for over four years Veterinary Officer in charge of Arusha and Masailand, is included; there is an excellent article on the breeds of Native cattle, and every activity of the Department receives detailed treatment. The coast belt has evidently been exhaustively studied from the veterinary point of view. It is to be hoped that the South-Western Highlands, where cattle-rearing appears likely to be a vital factor in the success of the settlers, will soon receive equal attention.

EAST AFRICA IN THE HOUSE.

The Foreigner Salute in Zanzibar.

GOVERNOR WEDGWOOD (Sec., Newcastle-under-Lyme) asked the Foreign Secretary whether his attention had been called to the expulsion of Mohammed Ali, an old-established Indian merchant, from Kisumu, recently transferred to Italy, without trial, because unintentionally he omitted to give the Fascist salute.

Sir A. Chamberlain: "My attention has been called to this case, but I have no official information as to what actually occurred, and in the absence of a British Consular Officer in that Somaliland, some time may necessarily elapse before an official report can be obtained. Natives of India enjoy the same degree of protection abroad as all other British subjects."

Sir R. Hamilton (I., Orkney): "Has the Foreign Secretary received information as to other British subjects having been imprisoned and fined for similar offences, and what steps can British subjects take in this soiled territory to make complaints in the absence of the British Consul or Vice-Consul?"

Sir A. Chamberlain: "As far as I know, this is the only case that has come to our knowledge, and will not speak definitely without further reference. They must address themselves to the nearest British official."

Major H. Hemming, Managing Director of the Aircraft Operating Company, announces that the completion of the Zambesi air survey has been postponed until the dry season, as the floods have whitened the rapids, and part of the object of the survey was to record details of the rapids. The headquarters of the expedition have been transferred to Bulawayo, and part of the Agricultural building has been taken over and turned into photographic laboratories and drawing offices. Here the maps for the Government of Northern Rhodesia are being made from the photographs taken last season. Major Cochrane-Patrick, the Director in charge of the expedition, has handed over to Major R. A. Logan, and is now en route for Bagdad with Mr. W. D. Coase, where they are going to carry out the Iraq air survey.

At last week's annual meeting of the British Empire Leprosy Relief Association, Sir Leonard Rogers said there was now complete evidence that the early stages of leprosy can be cured. In Aleppo (sodium hydriocarpate) they had a cheap, painless, and efficient remedy at a cost of under half a crown per case for a year's treatment. The Association had sent over 100,000 doses overseas during the last few months. If countries sufficiently advanced to carry out the simple plan of examining the households and close contacts of all lepers every six months for five years, 80% of probable infections could be detected and cleared up in the early stages.

Sir Edward Gait stated on the authority of Sir Donald MacAlister that a doctor practising in Great Britain who took advantage of a visit to India to study leprosy work had since his return home diagnosed several early cases of leprosy among his patients that he would not have otherwise recognised, and had given them the new treatment with very satisfactory results. These patients were, of course, persons who had contracted the infection abroad.

The Governor of the Companhia do Nyassa has just reported that about 3,125 miles of roads were opened and repaired in the territories of the company, i.e., the portion of Portuguese East Africa lying between the Rovuma and Lurio rivers—during the year 1927. A considerable proportion of such roads is suitable for motor traffic, and it is now possible to motor from Porto Amelia to British Nyassa land. All the administrative districts in the territory of the company are linked by motor roads.

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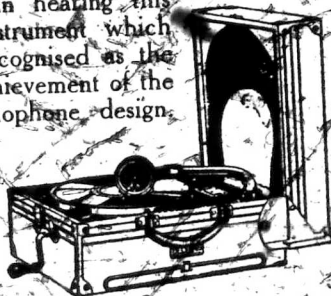
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THE EAST AFRICAN OFFICE IN LONDON.

Recent Criticisms Briefly Examined.

H.M. EASTERN AFRICAN DEPENDENCIES TRADE AND INFORMATION OFFICE in London has been severely criticised by the Nairobi *Standard*, whose main points are: (1) that the Commissioner to the Office should not be the same person as H.M. Trade Commissioner in East Africa; (2) that the Office is badly situated, that it has insufficient window space, and that better premises could have been obtained at less expense; (3) that the expenditure on advertising and exhibitions is far less than it should be; (4) that the present advertising policy is fundamentally wrong; and (5) that the Advisory Committee to the Office should be appointed from East Africa and that members of East African Legislative Councils should be co-opted to serve upon it while in this country.

Whether the Commissioner to the Office should also hold the post of Trade Commissioner has for some months been under consideration by the East African Governments, and as an early decision may be anticipated we need not debate the question here.

The Situation of the Office.

"The Office is supposed to be in Cocksput Street, but is actually hidden round a corner in a little lane called Spring Gardens, which is seldom frequented by traffic." Anyone who does not know the West End of London might be entirely misled by that statement. The main entrance doorway to the building is within a few yards of Cocksput Street, from which it can be readily seen and in which are situated the West End offices of a number of the leading steamship companies of the world; a second entrance is in Cocksput Street itself. To call Spring Gardens "a little lane" strikes us as misleading. Before the present premises were leased very serious consideration was given to the question of window displays, and the decision to forgo greater window space was at last taken very reluctantly.

Our contemporary instances a number of premises in Piccadilly, Regent Street, the Haymarket, and St. James's Street, with rentals varying between £2,000 and £3,500 per annum, the average of the premises so instance being some £2,350 per annum, as against £3,000, which it gives as the rental of the present office. Though no mention is made of the fact the £3,000, however, includes rates, a most important item in the West End, whereas in the case of the other premises, suggested rent only appears to be given. If that is so, the total annual charge for the other premises proposed would be considerably above the present cost of rent and rates.

Advertising Policy.

Of what use, asks the *Standard*, is it to pay heavily for advertisements in newspapers which deal primarily with East African and other African affairs? The Habitual Office can be recommended in this respect to study the advertisements of South Africa in such newspapers as *The Times*, *The Sketch*, *The Field*, and the great dailies. This most surprising argument contravenes not only human experience, but the accepted policy of the Overseas Offices in London. The man who wants to learn something about gardening purchases a gardening journal, and the man who contemplates settlement in East Africa will, he is serious, presumably purchase an East African journal to discover something about the territories which may become his future home. Surely the Office put to the advertising pages of newspapers consulted by African settlers and by those in Great Britain

who already have East African interests, but who would overlook the help which the Office could give, unless they were instantly reminded of it.

True, it is also necessary to use the *Evening Press*, and that has been done on a small scale ever since the Office was opened. But to follow slavishly the excellent example of South Africa would still be premature. In South Africa hotel accommodation is such that a great tourist traffic can be safely invited, and anyone with experience of the organisation of tourist interest in a new field is aware that one of the outstanding dangers is that of encouraging a greater number of visitors than can be comfortably housed in the existing hotels. Those who are prepared to spend some hundreds of pounds on a trip to and through East Africa are accustomed to a considerable degree of comfort and often of luxury, and though the hotel facilities of East Africa generally and of Kenya especially have improved immensely in the recent past, and are to be greatly increased during 1928, it is still too early, apart altogether from the question of expense, for East Africa to emulate South Africa's publicity in such journals as *The Tatler*, *The Sketch*, and *The Field*.

The recommendation that the Office should emulate South African publicity is incidentally a contradiction of the *Standard's* own earlier criticism, for South Africa is much more enterprising than East Africa in the spaces which it takes week by week in African newspapers circulating in Great Britain—and so, it may be mentioned, are Southern Rhodesia, the Australian States, New Zealand, and Canada, all of which have evolved from considerable experience an advertising programme in which their own specialist journals figure prominently.

Scope for Increased Publicity.

We agree that there is excellent scope for East Africa to secure an immense amount of free publicity through the distribution to the Press of properly prepared news paragraphs and articles, and for that reason we have long hoped that a Press Officer—a man with wide East African experience and a knowledge of, and a flair for, Press work—could be attached to the Office. In a restricted degree however, free publicity has been sought and obtained.

That the expenditure on straight advertising and exhibitions should be greatly increased we firmly believe, and we hope that it may at a very early date, be possible for the Office to embark upon a wider scheme of publicity, particularly in connection with settlement, and, as facilities improve, for the extension of tourist traffic.

The suggestion that the Advisory Committee should have been appointed from East Africa and that members of the Legislative Councils should be co-opted while visiting this country is excellent, but entirely unnecessary; for the Advisory Committee was appointed by the East African Governments and members of the East African Legislative Councils visiting Great Britain have been invited to attend meetings of the Committee.

Speaking recently in the Legislative Council of Northern Rhodesia, Sir James Maxwell, the Governor, said that he was not satisfied with the way in which money had been spent on the Mazabuka Research Station, and that he had consequently stopped all expenditure on incomplete buildings until plans and specifications and a reasonably accurate estimate of the cost could be made.

The Muhammadan last year began on Monday last February 22

PERSONALIA

Lady Preston is back from East Africa.

Mr. E. J. J. Gilchrist sailed last week for Beira.

Sir Norcott Warren has arrived from East Africa.

Sir William Reid was a recent passenger from Mombasa.

Mr. A. Davis, of Nairobi, is expected to reach London shortly.

Mrs. Carbery flew from Mombasa to Nairobi on her recent return to Kenya Colony.

The Prince of Piedmont, who is visiting Eritrea, left Asmara for Massawa on Tuesday.

Brigadier-General A. Purves and Mrs. Purves came over in the "Llandovery Castle."

Mr. Emil Millin, the leader of the Cape-to-Cairo motor expedition, reached Livingstone last week.

Mr. and Mrs. T. B. Davis and Miss Davis have returned from their visit to South and East Africa.

Mr. Amery is to be the chief guest at the annual dinner of the London Devonian Association on March 17.

The King has been pleased to reappoint Dr. H. H. Hunter an Unofficial Member of Legislative Council of Uganda.

Lord Kyslat proposed the toast of His Majesty's Ministers at last week's annual dinner of the Chamber of Shipping of the United Kingdom.

We regret to learn of the death at the age of sixty-one of Captain W. M. Isdale, nautical adviser to the British India Steam Navigation Company.

Sir Edward Davson, who recently returned from a tour of South and East Africa, will preside at the dinner to be given this evening in honour of Sir Algernon Assmell.

