

tion of the fares would afford the *raison d'être* for the advertising, and if your company can see its way to meet me liberally, some arrangement may possibly be come to which will have the effect of diverting the steerage passenger traffic from the German and cargo steamers, by which boats the number of passengers carried of late has, I have reason to believe, been greatly increasing. I am writing a similar letter to the manager of the Shaw-Savill and Albion Company as to the New Zealand Shipping Company; and if, after conferring with him, you think it advisable to discuss the matter with me, I shall be pleased to see you. In approaching you I wish it to be understood that I desire this matter treated entirely on a business footing, and I do not ask for any concessions which are not deemed for the mutual advantage of your company and the colony.

Yours, &c.,

W. B. PERCEVAL.

The Managers of the New Zealand Shipping Company and
Shaw-Savill and Albion Company.

Enclosure 2 in No. 5.

The MANAGER, New Zealand Shipping Company, to the AGENT-GENERAL.

The New Zealand Shipping Company (Limited), 138, Leadenhall Street, E.C.,

SIR,—

15th September, 1892.

I have to acknowledge your letter of 13th instant, relating to proposed arrangements for reducing the cost of passage to small capitalists proceeding to New Zealand, and, after conference with the Shaw-Savill and Albion Company, will communicate further with you.

The Agent-General for New Zealand,
13, Victoria Street.

I am, &c.,

O. R. STRICKLAND, Manager.

Enclosure 3 in No. 5.

The MANAGER, Shaw-Savill and Albion Company, to the AGENT-GENERAL.

Shaw-Savill and Albion Company, 34, Leadenhall Street,

SIR,—

17th September, 1892.

On 15th instant we received your favour of 13th idem, with reference to a proposal made some time back concerning passage-rates for small capitalists proceeding to New Zealand, and we are sorry to note that your Government do not see their way to fall in with the suggestions which you made in connection therewith.

The alternative arrangement which you suggest will have our fullest consideration, and the writer hopes to have the pleasure of calling upon you to talk the matter over personally during the course of next week.

W. B. Perceval, Esq.,

Agent-General for New Zealand.

We are, &c.,

Shaw-Savill and Albion Company,

T. A. POTTER, Manager.

Enclosure 4 in No. 5.

Mr. W. KENNAWAY to the MANAGER, Shaw-Savill and Albion Company.

DEAR SIR,—

13, Victoria Street, 22nd September, 1892.

Referring to your interview with the Agent-General yesterday, I am directed to state for your information that third-class passages by the Direct steamers provided for passengers approved by the Agent-General, are, under the existing arrangement, charged at the rate of £15 per adult, and £9 per child under twelve years and over one year. Passages were provided both by your company and the New Zealand Shipping Company in March and April last under this arrangement, and there are cases now in hand in which passages will be required under it.

In 1885, in addition to the above arrangement, and for the purpose of providing superior accommodation to that of the third class, it was arranged that passages as described below should be provided for passengers approved by the Agent-General, and charged as follows—namely, second class at the rate of £28 per statute adult; intermediate, £21 per statute adult; intermediate, for families of four or more berthed together, £19 per statute adult.

The second-class passengers were berthed and had dietary scale as in the case of ordinary second-class passengers, and the intermediate passengers had enclosed cabins, so that families could keep together, and their dietary scale was the same as third-class passengers.

In forwarding this information to you, the Agent-General desires to express a hope that the companies will see their way to arrange for passage-rates lower than those which were charged under the arrangement of 1885.

I am, &c.,

WALTER KENNAWAY.

J. A. Potter, Esq., Manager, Shaw-Savill and Albion Company.

Enclosure 5 in No. 5.

The MANAGER, Shaw-Savill and Albion Company, to the AGENT-GENERAL.

Shaw-Savill and Albion Company, 34, Leadenhall Street,

DEAR SIR,—

27th September, 1892.

Referring to your letter of 13th instant, and to our interview of 21st, we have to thank you for Mr. Kennaway's letter of 22nd idem, and to state that we have looked very carefully at your suggestion with a view to meet your wishes as far as possible.