

No. 214.

The Hon. the POSTMASTER-GENERAL, Wellington, to the GENERAL MANAGER, Pacific Cable Board, London.

(Telegram.)

Wellington, 25th April, 1903.

LATELY returned from Australia. Eastern Company most energetic securing traffic, serious loss Pacific cable. At Sydney, steamers from New Zealand met, business secured. Company's messengers placed disposal clients and others convey telegrams from business, private houses, run errands. Forms, headed "*Via Eastern*," and "*Via Eastern*" stamps distributed broadcast. To lesser degree this the case New Zealand. Company's officer now travelling colony. Exasperating lose business through push Eastern Company, and continued inaction Board, when so little needed neutralise company's touting. Couple smart business men two or three months would discount company's canvassing. In face heavy deficiency something must be done. Unless Board moves, I will, in interests colony and cable, send one of my officers through each Island counteract company. Board quiescent too long. Inaction playing into hands Eastern people.

No. 215.

The Hon. the POSTMASTER-GENERAL to the AGENT-GENERAL.

(Telegram.)

Wellington, 25th April, 1903.

HAVE cabled Reynolds advising that unless Pacific cable moves counteract Eastern Company's canvassing will send couple officers through colony. Board's inaction losing business daily. Little effort needed upset company's touting. Something must be done in face heavy deficiency. Urge Board act at once.

No. 216.

The Hon. the POSTMASTER-GENERAL, Wellington, to the Hon. the POSTMASTER-GENERAL, Melbourne.

(Telegram.)

Wellington, 27th April, 1903.

HAVE cabled Reynolds and Agent-General to urge Pacific Board take immediate steps neutralise Eastern Company's canvassing, and that unless Board move I would send couple of officers through the colony. Remembering large deficiency, something must be done. Hope you will support.

No. 217.

The CHAIRMAN, Pacific Cable Board, London, to the Hon. the POSTMASTER-GENERAL, Wellington.

(Telegram.)

London, 30th April, 1903.

BOARD accepts your suggestion regarding canvassing, and will defray costs, salaries, and expenses of two officers of your Department acting under your orders for three months if necessary.

No. 218.

The Hon. the POSTMASTER-GENERAL, to the AGENT-GENERAL.

SIR,—

General Post Office, Wellington, 11th May, 1903.

I have the honour to confirm my cablegram of the 25th ultimo, copy of which is attached. I also enclose copy of the cable sent Mr. Reynolds. From what came to my knowledge in Melbourne and Sydney there seemed to me no alternative but to try to force the hand of the Board. I discussed the position with the Hon. Mr. Drake, and he agreed with me that the Board should immediately take steps to neutralise the Eastern Company's canvassing, especially in the face of the heavy estimated deficiency in the first year's working of the Pacific cable.

I have, &c.,

J. G. WARD, Postmaster-General.

The Hon. W. P. Reeves, Agent-General for New Zealand, London.

No. 219.

The Hon. the POSTMASTER-GENERAL, Wellington, to the CHAIRMAN, Pacific Cable Board, London.

(Telegram.)

Wellington, 25th May, 1903.

CANVASS began fifth. Officers canvassed each principal centre. Canvass most satisfactory. All principal users cable seen. Officers keep in close touch with traffic. Marked forms, stamps, rates distributed. Maps, posters presently. Board should at once issue route maps, booklets, similar to Eastern, as much inquired for. Show Reeves.