The King and Queen, the Duke and Duchess of York, and Princess Mary have visited the British Industries Fair at the White City last week. Their Majesties also visited the Birmingham Section of the Fair.

The Inter-Allied Rhineland High Commission has forbidden General von Lettow-Vorbeck, who commanded the German forces in East Africa during the War, to lecture in Occupied Territory, as he wished to do.

The Rev. J. C. Dunham, M.A., is going to Tanganyika Territory as a chaplain and missionary under the joint auspices of the Colonial and Continental Church Society and the Australian Church Missionary Society.

Mr. Robert Russell, whose death at Nairobi is reported, enlisted in the Lothians and Border Horse at the outbreak of the Great War and subsequently received a commission in the East Lancashire Fusiliers. He was a prominent Freemason.

Mr. J. Mallet, who was the manager of the Zanzibar office of the Messageries Maritimes, has left France for Madagascar, after spending leave in Europe, to take charge of the company's office at Majunga.

Flight-Lieutenant R. K. B. B. B. recently made the splendid solo flight from London to South Africa in his "Moth" biplane, is to accompany Lady Heath when she flies between Ndola and Tabora as arranged with the Cape-to-Cairo motor expedition now on its way to Broken Hill.

Professor C. H. L. Schwarz, of Rhodes University, Grahamstown, is to lecture at the Royal Colonial Institute on Tuesday next at 8.30 p.m. on "The Native Races of South Africa." Sir Harry Wilson, whose long experience of Northern Rhodesia is well known to our readers, will preside.

Sir Henry Page Croft, M.P., who has considerable East African interests, presided last week at a meeting at the House of Commons of the Imperial Communications Committee of the British Empire League. A resolution urging the importance of a speedy return to penny postage throughout the Empire was carried unanimously.

The following have been appointed unofficial members of the District Road Board, Nakuru, for the year 1928: Mr. A. F. Duder, Major A. F. Dudgeon, Mr. J. W. Eames, Major J. A. MacDonald, Mr. H. B. Simson, Captain C. P. Soames, Colonel C. S. Stack, C.M.C., Captain F. W. Stringer, and Messrs. H. D. Thackrah, H. Watkins, J. E. A. Wolryche-Whitmore, and E. H. Wright.

Major and Mrs. E. P. Bradshaw, Mr. and Mrs. P. P. C. Garnham, Mr. J. E. Holman, Mr. and Mrs. G. W. Hudson, Prof. and Mrs. J. G. Laws, Mr. and Mrs. E. H. Manley, Mr. and Mrs. A. Y. McConnell, Dr. and Mrs. F. W. McCrea, Mr. and Mrs. J. Nighingale, Capt. T. N. C. Nevill, Mr. and Mrs. J. J. Rowsell, Mr. and Mrs. W. G. Stokes, and Mr. and Mrs. G. H. Walby were among the homeward passengers of the "Llandovery Castle."

The Secretary of State for Dominion Affairs and for the Colonies (Mr. L. S. Amery) has appointed Mr. S. L. Holmes to be his assistant private secretary. Brigadier-General Sir Samuel Wilson, Permanent Under-Secretary of State for the Colonies, has appointed Mr. J. J. Paskin to be his private secretary *vice* Mr. Holmes, and Lord Lovat, Parliamentary Under-Secretary of State for Dominion Affairs, has appointed Mr. C. R. Price to be his private secretary, *vice* Mr. Paskin.

Lieutenant-Commander J. M. Kenworthy, M.P., criticising the non-appointment of a Labour representative to the Hilton Young Commission, said last week: "A smaller Commission has just returned from Leyton, where it has been inquiring into the best form of Constitution, and a Labour member sat on it. The Simon Commission in India has two Labour members, and the last East Africa Commission, under the chairmanship of the present Under-Secretary of State for the Colonies, had a Liberal and a Labour representative. Because Labour has not been permitted to nominate a member to this Commission we are suspicious—we believe rightly. There is no question of patronage here, as the members receive no salaries, and are bound to be considerably out of pocket. But it is a question of principle which we intend to uphold."

HOW GERMAN MISSIONS IN TANGANYIKA ABUSE BRITISH GENEROSITY.

More Questions Which an M.P. Might Ask.

To the Editor of "East Africa."

SIR,
Your leading article of November 3 last, entitled "German Missions in Tanganyika," in which you criticised the commercialisation by German missions in this Territory of lands returned to them by the generosity of the British Government, has the unstinted praise of every Briton in this district and should be assured of that of every would-be British settler shut out from obtaining land now that the district is closed. I have recently spoken to many such people on this subject, and you can imagine their disgust on seeing Germans taking up land which was denied to them.

I am attaching for your own information the names of one German and three others (who I believe, call themselves Swiss) who are simply and solely exploiting mission holdings which are of immense extent in this district—something like 12,000 acres, it is said. What is more, one of these individuals has been heard to declare that they are the nominees of the German Consul at Mombasa who procured a German Government subsidy for the Moravian Mission on condition that he should nominate certain business men and planters to participate in the exploitation of the properties. Though the German authorities should deny this statement—that is fully to be expected—it is the fact that the assertion has been openly made by one of the individuals concerned, who certainly believes it himself. So do I, though it will probably be repudiated.

The reply given in the House of Commons to Sir Philip Richardson, and reported in *East Africa* of November 24, is interesting. It is to be presumed that conditions were laid down that the lands returned to German missions were to be utilised solely for religious and charitable purposes, and if that is so the Colonial Office had grounds for their statement. But even in that event the reply was nothing but a *supplicatio veri*, for it enlightens no one as to whether German missions are allowed to go on sub-leasing land to German, Swiss, and other nationals—and this mind you, in a district like Rungwe, which, owing to the density of its Native population, is closed to alienation of land to other white settlers.

Would a Member of Parliament return to the charge, and ask the Secretary of State for the Colonies what information he has concerning the number of leases of mission land which the German Moravian Mission in Tanganyika has given to German and Swiss settlers? British subjects in this district know that a scheme is afoot to settle fifteen German and Swiss families around the base of Rungwe Mountain on land said to belong to the Moravian Mission. Those settlers are to exploit the very considerable timber and water resources of that region. They already have turpentine, driving circular timber-cutting saws, they are selling timber to the public, they are generating their own electricity, and talking of conveying electric power thus generated to the European farms in the neighbourhood.

Another request! Would an M.P. interested in

East Africa press the Secretary of State to say whether the Moravian Mission is allowed to prove title to the lands they claim, known to claim about 5,000 acres at Rungwe—though there is very good reason to doubt whether they can produce a document of any sort in support of these claims. Clearly, they should be required to substantiate their claims.

It is quite possible that the Parliamentary questioner may be told that the persons holding such leases from the missions are "co-workers" of the mission, and I believe that the contracts do actually contain a camouflaging clause to this effect. But an amusing fact known to almost everyone in the district is that one at least of the foreigners whose names I am sending you has loudly protested against the suggestion that he is a co-worker. The clause is obviously meant simply to cover the possibility of open abuses by lessees of mission lands, such as the maltreatment of Native labour, and in that respect every British settler might, I suppose, be considered a co-worker of every mission in the Territory. In short, the clause is nothing but a farce designed to throw the mantle of religion over a purely commercial transaction.

The position is really scandalous. Will *East Africa* expose it and ask some M.P. to take up the matter?

Yours faithfully,

"AN ASTONISHED OBSERVER"

S.W. Tanganyika

A WOULD-BE SETTLER'S DIFFICULTIES.

How He Might Start.

To the Editor of "East Africa."

SIR,
It is somewhat difficult to make suggestions to "A Would-be Settler," because so much depends on the man himself and the amount of his capital. May I venture to suggest that as the present stage he should seek advice from H.M. Eastern African Dependencies, Trade and Information Office, whose advertisement appears regularly in *East Africa*, or from the Overseas Settlement Offices in Totterell Street, Westminster. At either place he can depend on getting sound and independent advice from those well qualified to give it.

From what I know of Kenya—and I have lived there—I think that, after consulting one of the above offices, your inquirer had better get out and look around the Colony, before deciding on anything at Home. I do not think he would have much difficulty in securing land at a reasonable price. One of my sons has, on the advice of an expert, just bought some land for coffee at about 75s. per acre, and he seems very pleased with his purchase.

As for wheat, whilst I have strong faith in this as a serious business in Kenya, it is not to be rushed at as a start. There are many difficulties unknown to Canada or Australia. My sons have been eight years in Kenya and have some splendid land for wheat on their farm, but they have not yet touched this. They are watching the efforts of others, from which they hope to learn much. As a start, I suppose maize is the safest and easiest crop to grow, but a year's experience on a farm where it is grown is well worth paying for.

Yours faithfully,

PATERFAMILIAS

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TANGANYIKA'S GERMAN PROBLEM.

A few days ago *The Times* published a most interesting article from its Special Correspondent in Tanganyika, who said in the course of his columns:—

"The returning German is one of the problems which face both the Tanganyika Administration and the Hilton-Young Commission to-day. Nobody questions his merits as a settler, and the Government has been scrupulous not to place unjustifiable bars to his entrance to the territory since the right was granted at the end of 1925. As a consequence 522 Germans had settled in Tanganyika before January 1, 1927, and up till the August returns of last year 284 more had joined them. There are roughly 2,700 British subjects in Tanganyika to-day—including a large proportion of administrative and transport officials—and not unnaturally the decreasing margin between the two populations suggests a political embarrassment of the situation in the near future.

"The German settlers are a particularly industrious type; they are abiding loyally by the laws of the British Administration, and it is difficult to find evidence of any political activities either among themselves or between them and the Natives. But, almost in justice to them, it must be recognised that they are Germans first and settlers afterwards, and their oft-quoted profession that they are happier under the 'fair deal' they get from the British Administration than they were under the Kaiser's rule in 1914 may be taken with a very large grain of salt indeed. Incidentally, an interesting feature of settlement, neither British nor German, is to be found in the recent influx of Dutch-South African farmers in the south-west.

