

apparent when it is known that the really necessary charges for services rendered on the seven bales in question, and which would be made by some of the co-operative associations now working on modern lines, are as follow :—

Shipping and general attention required, at 6d. per bale	...	...	s.	d.
Bill of lading	...	...	3	6
			2	6
Total	...	...	6	0
Or 10½d. per bale.				

This is absolutely all I pay, but then I attend to more of my own business than the average producer can be expected to do. Where he wants everything done for him the agent naturally makes a trifle more, but it is very little indeed, and in no case does it approach even the minimum scale in the above table.

I think, sir, I have now shown that the old condition of things has become absolutely intolerable, and is therefore a fit subject for legislation in the interests of our producers. Mr. Seddon will earn their undying gratitude if he succeeds in passing a Bill to effectually protect them in the future, but he must not be content with dealing with this one subject only. A general measure is urgently required which will put on a definite and legal footing the relations between agents and principals. The guiding principle of such a measure must be that "no man can serve two masters," and in all cases where it becomes necessary to do so it must be enacted that nothing but actual services rendered can be charged for. To insure this, all agents acting for two parties must be compelled to show that there are no "pickings" or undisclosed charges and rebates hidden away when any account is rendered. Any reader of history, and particularly of what may be called commercial history, must see clearly that the producer in the country has always been the victim of the commercial classes in the large centres, and it must be so, as long as the latter continue to be, as a class, so much better educated than the former. We in New Zealand are altering many things, and it should be some day one of the things of which we have most reason to be proud that we have, in these important matters, succeeded in helping the weak against the strong more effectually than has ever been done before by any country in the world. My desire to aid in this good work is my excuse for writing at such length and bringing out facts which must be very unpleasant to very many towards whom I have nothing but the most friendly feeling.

I am quite prepared for abuse and adverse criticism, but console myself with the reflection that no man can succeed in doing real good where reforms are needed without making many enemies.—I am, &c.,

CHARLES PHARAZYN.

Longwood, Featherston, 23rd July, 1898.

EXHIBIT C.

STATEMENT OF ADVANCE A, No. 171.

Mr. C. PHARAZYN, Marapuna, in account with LEVIN AND Co.

CR. *Advance on Produce Shipped per "Tainui" to London.*

	£	s.	d.	£	s.	d.
ME, Marapuna, 28 bales wool, 11,950 lb. net, at 7½d.	373	0	0
Less Charges—						
Insurance and stamps, £448 at 25s., less discount	2 14 0			
Bills of lading, stamps, and entries	0 5 0			
Railage	6 8 4			
Shipping charges, including haulage, cartage, wharfage, receiving, weighing, and shipping, at 1s.	1 8 0			
Exchange, ¾ per cent., and stamps, 8s.	3 4 0			
				13	19	4
				£359	0	8

E. E.—Wellington, 9th January, 1896.