

NEW-ZEALANDERS.

There has been, in consequence of the depression, a steady flow of New-Zealanders from South Africa. From many causes a large number have been practically ruined, and as they felt they must start afresh, they were more disposed to start under favourable conditions, for it should not be overlooked that the very conditions which in New Zealand are regarded as almost ideal are here looked upon with some suspicion. So much is this so, that whilst almost anything from the Old Country is welcomed, frequently the very finest ability from the southern world is given the whole width of the street. My reply to those who consult me about New Zealand is: There is room for the best, and only the best are wanted. My regret has been that when appealed to by New-Zealanders I have not been able to afford to them that employment which they sought, nor to make them independent of local conditions.

THE FUTURE.

I am entering upon my second year with all energy and determination to make the best of it. As far as one can judge, though there may be no immediate or speedy leaps and bounds, the worst is over, and we may soon hope to see indications of a brighter sky. Men in prominent commercial position, even some who were speaking very despondently a few months ago, are adopting a more hopeful tone, and I can only hope that the anticipations may be fully realised. With regard to New Zealand, I trust the exporters will make the best of their opportunity. Special attention may be called to the rapid development in shipping at several of the ports, notably at East London and Delagoa Bay, to which trade is rapidly wending its steps, and the reasons are not far to seek. East London is 666 miles from Johannesburg; Delagoa Bay, 395 miles; Durban, 483 miles. From Durban to Johannesburg is twenty-seven hours by rail; Delagoa Bay, twenty-four hours. Trade is going to these ports because of the convenience, and because they are catering for the trade.

COLD-STORAGE.

At the present time there is very little to report of a startling nature in connection with cold-storage. Grieves is in liquidation; so also is "Arctic." Sparks and Young's shares are quoted at Cape Town at 11s.; Federals are at , with little sign of change. Until cold-storage business improves there will be no demand for pumice.

MY RECENT TOUR.

In consequence of the large number of correspondents from different parts of South Africa seeking information with regard to New Zealand, I recently paid a third visit to all the important centres in South Africa, in each case forwarding an intimation of my intention and an announcement of my arrival, in order to give every facility to those making inquiries.

At Pietermaritzburg I interviewed the Minister for Agriculture *re* our seeds, the various produce-merchants, the army contractor, &c.

At Johannesburg I had a very large number of visitors, including intending settlers and prospective tourists. The leading merchants I found quite satisfied with our produce. The managing director of the Anglo-French Exploration Company promised me that he would instruct the heads of the various departments to give our produce the preference.

At Pretoria the Director of Agriculture promised me that he would give our seeds a trial, although he was unable to purchase at present.

At Bloemfontein I met Mr. Palmer, the newly appointed Commissioner of Lands. He promised that he would correspond with Mr. Ritchie *re* our seeds. Bloemfontein, so far, does little in New Zealand products.

The kauri timber has given every satisfaction at Cape Town, and as times improve we may hope to hear yet more of this line.

At every centre I gave all possible attention to matters in connection with the Industries and Commerce Department, and have every reason to be pleased with the reception the merchants gave me.

At various places I met a number of New-Zealanders, whose one refrain was, "There is no place like home."

SUBSIDISED STEAMERS.

The s.s. "Norfolk" arrived at Durban on the 7th April, and came alongside the wharf on the following day. She had on board over two thousand sheep for slaughtering purposes, not from New Zealand, but from Australia. The above trade should have been retained in the hands of New Zealand exporters, and had the shipments of sheep been up to the guaranteed conditions it would have been in our hands.

MR. KINSELLA.

I have no doubt that it will prove a great benefit to New Zealand exporters (as it is certainly a loss to South Africa) to have Mr. Kinsella back again. His visit to and experience gained in South Africa will, of course, give him a great leverage in connection with the trade, for if he knows what New Zealand can do, he has also a good knowledge of the conditions prevailing here. Mr. Kinsella accompanied me to all the cold-storage works, and with me interviewed the principal importers, all the time taking copious notes. The frequent references to him in the Transvaal papers are evidence of the appreciation of those who know his value. He has certainly made a very good impression upon all the people with whom he came in contact. His advice to the exporters should prove of the greatest value, and I am sure that if they take it it must make a great difference to my work here, and consequently to New Zealand.

The Hon. Sir J. G. Ward, K.C.M.G.,

Minister of Industries and Commerce, Wellington, New Zealand.

I am, &c.,

J. GRAHAM GOW.