"A very important factor in the return of the German to East Africa is found in the increasing traffic of the German steamship lines along the coast. Only those who have been there recently can realise the extraordinary energy of their agents not only at the seaports but up-country as well. Let it be known, however vaguely, that a settler and his family contemplate taking a spot of leave at home, and he is immediately approached personally by a courteous and persevering representative of the German lines. It must be admitted that the ships are good and the catering (especially in the second and third class) excellent, and many British settlers—ex-Servicemen too—who five years ago would have been indignant at the very idea of sailing under the German flag, look at the matter in another light to-day. The same thing applies to freights, and German ships make a point of calling at obscure ports for small cargoes that in themselves can yield little if any profit. It may be taken as axiomatic that the Englishman in Africa will travel, or send his goods, by a British ship rather than by a German. Even if it means a readjustment of his timetable and his finances, but in all candour it must be admitted that the 'take it or leave it' methods of some of the British shipping agents on the East Coast scarcely encourage him in his patriotism."

East Africa in the Press.

LORD OLIVIER ON EAST AFRICA.

LORD OLIVIER has written for *The Manchester Guardian* three articles entitled "Our Choice in Africa," the three courses which Great Britain may take being described as (1) repression, (2) trusteeship, and (3) justice. In the main the series is a mere repetition of the arguments which His Lordship has advanced again and again, but the following quotations will interest our readers.

But Exeter Hall having become an hotel, and most of our Press being still of the Chamberlain-Kipling philosophy, the preaching of trusteeship, given proper definition of principles and disinterested administration, no doubt goes some way towards providing a substitute for those weakened defences of humanism:

"The way in which Kenya was actually handled can only be described as preposterous. The Governors appointed, at least up to 1923, however conspicuously qualified to shine in other vocations, stand out (with a short-lived exception) as the most remarkable procession of misfits within living memory of Colonial affairs. One after another they met some Boojum, and vanished. Public officers were allowed to own and traffic in land, on the ground that this would combine their interests in the 'development' of the country with those of the settlers. And this unique scandal is still permitted, though the Colonial Regulations forbade it in all other Crown Colonies on precisely the grounds on which it is more obnoxious in Kenya than it could well have been anywhere else, for nowhere else have divisions of interest between white men and Natives in land and labour questions given rise to such controversies.

"East African settlers were not introduced as trustees for Natives, but to farm and plant and make money, and no one need be surprised if they adopted too exclusively Lord Milner's idea that it is a providential arrangement that Natives of simple needs are in Africa to work for civilised men and to be uplifted in doing so.

"It is not wise to tell an African you are exercising 'trusteeship' (a conception he quite understands) for him when, for example, you are taking away land that belongs by his tribal law to Kikuyu families and giving it to white planters. He will only smile appreciatively at your artistry in palaver, smile still more inwardly if it appears that you suppose he believes you, and despise you if it dawns on him that you really believe it yourself. It would be wiser simply to tell him that the King wants the land for his white men, and say that he must go elsewhere, and if you deal equitably with him in the exchange he will bear you no grudge.

The parrot-preaching, from Governors downwards, that the Native ought to 'work' is one-third sound sense, one-third interested cant, and one-third sheer superstition—that labour is good in itself—which no African will ever believe, even if he did not see that the white man himself illustrates, by his practice, Mr. W. B. Yeats' dictum that 'idleness is the reward of toil.' What is wrong with the Native's industry is not that he is idle—for he is not—but that it is inefficient and amateurish."

Advertisers get good results from *East Africa*. They tell us so; and that is why our advertising revenue grows and enables us to increase the size of the journal.

But *East Africa* is deprived of some of its due credit whenever a reader fails to mention its name in replying to an advertisement.

Please make a point of quoting *East Africa*. Thank you!

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CARS SUITABLE FOR EAST AFRICA

III.—The Hillman Saloon.

By "East Africa's" Motoring Correspondent.

ONE British car that certainly knocks the bottom out of the threadbare argument that our manufacturers do not cater for the export market is the Hillman. The fact that Rootes Ltd., the leading firm of car-exporters in this country, have the sole handling of overseas orders for this car is in itself corroboration of that statement, and it was through the courtesy of Mr. G. Hutton, Export Manager of Rootes, that I was able to try out the domesticated saloon of this genus. An export model was not available, mainly because the demand for Hillmans is such that the cars have to go straight aboard ship from the factory chain.

The springing of the export model is, I am assured, well suited to overseas use, but that of the car lent to me, efficient as it was on ordinary roads, was too responsive over rough ground—though one must expect bumps when riding duo and at speed over colonial going in a five-seater car spring and tracked for use on the good roads of the Old Country. The Hillman Fourteen is certainly a well-thought-out export job, and it is but reasonable to suppose that due attention has been given to suspension for Colonial operation.

Points Attractive to East Africans.

East Africans will be particularly attracted by several points. The 4 ft. 8 in. track is standard, with clearance is $\frac{1}{2}$ in. above standard. The engine is powerful enough and the back axle gear ratio low enough to ensure the climbing of all reasonable gradients and the negotiating of mud and sand. The steering is designed to eliminate fatigue, while the cooling system is so efficient that overheating should not be experienced under the intense tropical sky. Extremes of heat and humidity should be withstood by the body, finished as it is in cellulose. In the case of the tourer the all-weather equipment suggests imperviousness to the heaviest rain.

The semi-bucketed adjustable driver's seat, in conjunction with the handy controls and the lightly worked pedals, demand that minimum of effort that delights the discerning driver. The gear change is easy, the brakes respond well, the lack is wide, and quite a lot can be done in dense traffic in third speed.

The wide doors are placed right, closing as they do on the central pillars. Entrance to the driver's seat is facilitated by the placing of the handbrake alongside it. The two-piece windscreen, narrow pillars, interior mirror, large rear light (with blind operated by driver), illuminable dash, roof light, and a 12-volt lighting and starting set, give greater visibility under all conditions than one normally experiences in cars of this price.

Tested in a Gale.

The conditions under which the Colonial tests were made were the worst so far experienced. At the time there was such a gale that smaller cars were being blown across roads, and this wind carried a strong mixture of rain, hail and sleet. The jolting expected from the narrower track was to some extent lessened by the fact that the ruts had had their edges taken off by the dow. After alternating between top and third, I began to congratulate myself and the car on getting a wretched job well done when the steering told me that the near side front tyre was flat!

A glance was proof enough. It was decided to change the wheel on the spot; and the supply of potato sacks that had been put aboard as an aid



THE HILLMAN FOURTEEN TOURER

against bogging was spread out in rear. The car was reversed on to these, the jack got from out of the tool box under the bonnet, and the wheel promptly changed—our movements being expedited by a driving rain and by the fact that mud was oozing over the tops of our shoes. The job done, we got away easily in first, the sacks being left for retrieval at a later date. Despite the depressing conditions and a forced stop, the car pulled through beautifully, and if East Africans are ever called upon to motor under worse conditions I supplement my sympathy with a suggestion that here is a very useful car for such a purpose.

The touring test showed that the Hillman could make the 65 miles to Clacton-on-Sea in 101 minutes. This performance is even better than it appears to be, for there are at least a dozen strictly policed ten-mile limits on this road, while the last few miles are very serpentine. Several times 55 m.p.h. was recorded, yet, although the pedal was fully depressed, the engine murmured on as sweetly as Tennyson's brook. The tank is at the rear, is easily filled, and is gauged up to twelve gallons, the last two being released by a two-way tap. The fuel range is about 325 miles.

The Range and Agency Arrangements.

The Hillman Fourteen is available as a five-seater touring car, a two-three-seater, a saloon, and a safety saloon. The cellulose colour range is the same in every case—blue, nutria, or maroon, with leather upholstery in tone. The net weight of the tourers is 22 cwt. of the saloons, 24 cwt. In addition to the extras already mentioned, there are shock absorbers, luggage grid, electric horn, oil gauge, pump, complete set of tools, clock, carpets, and fibre mat.

Rootes Ltd. are already well represented over most of East and Central Africa, and at the moment negotiations are proceeding in Kenya and the Sudan, in each of which territories there is every reason to believe that arrangements with a large firm will soon be concluded. These firms will carry adequate stocks of spare parts and will render efficient service. The existing agencies are Messrs. R. Harley & Co., Jinja, Uganda; International Motor Mart, Dar es Salaam; Tanganyika; Central African Transport Company, Blantyre, Nyasaland, and Fort Jameson, Northern Rhodesia; Messrs. Kimpton & Co., Salisbury, and Messrs. Gull and Kimpton, Bulawayo. To give an instance of the quality of the services of which these firms are capable, it need only be mentioned that a Tanganyika driver had his car on the road within two hours of its unloading at Dar es Salaam, collection, Customs clearance, and assembly all being performed in this short time.

"I doubt if in fifty years time we shall have all weather roads, if by that you mean that at every hour of the day all the year round you will be able to get along a road with a motor car without being weather-bound at some time."—Major Trevor speaking in the Legislative Council of Northern Rhodesia.



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Here's a simple new way to gain them
There's now a way to restore off-colour teeth to clear and sparkling whiteness. Modern dental science has found that teeth rarely are naturally off-colour but simply clouded by a dingy film coat.

What film is
Run your tongue across your teeth, and you will feel a film—a slippery viscus coating—clinging to teeth, gets into crevices and stays. It lays your gums open to bacterial attack, your teeth open to decay.

Ordinary dentifrices and cleansing won't fight film successfully. Now, new methods are being used. A dentifrice called Pepsodent—different in formula, action and effect from any other known—It removes that film and firms the gums.

A few days' use will prove its power beyond all doubt. Make it the test. Obtain Pepsodent from your stores to-day.

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Builds up Brain, Nerve, and Body

Sold by all Chemists and Stores throughout the British Empire.
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Camp Fire Comments.

Phosphates in Africa.

"Panning" writes: Your reference in last week's leading article to the scarcity of phosphates in African soils raises a most important question for all settlers. Prospecting for minerals seems to be going on in East Africa with great success, but I do not see phosphatic rock mentioned anywhere. I am no geologist, but I should like to know whether such rock exists anywhere in our neighbourhood, or whether we shall always have to import it? For us, cheap phosphates are more valuable than tin, gold or copper; and I hope prospectors, Government geologists, and such folk keep that fact in mind.

The Eyesight of Wild Animals.

