

particular candle is stipulated for. If the grocer gave the consumer a candle equal to the imported it would not be quibbled at; but some grocers will not even stock the colonial candles.

98. Do you not think the grocer knows something about his business as well as the manufacturer?—He should.

99. Do you not think he is going to supply his customer with what he wants without any quibbling?—Yes.

100. And do you not think there is something in the argument as to the quality of candles made in New Zealand and in the Old Country?—Well, I know a case of a town where there are three storekeepers within a hundred yards of each other. The storekeepers at each end sold our candles, and the middle one said he could not sell them.

101. If you made candles good enough, do you think there would be any comparison in the sale of them?—I believe our company can manufacture candles as well as any company in the world.

102. What is the reason for stearine candles not being popular?—We can only sell the cheaper brands.

103. Do you not think stearine candles are better than wax candles?—Speaking from twenty-five years' experience, I would far sooner use stearine candles than the best wax candles.

104. If you were to make stearine out of tallow, and devote your attention to turning out a popular candle, could you not work on the loyalty of the people and their patriotism to induce them to burn it?—No. For instance, take the tallow at its present price: by the time we extract the glycerine and oil and get the stearine sufficiently white and hard, it costs so much that we cannot sell it under 6½d. or 7d. wholesale.

105. Is it not within your knowledge that large quantities of stearine are imported and sold retail?—I do not suppose that 1 per cent. of the candles imported are stearine candles.

106. In Canterbury, is there not a large quantity of Price's candles sold—that is a pretty old firm of good standing?—Yes.

107. And they give full weights?—Yes.

108. Could you not make your own material—stearine, the product of the colony—and put a popular candle into the market?—No, it would not sell.

109. And yet you would not be surprised if I were to tell you that Price's candles are largely sold?—Price's candles are not stearine candles.

110. Well, they are advertising them as stearine?—The candles that come into this colony as Price's are London sperm and National sperm.

111. What is that made of?—About 80 or 85 per cent. of paraffin-wax.

112. What are Belmont sperms?—They are principally wax.

113. What are Price's stearine advertised for?—I suppose they advertise their stearine, but I have not seen them for a very long time. National sperms and London sperms are the two principal brands that come into this colony. Belmont stearine are 6½d. per dozen pounds higher than London sperm.

114. What are Balmoral sperms?—I think they are candles made by the Ogston Company, of Glasgow or Aberdeen. They are pure paraffin-wax.

New Zealand Candle Company (Limited),

SIR,—

Kaiwarra, Wellington, 18th September, 1906.

If permissible, I should like to add the following to my evidence:—

Considerable quantities of Price's London sperm candles, in 14 oz. packets, are imported into New Zealand, and I have no doubt that many consumers buy these as pound packets.

Should the proposed alteration in the tariff be passed I do not think it will entail any loss of revenue, as the increase in duty will not prohibit the importation of some of the older brands of candles, whilst the increase in the importation of wax by the colonial manufacturers, at ¾d. per pound duty, will possibly more than make up the difference.

I also enclose copy of the proceedings at the general meeting of the company held on the 8th August, 1905.

The Chairman, Extension of Commerce Committee,
Parliament Buildings, Wellington.

I am, &c.,

E. BULL.

HENRY FREDERICK ALLEN examined. (No. 9.)

115. *The Chairman.*] What are you, Mr. Allen?—I am secretary of the Wellington Provincial Industrial Association. The Wellington Association is part of the New Zealand Industrial Corporation, and the corporation and the associations merely exist to foster and promote colonial manufactures. At the usual monthly meeting of our association held last night the matter of the evidence just taken by yourself was referred to by the last speaker, Mr. Bull. His company is represented on my association, and it was decided by the General Committee to courteously ask your Committee to allow me simply to state that at the last meeting of our association the proposed reciprocal tariff between this colony and Australia was considered and viewed with alarm, and that it was protested against by the association, as it felt that the proposed treaty would act detrimentally to the producers of this colony. That was merely the form of the resolution passed, and which will be forwarded. I have not come with any figures. If I had any idea of appearing this morning and tendering evidence I would have come better prepared, but in any case I shall be glad to answer any questions which you may be pleased to suggest.

116. *Mr. Hanan.*] In your opinion, what industries require a little more protection?—I thank you for putting that question, for a double reason. I should have mentioned that in the resolution passed by the association the candle industry was the only exception, but there are many industries that want a little more encouragement.

117. Will you just give us a few?—I would single out the engineering industry as a very important one that needs further protection. The clothing industry also needs protection, and also the