"I can endorse Mr. Ratcliffe Holmes's opinion on the lack of analytical power in the eyesight of wild animals," writes a correspondent, adding: "I think it is common experience that only quick movement frightens game, and that they are undisturbed by a slow and uniform approach. The seemingly unnecessary noises—whines, grunts and roars—made by lions and leopards when hunting appear to be of use in stampeding the quarry, which, while motionless, is invisible to the carnivore as it is to the untrained human eye. Bush-buck and duiker are extremely difficult to see in bush country, as every novice discovers. I have often been able to pick butterflies off a bush by slowly moving my hand towards them; but the moment the action gets, even slightly too fast, they fly off. Veterinary surgeons and dog-fanciers, too, are always careful to approach their patients slowly."

"Parking" Lions in Africa.

A correspondent, who with an apology signs himself "Flabbergasted," is amazed at Lord Onslow's speech published in our issue of last week. He writes: "I expect you are tired of lions as a topic, but Lord Onslow's statement when presiding at the general meeting of the Society for the Preservation of the Fauna of the Empire can hardly pass without comment. His Lordship is reported to have said: 'The problem of preserving dangerous beasts, such as lions, had been solved in Africa, where they were kept within bounds in a national park. You invite comment in this page, and I should like to do this statement justice; but I confess it beats me.' How do responsible people come to say such things? Perhaps we might say, in Parliamentary language, that Lord Onslow's statement appears to be an intelligent anticipation of events."

Silly Slips.

In England there are probably more people to the square mile with a real expert, first-hand knowledge of tropical conditions than in any other country in the temperate zones; and yet it seems impossible for our great selling agencies to avoid silly slips in advertising their goods. The case of the Empire Marketing Board and their "Sisal in Uganda" has become a classic. Now a buyer from Trinidad, visiting the British Empire Fair, has drawn attention in the Press to the presence in the textile section of a dummy wearing a tropical day outfit complete to the last button—but fitted with patent leather shoes. If advertisers of tropical goods have no personal knowledge of their markets, as they should have, surely they might spend a few

pounds on obtaining the services of some retired colonial to save them from those small errors which make all the difference.

Elephants and Motor Cars.

Among the disadvantages of the African elephant mentioned by the Uganda Game Warden is the fear of motor cars exhibited by those great beasts? Confirmation of this opinion comes from the London Zoological Gardens, where two elephants—Burmese, it is true, not African—while being exercised up and down the elephant walk, were so scared by a small motor car driven by the manager of the refreshment department that they incontinently bolted and fetched up, one in the zebra yard and the other in the giraffes' house! Both these elephants had been some years in the Gardens, so one would have imagined them to have become used to cars. Readers who are old enough to recall pre-motor car days, when a performing bear was a not uncommon sight, will remember how a single bear would set a whole street of horses rearing and shying, and how impossible it was to reconcile a horse to the smell of Bruin. If elephants are as recalcitrant to motors, it puts them out of court as a modern means of traction.

Kenya's Intelligent Ants.

Mr. T. W. Kirkpatrick, the Kenya entomologist, who is engaged in a war of wits with *Phéidole punctulata*, a local ant which encourages the coffee mealy-bug and has made it into a serious pest, is finding that he is up against foemen worthy of his steel. He introduced from South Africa fifty thousand lady-birds known as the "Australian Mealy-bug Destroyer." The ants, recognising them as strangers and potential enemies, at once killed out the lot. He tried poison baits. At first the ants ate them greedily, and a few died; but thereafter, taught by experience, they refused to touch them, and all baits were carefully covered over with earth by the workers. He put repellent bands on the stem of the coffee trees, and found that if there was a possible way under, over, or by the band, the ants would find it. A blade of grass swayed by the wind, touched a tree every few seconds, and six or seven large worker ants gripped it as it swung and fastened it to the tree, so that the small workers could pass over it. In another instance the ants climbed a neighbouring shade tree which was in contact with the top branches of a coffee tree, and got over that way. No wonder Mr. Kirkpatrick claims almost human intelligence for his tiny foes. So far the only efficient enemy of the *Phéidole* he has found is the *Maya* ants. "These insects," he says, "will generally not tolerate any other species of ant in their neighbourhood, and will completely eradicate any which they happen to meet on their *sarais*. Unfortunately, however, they are not commonly met with in coffee plantations, though many planters state that some years ago they were more numerous than now." It looks as if the *Maya* are likely to become more popular than they have been hitherto.

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Take your strength for the
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Perfection of Style

Smart, durable footwear—built to withstand the rigours of the African climate—such Footwear is Norwell's. The materials used are the finest obtainable, fashioned by craftsmen who have made a study of foot requirements under all conditions. Send for a pair of Norwell's to-day, you will really enjoy wearing this excellent Footwear.

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Gent's smart Oxford Shoe in Black Patent, Brown Willow Calcutta, Black Box Calf. Plain seam stitched cap. Welled as hand-sewing. Smart lasts.



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'GENUINE' CHAMPAGNE

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Reasons Why

this ideal drink appeals to the buyer abroad. It has stood the test of exportation to the hottest climates for the past fifty years. It is not an essence but a **GENUINE WINE**, the juice of the apple—containing the same valuable stimulating and fragrant ethers as **CHAMPAGNE**. It is a proved blood purifier—a perfect beverage for Tropical Countries, giving an exhilaration not obtained from heavier drinks, and the reaction which follows the use of more potent beverage is absent.



Its value as an antidote to Gout and Rheumatism is well known. Its moderate price, especially in comparison to Grape Wine and Spirits, makes Craymer's one of our medicinal Prodiges. Represented by: **THE KERN & AGNEW, Ltd. LONDON & CALCUTTA.**

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USE OF THE LETTERS F.R.G.S.

Statement by President of the Society

So many of our readers are Fellows of the Royal Geographical Society that they will be interested in the following statement made last week by Colonel Sir Charles Close, President of the Society.

The Charter granted to the Society declares that such of our former subjects as are now Members of the said Society or shall from time to time be elected Fellows thereof shall be one body, politic and corporate, and thereafter call themselves Fellows. Thus every Fellow has the undoubted right to style himself a Fellow and to place the letters F.R.G.S. after his name when the circumstances are suitable. It is to be remembered that, in common with most learned societies, the Royal Geographical Society is composed of those who have done original work and have advanced the subject by their own efforts; and, in addition, of those who are interested in the subject and are desirous of supporting the society's work and of keeping in touch with that branch of knowledge to which it is devoted. These two categories of Fellows form a united society, and no distinction is drawn between the two, nor is it intended to draw any such distinction, for the two categories merge one with the other.

The Society was founded for the advancement of geographical science. In its life of ninety-eight years it has been able, from the annual subscriptions of its Fellows, to spend many tens of thousands of pounds in exploration and survey, in costly publication of scientific results, in forming a great library and map collection indispensable to students in

helping to establish schools of geography in the universities, and generally in the advancement of geography to the utmost of its means, such a work cannot be supported from the private means of relatively few specialists. It needs large resources which, in default of endowments or of great contributions from public funds, must be supplied by the annual subscriptions of a large Fellowship.

It is not true, as has been stated recently, that anyone can become a Fellow of the Royal Geographical Society on payment of a guinea. A candidate for election must be proposed as suitable from personal knowledge by one already in the Society and seconded by another, with a statement of the candidate's interests and qualifications for Fellowship. The election rests with the Council, and is not a matter of form. It may say at almost every Council meeting some proposals are either put aside for further investigation, or put aside altogether. On election a Fellow pays an entrance fee of £5, and thereafter an annual subscription of £3.

The Council is satisfied that any Fellow is fully entitled to make use of the letters F.R.G.S. when he legitimately desires by so doing to call attention to the fact that he belongs to a Fellowship interested in the progress of geography. He would be quite justified, for instance, in using the letters in books of reference to show his scientific interests. The use of the letters in other circumstances must be guided by good taste. The title is not honorific, its purpose is not to convey a distinction, but to indicate a Fellowship, in the old-established and customary sense of membership of a scientific society incorporated by Royal Charter.

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KENYA THOUGHTS ON CLOSER UNION

Colonial Opinion Analyzed.

From Our Own Correspondent.

Nairobi.

Elected members of the Legislature met the Executive Committee of the Convention of Associations a few days ago to discuss the subject of closer union of the territories, and I understand that agreement was reached on all the main principles involved. The result of these deliberations will doubtless be made public when these representative bodies give evidence before the Hilton-Young Commission a week hence.

Farmers' Associations, throughout the Colony have shown a praiseworthy tendency to take a broad statesmanlike view of the problem though quite a number of people hold the opinion that from a purely parochial standpoint it would perhaps be better for Kenya to pursue her own course of development in the future, unhampered by federation with other East African territories. As was recently fore-shadowed in these notes, most Associations consider that a simple and inexpensive form of co-ordination of certain common services should be tried, experimentally for a few years, care being taken that nothing is done which may be likely to prejudice white settlement in Kenya, Tanganyika, or Uganda, and that no closer union arrangement should be allowed to handicap the progress of Kenya towards self-government.

The Federal Council.

The opinion is, moreover, very strongly held in both official and unofficial circles that it would be to the advantage of Kenya to have a new Legislature composed of a majority of European unofficial members. As the Federal Council under the Presidency of a High Commissioner will have no control over finance except that of the Kenya and Uganda Railways, there does not appear to be any serious objection that it be composed of an equal number of unofficial representatives from each participating State, as indicated by Sir Edward Grieg at the Ripon Falls luncheon, together with such official members as may be decided on. The latter being in the majority. The finance of each territory should remain under the control of the respective Legislatures, which should be given every opportunity for scrutinising railway and harbour estimates.

The following subjects have been suggested as appropriate to come within the purview of the Federal Council:— Railways, Customs, Post and Telegraphs, Defence (including Military and Police), Law, Native Affairs, Land, and Scientific Research. It is also thought that the closest possible co-operation should be practised in connection with main trunk roads of inter-territorial significance. Most people in Kenya and Uganda feel very strongly that the Railway Order-in-Council providing for the joint control of the Kenya and Uganda Railways and Marine Services should be extended so as to include the Tanganyika railway system, as nothing could be more harmful industrially than competing railway systems in contiguous British Dependencies.

Portfolios for Unofficial Members.

It has been suggested that in order to aid the unofficial section of the community more efficiently with the task of Government, the elected Members should be given portfolios in the proposed new Kenya Legislature, thus providing valuable training pending the grant of full self-government and also furnishing an opportunity of participating in the compilation of the annual Budget. Present heads of certain departments would then be left free to concentrate their energies on departmental work

instead of attending debates in Legislative Councils on subjects with which

As the Governor of Kenya is at present both Commissioner of Transport and Chairman of the Governors' Conference, it is felt that he might well be appointed president of the Federal Council, which would absorb the functions of Transport and the Governor's Conference. In this way the heavy cost of a super-administrative service might be avoided, anyhow during the experimental stage, as the existing Governors' Conference staff could be converted into a Federal Council Secretariat.

Native Representation.

The Hilton-Young Commission is asked to make recommendations in regard to possible changes in the powers and composition of the various Legislative Councils of the several territories, so as ultimately to secure more direct representation of Native interests. Having regard to the present state of Native development and the fact that the Native population of Kenya consists of dozens of tribes of totally different habits and languages, with no common bond, it is generally considered inadvisable that Natives should sit as members of Legislative Council representing Native interests in Kenya. Direct association of Natives with political matters is to be deprecated at the present time, and no one can deny that the Native has ever received a square deal from the Colonial Office and the Kenya Legislature. Native interests can best be represented by one or two specially appointed Europeans, whose names might possibly be submitted to Native Councils for approval before nomination.

Several Farmers' Associations have recommended the payment of Elected Members. So long as the pay is sufficiently low to discourage the creation of the professional politician, the proposal has much to recommend it, as the expenditure of time and cash must be a heavy drain on the resources of several members. While Council itself sits only for about thirty-five days a year, Select Committee work often occupies as much as three or four months of a Member's time—a tall order considering that all our legislators have businesses and farms to look after. Perhaps a better scheme than the payment of an annual salary would be an allowance at a daily rate to cover actual out-of-pocket expenses during the time spent on public work. It is thought that if Members were treated with greater generosity in this respect, more candidates might come forward who under existing arrangements cannot afford the time and money.

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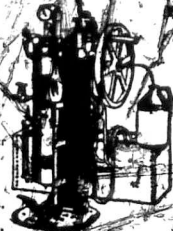
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DWA PLANTATIONS ANNUAL MEETING.

Interpretation in Sign and Coffee.

The twentieth annual general meeting of the Dwa Plantations, Limited, was held on Friday last at 180, Pall Mall, E.C.1.

Mr. Henry Portlock, the Chairman, said in the course of his address:

"Our profits of £12,317 were derived almost entirely from sisal, our production amounting to 825 tons—an increase of 109 tons on the previous year and 38 on our previous highest annual output. Prices declined during the latter part of the year, reducing our average price by £1,488.9d. a ton to £47.5s. Output was affected by the unfortunate incident to one of our power units. Labour was also difficult during the greater part of the year, but in May and June, 1927, there was a decided improvement, and we have been able to put in hand a great deal of useful development work. We are substantially adding to our planted areas during the rains between November, 1927, and March, 1928, and we hope to make a further addition if labour continues adequate in November, 1928. The 60 acres planted in December, 1927, are very promising.

"Recent experiments with East African sisal and other varieties of hemp are extremely satisfactory and will, I hope, dispel all-founded criticisms directed against the use of sisal for marine purposes, years ago, which I do not think could ever have been fairly applied to our particular type of East African sisal. For binder twine, East African sisal has always been regarded as a superior fibre. It is being more extensively used to-day for other commercial purposes. Recently one of the oldest and most respected spinners in the rope trade told me he thought sisal yarn would be stronger than regular J. J. Manila yarn, and he also told me that there was a growing demand amongst fishing folk in his neighbourhood for sisal ropes, which would tend to prove the old English fishermen, who know their job as well as anyone in the world, are finding sisal satisfactory.

"I congratulate our staff on maintaining an output of over 100 tons per month for the first seven months of the year. Mr. Smith, our manager, hopes to turn out 1,100 tons during the current year. I advised him not to force outputs in view of the low prices now ruling, but to take full advantage of the improved labour supply to improve the plantation and get in new areas under the best possible conditions. We are doing everything possible to reduce costs, but there is an undoubted tendency for costs to rise in some directions. We think, however, our costs for the present financial year will compare very favourably with those of any other plantation.

Sakarre Coffee Estate.

So far as output is concerned, our Sakarre coffee estate has up to the present been disappointing. We followed the best technical advice with a view to restoring the property to its pre-war condition and output, and this meant some initial sacrifice in immediate crops. The 1926-27 output of parchment was 12 tons, yielding 33 cwt. net coffee, which was the appointment to us. When we bought the property we had considerably higher estimates as to the production of coffee, and in Brazil they generally do have a bumper crop one year in four or five. I do not think, once we have got Sakarre into good condition, that we shall suffer from the big variations that they have in Brazil. The crop in 1928, after preparation is double the 1926-27 crop, and a great success.

"No estate in East Africa has got within £10 of the highest price we touched at January auction of within £50 of our average price. We shall there-

fore have a bigger margin on our coffee for the 1927-28 accounts, but the substantial margin that we hope to have when...

...being the results we look for. Now, that coffee such an important part of our business, our annual accounts to June will not be issued until January or February following. Our crops picked after the close of the financial year, as has often to be treated in our own factory and transported to the railway and shipped home. So far we have had the bulk of it hulled and polished on this side, and it has to take its turn at auction. The first auction at which we could submit our earliest shipment was on January 24. At one time our manager thought that the crop would be coming forward two or three months earlier, but climatic conditions at Sakarre are entirely different from our experience in Kenya. The soil and conditions at Sakarre produce a very fine type of coffee, for which we can command exceptional prices, and that is most satisfactory and reassuring.

Outlook for the Sisal Industry.

While we have to face fluctuations in the price of sisal, they may not prove an unmitigated evil. Trade conditions throughout the world have been very disturbed, and there was a tendency in East Africa and elsewhere to rush in and plant large areas of sisal, and there is always a danger with continued high prices that production may exceed demand. Some spinners and buyers of hemp, who would be very critical if shipping companies bought foreign ropes, appear to think nothing of buying Mexican and foreign hemp if they can save a small percentage or even a few shillings a ton thereby. I appeal to the patriotism of the British spinners and rope manufacturers and ask that they should give all the encouragement they can to Empire-produced hemp. Whilst English spinners complain of getting of fibre prices by Dutch competitors, the Dutch are buying East African sisal, whereas English spinners have been induced to make substantial purchases of Mexican hemp which is inferior to East African in preparation and quality.

We have had numerous inquiries as to where our Dwa Sakarre coffee can be obtained. It has been bought at auction principally on a Continental account, where, owing to its fine, type and good roasting qualities, it is particularly appreciated, but Messrs. Marshall & Snelgrove, of Oxford Street, London, W.1, have secured a portion of our first shipment, which secured the record prices, and will be served to customers in their restaurant, and they will be pleased to supply it to all our friends and shareholders either roasted or ground at a moderate price, taking into consideration its unique quality. We hope all our shareholders will make a point of supporting East African Empire-grown coffee.

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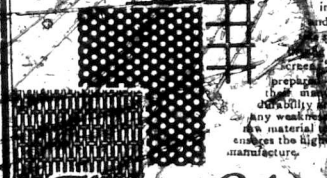
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TWO EAST AFRICAN BANK REPORTS

The Standard Bank of South Africa reports:

Kenya.—Stocks of cotton piece goods are low and the general tone of the bazaar is satisfactory. The main crop is turning out much better than anticipated, and though most of that shipped home has not been quite up to the average quality, there has been a general improvement in the yield. The Nakuru and Usisi (islu) maize yield will be comparatively small owing to the failure of the short rains, but prospects in the Trans-Nzoi are better.

Tanganyika.—The bazaar trade continues quiet, but the general financial position of the merchants may be considered sound. From Tanga it is reported that as a result of heavy rains along the coastal area local production during the month has been retarded. The Usambara coffee crop is now being shipped to overseas markets. Indications are that there will be a fair average crop of good quality.

Uganda.—The general tone of the bazaars has improved. European coffee planters report fair crops, but the drop in price of *Robusta* has proved disappointing. Great activity prevails in the hides and skins market; fair supplies are available and competition is very keen.

Zanzibar.—The new clove crop is well ahead, and will be coming in during the next two or three weeks. Trade generally continues steady.

Northern Rhodesia.—Business in Northern Rhodesia is steadily improving, and the general outlook appears favourable. Total imports for the first ten months of 1927 amounted to £1,211,237 and exports to £628,228, compared with £1,330,550 and £362,161 in the first ten months of 1926. Crop prospects in the Mazambika district are excellent. There are about 1,000 acres under tobacco in this area, and it is hoped to produce from 400,000 lb. to 500,000 lb. of bright leaf. The building industry remains very active. Contractors are extensively busy with Government and private work. The Great North Road has been much improved and bridges are being built. The Great East Road is in course of construction and should be open to through traffic early this year.

Nyasaland.—There has been some improvement in Native trade during the last few weeks. The tobacco season has opened favourably.

The current report of Barclays Bank (D.C. and D.) is:

Kenya.—Trading conditions generally have been the same as last year, following the Christmas activity in the coffee crop has shown quite satisfactory results. It is thought that the past drought may have affected the trees, to the detriment of next season's crop. The season's wheat yield will exceed the production of last season. Maize prices are easier.

Tanganyika.—Money appears to be freer in the bazaars. Sisal plantations are finding difficulty in satisfying their labour requirements.

Uganda.—The quality of the cotton crop is about the same as last season, and the estimated amount of about 200,000 bales remains unchanged.

Nyasaland.—Merchants are reported satisfied with the 1st year's results and with future prospects. The Natives are showing signs of renewed interest in tobacco. Prospects are favourable for an average cotton crop.

Southern and Northern Rhodesia.—General trading conditions have been favourable. Beneficial rains have fallen in most parts, and agricultural prospects are good. Building activity is likely to continue. The value of mineral production in Northern Rhodesia during 1927 was £1,075,650, compared with £318,050 during the preceding year.

Sudan.—Main agricultural crops to be good, and the latest estimates of the crop exceed 20,000 tons. Prices are: Kordofan, 40s. The sesame crop is 12,000 tons. The general import market shows a steady improvement and the Medani market is active. There are signs of a greater purchasing power among the Natives.

PROGRESS OF BEIRA PORT WORKS.

Beira.

The new extension to the higher wharf which forms the preliminary portion of the new port scheme is expected to be ready for use by the end of February. Two cranes are now at work and the remaining two will be at work in ten days.

An important scheme for widening this portion of the new works and providing large sheds is now under consideration at Lisbon, and a second plan is the provision of a complete electric power station to serve the port appliances. The deep-water wharf is making good progress, the railway viaduct being 80% complete as to steelwork. Dredging, which has now been resumed after the annual repairs to the plant, removed 395,000 cubic yards up to the end of December.

Much satisfaction is expressed here at the Mozambique Company's announcement that it is restoring pension and leave rights to those re-engaged of the men who struck in 1926. Those not re-engaged will also receive their rights under the regulations.

VARYING THE HUT AND POLL TAX.

AMENDMENTS to the Tanganyika Hut and Poll Tax Ordinance are proposed in order to enable the amount of the tax to be varied for different classes of persons. The present law allows variations to be made for different districts, areas, places or tribes, but not for different classes of persons, who belong, for example, to the same tribe and live in the same area. It has been found that among some tribes the degree of wealth varies to greatly among different classes that it is desirable to have power to vary the amount of the tax, according broadly to the capacity of the taxpayer to pay it. The maximum amount of the tax which the present law prescribes for any case, namely twenty shillings, remains unaffected.

The Sudan Government has decided to extend the Kassala Gedaref railway to Malwar. This line, one of 145 miles will connect the Kassala branch with the main line at Malwar, 17 miles south of Khartoum, is the site of the great Sudd dam, built to irrigate the Gezira.

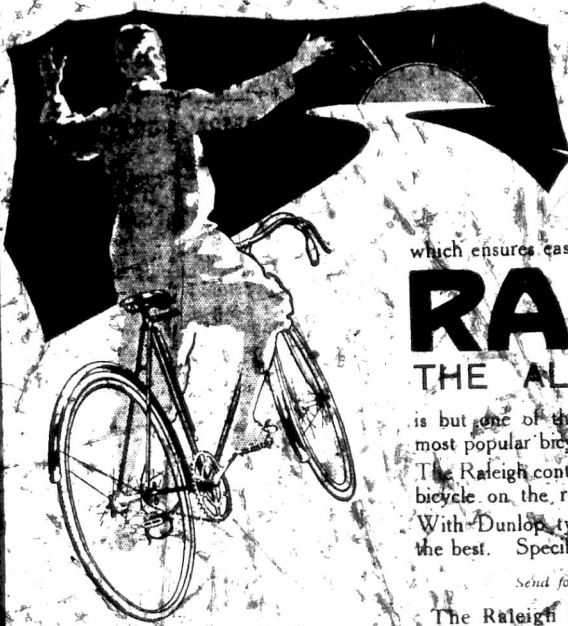
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NEW YORK: F. C. and G. BENTLEY, BROOKLYN, N.Y.



The Low Bracket

which ensures easy mounting and dismounting of the 1928

RALEIGH

THE ALL-STEEL BICYCLE

is but one of the many features which have made the most popular bicycle on the road more popular than ever. The Raleigh continues to be the easiest as well as the safest bicycle on the road.

With Dunlop tyres, Brooks' saddle, and everything of the best. Specify Sturmey-Archer 3-speed gear.

Send for "The Book of the Raleigh" free.

The Raleigh Cycle Co. Ltd., Nottingham, Eng.
Agents throughout Africa.

The HUDSON RAIL TRACTOR

The Most Economical Form of Haulage.

Low in First Cost and Maintenance. Absolutely Reliable.

Because of its robust construction and low fuel consumption the Hudson Rail Tractor is admirably adapted for use on East African Estates, Mines, etc. It is powerful—20 H.P.—with Four Wheel Drive—and consumes only six to eight gallons of paraffin or kerosene in a working day of eight hours. Unskilled drivers can easily handle it. Built to stand rough wear. Supplied for light railways of 60 c.m. gauge or any other width up to standard gauge.

Write for "Tractor" Folder 1262, and ask also for the complete descriptive catalogue of Hudson Railway Equipment.

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Head Offices: 38, BOND STREET, LEEDS

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HUDSON LIGHT
RAILWAY EQUIPMENT
TIPPING WAGONS,
SUGAR CANE CARS,
TRUCKS and all
accessories, etc.



When writing to Advertisers mention "East Africa" and ensure Special Attention.

"EAST AFRICA'S" INFORMATION BUREAU.

"East Africa's" Information Bureau exists for the free service of subscribers and advertisers desiring the Editor's aid on any matter. One of its principal objects is to contribute to the development of 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 representations, are invited to communicate with the Editor. No charge is made for the service rendered by this Journal in such matters.

John Couvas and Co. Ltd., Dar es Salaam, is being wound up voluntarily.

Mr. G. C. Ishmael has been granted permission to install in Kampala an electric plant for charging batteries.

1,800 tons of cement were cleared for home consumption in Kenya and Uganda during the month of October.

The number of motor vehicles registered in Uganda has increased from 1,020 two years ago to about 3,000 at present.

Every piece of material used in the new White Nile Bridge connecting Khartoum with Omdurman is of British manufacture.

The suggestion that a new cinema theatre should be built in Mombasa has been favourably considered by the District Committee.

Mr. George Cankshanks, one of Uganda's most popular sportsmen, has left Kampala to join the Nairobi head office of Kodak (East Africa) Ltd.

A receiving order has been made against Madhar Naji of Kampala and against Mehdi Ali Jaha and Etzal Ali Jaha, trading as Kampala Stores, Kampala.

Walter Evans, of Messrs. Kevills Roy, the well-known manufacturers' representatives in East Africa, has successfully undergone an operation for appendicitis.

A Notice is given that the *Agence Commerciale Belge de l'Est Africain* (Belbase), which has offices in Dar es Salaam, has changed its name to *Agence de l'Est Africain* (Belbase).

Mr. J. G. G. is a well-known Kenyan business man, recently paid £8,550 at auction for Hamilton House, Nairobi, in which premises the offices of the Nairobi Corporation are situated.

Despite the somewhat unfavourable climatic conditions of 1927, the late official estimates of Kenya's coffee exports for the year are not less than £1,000,000, or some 20% above the 1926 figures.

Vaz Ltd. has been formed in Beira by Mr. A. A. Vaz, of Beira, and Mr. P. F. Fitz Gerald, of Salisbury, insurance agents, to carry on business as general agents. The capital is £1,200.

Experiments conducted in the South Mbezi district of Southern Rhodesia, have proved most satisfactory, and production of a commercial crop is to be started. Mbezi is the only district of the Colony in which tea has yet been grown successfully.

The recommendations of the Nairobi Town Council that a speed limit of 25 m.p.h. should be imposed on motor vehicles within the municipal area has been rejected by the Governor in Council. The counter-proposal favours a speed limit of 15 m.p.h. at certain danger points.

It is officially announced that the Uganda Government is to encourage the cultivation of Arabica coffee by Natives in the Kigezi district, and nurseries will shortly be established for this purpose. The altitude of Kigezi is considered too high for *Robusta* to be successful.

Intense building activity is reported from Nairobi. Several new hotels are in course of erection, a new theatre is projected, and many new business premises are in course of construction, apart from the new Railway Administration offices and the extensions to Government House.

It is notified for public information that the partnership existing between F. J. C. Johnstone, J. O. Beven, and C. S. Miller, carrying on business at Kaimosi, Kenya, as farmers under the style of Kipsogor Estate, has been dissolved. Mr. C. S. Miller will carry on the business.

Extensive deposits of coal have been discovered in Madagascar, the carboniferous belt being officially described as 500 miles by 100 miles in area. The French Ministry of the Colonies estimates that 200,000,000 tons of coal will be available. Immediate work is to be undertaken.

The insured letter service has been extended to the following places in Tanganyika Territory: Arusha, Bagamoyo, Bukoba, Dar es Salaam, Dodoma, Iringa, Kigoma, Kilosa, Kilwa, Lindi, Lushoto, Mlanjeni, Morogoro, Mtwara, Mwanza, Pangani, Tabora, Tanga, and Tukuyu.

Work has at last begun on the building of the new High Court in Kampala. The unofficial community of Uganda has for a long time demanded that the High Court should be moved from Entebbe, which is solely the administrative head quarters, to Kampala, the commercial capital of the Protectorate.

It is surprising to be told on the authority of Mr. Gordon Fenzi that Nairobi has more than thirty-one omnibuses, of which fifty-five are driven by Natives and twenty-five by Indians. The Nairobi police are reported to be receiving no fewer than twenty applications a day from Natives who desire a driving licence.

Exports from Nyasaland during November, 1927, included: Tobacco, leaf, 70,387 lb.; tobacco strips, 30,387 lb.; tea, 11,721 lb.; and cotton, 516,400 lb. Imports during the same period included: Agricultural machinery and implements, £2,146; cotton manufactures, £31,041; petrol, £6,553; and vehicles and parts, £7,622.

SIMPLEX PETROL LOCOMOTIVES

Built for all Gauges - 1'-4" to 5'-6"

THEY INCREASE PRODUCTION & REDUCE EXPENSES



THERE ARE NO STANDBY LOSSES OR BOILER TROUBLES.
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ALSO RAIL AND INSPECTION CARS, 20 B.H.P. TO
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FULL PARTICULARS ON APPLICATION.

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It will cost you nothing, but will
probably save you a lot.

ALL types of MACHINERY, TOOLS,
BUILDING MATERIALS, SEEDS,
&c., &c.

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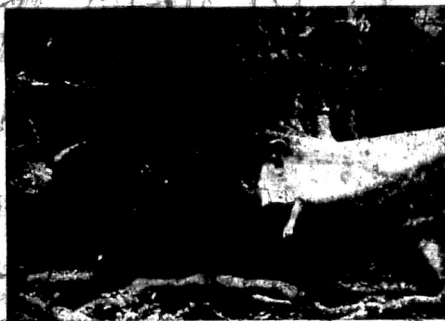
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Agents and Stockists for Tanganyika
Mogera: SAMUEL BAKER & Co. (East Africa), Ltd., Dar es Salaam



HERE IS A BIG ONE!

A Monkey Winch pulled this big beech out
by the roots. Frankly, it's exceptional, but it
shows what this portable hand power machine
will do when it comes to floating land. It will
cut your costs drastically and speed up your land
clearing in a way that will please you greatly.

Write for catalogue and full particulars.

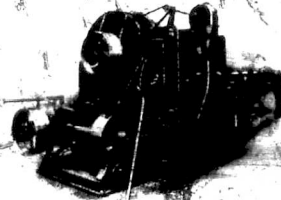
TREWHELLA BROS. Pty., Ltd.

24, Islington Road, Handsworth, Birmingham.

GALLEY & ROBEY, NAIROBI, KENYA.
DANLYRE & EAST AFRICA, Ltd., Eldoret, NYASALAND.
SAMUEL BAKER & Co. (East Africa), Ltd., Dar es Salaam,
TANGANYIKA TERRITORIES.

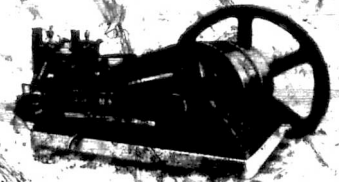
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Sisal
Factories
completely
equipped.

Complete
Power
Plants -
Oil
and
Steam



Boilers
(all types)

Sole Agents:
DALGETY & COMPANY, Ltd.,
Sixth Avenue, NAIROBI.

Spare parts stocked.

EAST AFRICAN PRODUCE REPORTS.

COFFEE

At last week's public auctions there was a fair demand for most grades of East African coffee, and steady prices were obtained:

Kenya				
A size	105s. od.	to 153s. 6d.		
B "	85s. 6d.	to 125s. od.		
C "	82s. od.	to 121s. 6d.		
Peaberry	100s. od.	to 152s. 6d.		
Dull and brown	70s. od.	to 93s. 6d.		
London graded				
First sizes	105s. od.	to 137s. 6d.		
Second sizes	82s. 6d.	to 116s. od.		
Third sizes	60s. od.	to 109s. od.		
Peaberry	98s. od.	to 139s. od.		
Ungraded	84s. 6d.	to 94s. od.		
London cleaned				
First sizes	105s. 6d.	to 123s. 6d.		
Second sizes	80s. 6d.	to 108s. 6d.		
Third sizes	60s. 6d.	to 93s. 6d.		
Peaberry	100s. od.	to 122s. 6d.		
Tanganyika				
Kilimanjaro				
London cleaned				
First sizes	124s. 6d.	to 146s. 6d.		
Second sizes	90s. 6d.	to 118s. 6d.		
Third sizes	69s. od.	to 93s. 6d.		
Peaberry	106s. 6d.	to 139s. 6d.		
Arusha				
London cleaned				
First sizes	124s. od.	to 146s. 6d.		
Second sizes	93s. 6d.	to 118s. 6d.		
Third sizes	65s. 6d.	to 95s. 6d.		
Peaberry	106s. 6d.	to 138s. od.		
Usambara				
London cleaned				
Second sizes	115s. od.			
Peaberry	131s. 6d.			
Tukuyu				
London cleaned				
Second sizes	70s. 6d.			
Third sizes	74s. 6d.			
Peaberry	123s. 6d.			
Uganda				
First sizes	97s. 6d.	to 117s. od.		
Second sizes	75s. 6d.	to 110s. od.		
Third sizes	72s. od.	to 80s. 6d.		
Peaberry	106s. 6d.	to 140s. od.		
Brown	78s. od.	to 88s. 6d.		
Robusta	70s. 6d.	to 81s. 6d.		
London cleaned				
First sizes	107s. od.	to 117s. od.		
Second sizes	84s. 6d.	to 100s. 6d.		
Third sizes	56s. od.	to 88s. 6d.		
Peaberry	96s. od.	to 112s. 6d.		
Woro				
First sizes	99s. od.	to 116s. 6d.		
Second sizes	76s. od.	to 100s. 6d.		
Third sizes	71s. 6d.	to 95s. 6d.		
Peaberry	99s. od.	to 109s. 6d.		
London cleaned				
First sizes	121s. od.	to 125s. 6d.		
Second sizes	108s. od.	to 117s. 6d.		
Third sizes	108s. od.	to 114s. od.		
Peaberry				
London stocks of East African coffees on February 22 totalled 32,018 bags, as against 51,550 bags on the same date of 1927.				

OTHER PRODUCTS

Castor Seed—Values range from 146/10s. to 147/10s. but nothing is on offer.

Chilies—The position is unchanged. For prompt shipment the value is about 65/2.11.

Cotton—The Liverpool Cotton Association reports increased demand for East African cotton, quotations being raised to points during the week. Imports of East African and Sudan cotton into the U.K. over the thirty weeks since August 1, 1927, total 25,473 and 19,228 bales respectively.

Cotton Seed—Buyers, who appear to be fully stocked, are displaying no interest. At the moment no more than 28s. 6d. per ton for ship is quoted, although it might be possible to obtain a higher figure with a firm offer in hand.

Groundnuts—The market is easier, the value of a float being about 23/0, 5s. 6d. though buyers' ideas are probably nearer 2/0. For next crop June/July shipment £21 10s. is about the value, though there are no sellers at the moment.

Maple—Quiet and unchanged.

Simsim—There is no change, the nearest value for African white and/or yellow being about 7/23 10s. white for prompt shipment about 10s. 10s. is spoken of. The price of mixed simsim remains at about £21 10s.

Sisal—The market continues steady with Nov. 1 at £37 per ton and No. 2 at from £35 to £36 10s. according to quality. Java shippers have reduced their prices, and are now within 2s. per ton of the price of East African delivered New York.

NEWS OF OUR ADVERTISERS.

For the year ended August 31 last Messrs. Fortnum & Mason report a profit of £42,447, compared with £36,056 for 1925-26. The dividend on the ordinary shares remains at 18%.

Messrs. Isaac Walton & Company Ltd., report a profit of £30,200 for the year ended January 31, 1928. A final dividend of 1s. 3d. on the Ordinary shares, making a total distribution for the year of 2s. 3d. per share, tax free, is proposed by the Directors.

EAST AFRICAN MAILS.

MAILS for Kenya, Uganda, Tanganyika and Zanzibar close at the G.P.O., London, at 6 p.m. to-day, and at the same time on March 8, 15, 27 and 29. For Nyasaland, Northern Rhodesia and Portuguese East Africa mails close at the G.P.O., London, at 11.30 a.m. to-morrow, March 7.

Inward mails from East Africa are expected in London on March 12 by s.s. "Amiral Pierre," March 12 by s.s. "General Voyron," and on March 17 by s.s. "Narkunda."

TROUBLE & POSTAGE-SAVING COUPON

To "East Africa" 91, Great Titchfield Street, London, W. 1.

I desire further particulars concerning the following advertisement. Please request the advertiser to communicate with:

Name.....

Postal Address.....

NAME OF ADVERTISER and page on which advertisement appears

Nature of Particulars Desired
If catalogue only is required a X in this column will suffice

NAME PAGE

(Further names and if necessary be written on a separate sheet of paper)

We are always pleased to introduce readers to suppliers of any articles, if we can help you just drop us a line.

**THE HARRISON PATENT
KNITTING MACHINE
COMPANY, LTD.,**



**7, Upper Brook St.
Manchester, Eng.**

Established over 60 years.

**MANUFACTURERS OF CIRCULAR
HOSE AND FABRIC KNITTING MACHINES**

BIG GAME SHOOTING

in Northern Rhodesia.
FRID CHAMBERS the Game Hunter
P.O., MAZABUKA

Complete Quilt supplied for Shooting Parties. Reasonable terms.
For highest references refer to Messrs. Rowland Ward, Ltd., 167, Piccadilly, London.

ASK for and **INSIST** upon obtaining
CHAMBERS Empire Cedar Pencils.
F. Chambers & Co., Ltd., are the only
Pen and Pencil Manufacturers using **Empire Cedar**
exclusively. If you have any difficulty in obtaining
Chambers Pencils write direct to the Gardens Pencil
Works, Stapleford, Notts.

[£2 - 19 - 6]

An Extra Special Machine at a Really Low Quotation

YOU CANNOT AFFORD TO MISS IT

IDEAL FOR EXPORT



WE BUILD BICYCLES ESPECIALLY FOR ALL OVERSEAS MARKETS

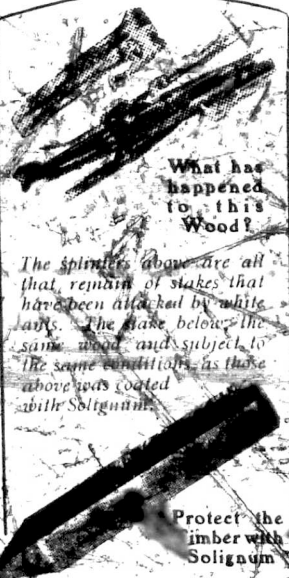
Our illustrated Lists contain many other Models.

Specifications: Made with Brampton Frames, fitted with Cable Gear Types; Coventry Spokes and Free Wheels; Reynolds Best Tubes; Dunlop Rims.

SPECIAL OFFER: A Superb Bicycle Specification as above. Packed in closed, short Cases, £24 10 00 Net Cash. Every Machine Fully Guaranteed. Beautifully Enamelled and Lined Two Colours. Delivery immediate. Terms: Cash with Order. Balance C.O.D. Write for New List of reduced prices.

Cables: **THE A.B.C. AMERICAN CYCLES**
BIRMINGHAM, ENGLAND

Solignum versus White Ants



What has happened to this Wood?

The splinters above are all that remain of stakes that have been attacked by white ants. The stake below the same wood and subject to the same conditions as those above was coated with Solignum.

Protect the timber with Solignum

DEAR SIR,

It may interest you to know that a friend from Kenya Colony, East Africa, staying with me recently was admiring your Solignum on my poultry houses when the conversation happened to turn to the preservation of woodwork and that I was very interested to learn from him that the only satisfactory method he had discovered of treating fencing-posts was with Solignum. These white ants would not touch where it other speedily devoured all others.

You are quite at liberty to use the above if you wish.

(Signed) J. SIMPSON HICKS,
Heathfield, Sussex.

Solignum soaks well into the wood, protecting it against attack by insects or decay. The treatment is simple and inexpensive, and allows timber to be used for any purpose without a fear of loss through destructive agencies.



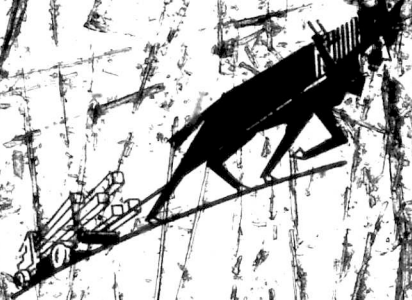
THE WOOD PRESERVATIVE

Agents: **Galley & Roberts, Ltd., Nairobi, E.A.**

Note: Makers and Proprietors: SOLIGNUM, Ltd., 10, Abchurch Lane, London, E.C. 4.

REFUSE SUBSTITUTES. THE NAME SOLIGNUM IS EMBOSSED ON THE DRUM.

ARIEL



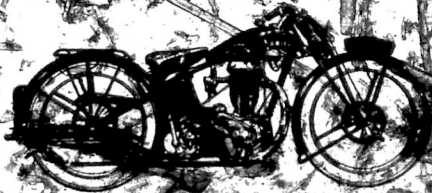
The Pulling Power

of the

ARIEL

is a

Revelation



1928 Models

- 5.57 H.P. Side Valve Standard Model A
- 5.57 H.P. Side Valve De Luxe Model B
- 4.98 H.P. O.H.V. Standard Model C
- 4.98 H.P. O.H.V. De Luxe Model D
- 4.98 H.P. O.H.V. Tank Port Super Sports Model E

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DEPT. C

ARIEL WORKS, Ltd.



55, Oak BIRMINGHAM.

Representative in East Africa: J. R. COX & Co., P.O. Box 788, Nairobi.

Representative in East Africa: J. R. COX & Co., P.O. Box 788, Nairobi.

J. R. COX & Co., Nairobi, Eldoret, Kampala, Dar-es-Salaam, & ...

BURGOYNE, BURBIDGES & Co., Ltd.

EAST HAM, LONDON

SPECIALISE

IN

Domestic & Veterinary MEDICINES

FOR

Farmers & Planters.

Stocked by

THE KENYA FARMERS' ASSOCIATION LTD.
Bidonet, Kitale, Turbo, Hoey's Bridge

TRIRLEX

MEALIE GRINDERS

FOR ANY CAPACITY



STRONG - FOOLPROOF - AUTOMATIC

Make a cleaner, better sample of Mealie Meal and more of it per hour power than any other mill.

A. R. TATTERSALL & CO. Ltd. 1928
75, Mark Lane, London

PASSENGERS TO EAST AFRICA

THE British-India liner "Modasa" which left London on February 17 carried the following East African passengers:

- Mombasa**
 - Mr. Pean
 - Mrs. Pean, child and infant
 - Mr. M. W. L. Prior
 - Mrs. G. Blakitt
 - Mr. C. E. F. Parfitt
 - Miss E. E. Price
 - Mrs. W. E. Robertson
 - Miss Renshaw
 - Mr. H. Robinson
 - Mr. J. E. Rennie
 - Mr. G. C. Swanson
 - Mrs. B. M. Smith
 - Mr. T. L. Scott
 - Miss Scott
 - Mr. K. L. Scott
 - Major E. M. Smith
 - Mr. Sykes
 - Mr. H. W. Tramp
 - Mrs. Tramp and child
 - Mrs. W. P. Thomas
 - Miss B. Taylor
 - Mr. G. H. Thompson
 - Mr. H. Tremell
 - Mrs. E. B. Valentine
 - Mr. C. J. Vale
 - Mr. P. Villiers
 - Mrs. Vint
 - Mrs. Vint
 - Master Vint
 - Miss L. S. White
 - Mr. Wilkinson
 - Mrs. Wilkinson
 - Mrs. Waller
 - Mr. H. P. Zimmerman
 - Mrs. Zimmerman
- Dar es Salaam**
 - Mr. C. E. Lewis
 - Mr. I. Davis
 - Mr. Moreau
 - Mrs. Moreau and two infants
- Zanzibar**
 - Mrs. F. Bond
 - Mrs. Blain
 - Mr. H. L. Serwick
 - Mrs. M. J. Serwick
 - Mr. R. N. Serwick (son)
- Beira**
 - Mr. C. K. Adams
 - Mr. H. G. Bolton
 - Mrs. Bolton
 - Mr. R. G. Bailey
 - Mrs. Bailey and child
 - Mr. P. G. Cornell
 - Mr. D. Gerard
 - Mr. S. R. Hill
 - Mr. L. T. Johnson
 - Mrs. J. Lovridge
 - Mrs. J. Lovridge
 - Miss A. G. Price
 - infant and nurse
 - Mr. C. Strickland and two infants
- St. Helena**
 - Mr. R. Bishop Etheridge
 - Mr. K. Hardy
 - Miss L. Hey
 - Miss A. Hunt
 - Miss R. C. Marshall
 - Mr. J. Wolfender

Passengers marked * join at Marseilles. Passengers marked † join at Port Said. Passengers marked ‡ join at Aden.

EAST AFRICAN STEAMSHIP MOVEMENTS

BRITISH-INDIA

- "Malda" passed Perim homewards, Feb. 26.
- "Modasa" left Marseilles for East Africa, Feb. 26.
- "Mantola" left Dar es Salaam homewards, Feb. 26.
- "Karon" left Kilindini for Bombay, Feb. 22.
- "Khandala" left Bombay for South and East Africa, Feb. 22.
- "Karapara" left Dar es Salaam for Durban, Feb. 27.
- "Rifora" arrived Kilindini from Bombay, March 1.

GENOA LINE

- "Francesco Crispi" left Genoa for East Africa, Feb. 25.
- "Giuseppe Mazzini" left Genoa homewards, Feb. 26.
- "Casalegis" arrived Durban homewards, Feb. 23.

CLAN ELLERMAN-HARRISON

- "Hydaspes" arrived Dar es Salaam homewards, Feb. 19.
- "Architect" left Dar es Salaam homewards, Feb. 20.
- "City of Christiania" left Port Sudan for East Africa, Feb. 25.
- "Harmonides" left Birkenhead for East Africa, Feb. 18.

HOLLAND-AMSTERDAM

- "Randfontein" left Cape Town for Las Palmas, Feb. 19.
- "Parana" arrived East London homewards, Feb. 20.
- "Meliskerk" arrived Southampton homewards, Feb. 20.
- "Springfontein" left Port Sudan for East Africa, Feb. 10.
- "Nykerk" left Antwerp for East Africa, Feb. 16.
- "Giekerk" arrived Hamburg, Feb. 16.
- "Lagersfontein" passed Suid homewards, Feb. 20.
- "Wiltfontein" left Port Said homewards, Feb. 18.
- "Grypskerk" left Mozambique for East Africa, Feb. 17.
- "Heenskerk" left Mossel Bays for South and East Africa, Feb. 17.
- "Sumatra" left Rotterdam for South and East Africa, Feb. 19.

MESSAGERIES MARITIMES

- "Amiral Pierre" left Port Said for Marseilles, Feb. 23.
- "General Viroloy" arrived Reunion for Mauritius, Feb. 23.
- "Chambord" left Port Said for Mauritius, Feb. 22.
- "Bernardin de St. Pierre" left Zanzibar for Mauritius, Feb. 20.
- "Deconle de Lislet" left Mombasa for Marseilles, Feb. 24.
- "General Duchesne" left Mombasa for Marseilles, Feb. 17.

UNION CASTLE

- "Bampton Castle" left Cape Town for London, Feb. 27.
- "Clayford Castle" arrived Beira for London, Feb. 24.
- "Durham Castle" arrived Natal for Beira, Feb. 24.
- "Glengorm Castle" left Beira for Beira, Feb. 24.
- "Glostershire Castle" left St. Helena for London, Feb. 25.
- "Grantully Castle" left Beira for London, Feb. 24.
- "Lindford Castle" left Aden for Natal, Feb. 24.
- "Elandover Castle" arrived Natal from East Africa, Feb. 22.
- "Janstephan Castle" left St. Helena homewards, Feb. 24.
- "Sandgate Castle" arrived Beira for New York, Feb. 24.

SCANDINAVIAN EAST AFRICA LINE

Telephone: ROYAL 2404. Telegrams: CLARSON, LONDON.

REGULAR SAILINGS TO NORWAY, SWEDEN AND DENMARK, GENEVA, PORT SAID, RED SEA, BRITISH AND PORTUGUESE EAST AFRICA, MADAGASCAR, CAPE TOWN.

For Freight and Insurance apply to H. CLARSON & CO., LTD., 20, Fenchurch Street, E.C.3.

EAST AFRICAN LANDS & DEVELOPMENT COMPANY, LTD.

Registered Office: 19 ST. SWITHIN'S LANE LONDON, E.C.4.

1000 acres, on French concession in the Crown, in the best proved dairying district of the Kenya Highlands. Blocked off into farms, well watered and roaded. Available for sale in convenient areas to lease for settlement. Incentives terms arranged.

Apply to Secretary, London Office, or Estates Manager, Gilgil, Kenya Colony.

SUPPORT BRITISH INDUSTRIES
BUY EAST AFRICAN COFFEE
AND TEA
 FROM
JAMES LYLE & Co., Ltd.,
SAVILLE HOUSE, LONDON, W.1

THE FINEST
East African Coffees
and Teas

are on sale at the following prices:

James Lyle's Embrace Blend (regd.)	3/-	per lb.
Finest Arabica	2/10	"
Killimanjaro	2/10	"
Mulh Brand (regd.) Kenya	2/6	"
Nyasaaland Tea	2/8	"

SOLID STEEL SAFES
 Equipped with drawers for
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 Solid Steel Door with lever lock, duplicate
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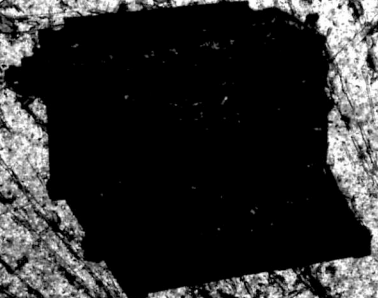
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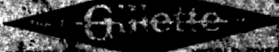
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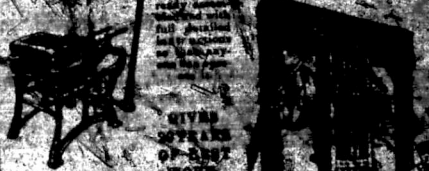
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