

transhipment at London, at 39s. per ton (+ 10 per cent. primage), whereas at the same time and by the same steamer from London the rate for similar machinery was 40s. per ton (+ 10 per cent. primage), the goods from the Continent thus having the advantage of slightly over 1s. per ton. There was the same difference on sailcloth and canvas to Dunedin. Another instance given was coloured checks, which were shipped from Hamburg to Auckland at 46s. per ton weight or measurement at ship's option (+ 10 per cent. primage) and to Port Chalmers at 45s. (+ 10 per cent.), whilst the rate from London to both these ports was 55s. (+ 10 per cent.). In other cases the rates from Hamburg, with transhipment at London, and from London itself were identical. It is suggested, however, that this policy of the British shipping lines may be justified by the desire to discourage the establishment of direct lines from the Continent to New Zealand. Where goods are shipped from the Continent *via* Australia much lower freights are said to be obtainable from German steamers than from British lines. The following table gives some comparison of rates from London and from Hamburg or Antwerp:—

Article.	From London.	From Hamburg or Antwerp.
Crockery, earthenware, hollow-ware, and glassware	35s. plus 5 per cent., less 2s. 6d. rebate..	29s. plus 5 per cent.
Pianos .. .. .	40s.       "       "	32s. 6d. (through from Berlin).
Lamp-chimneys .. .. .	35s.       "       "	25s.
Fancy goods .. .. .	55s. 3d.       "       "	46s. 6d.
Hardware .. .. .	40s.       "       "	40s.
Bent-wood furniture .. .. .	34s. 3d.       "       "	29s. 6d.

Rates obtainable from the United States to New Zealand are often extremely low. Thus in the report of the New Zealand Minister of Industries and Commerce for 1905 it was stated that New York freights had ruled at about 12s. 6d. per ton for all classes of cargo, while rates on similar goods from London to the colony ranged from 25s. to 60s. per ton. The rate quoted for rubber shoes from London in July of this year was 50s. per ton, from New York 37s. 6d.; and the rate for hardware 37s. 6d. from London and 32s. 6d. from New York. It must be pointed out, however, that there are no regular lines from the United States to New Zealand other than the mail line from San Francisco, and that, although sailings are fairly frequent, American manufacturers do not possess those advantages of regular despatches and fixed rates which the British exporter enjoys. It has been suggested also that the low price of the freight is due largely to the fact that only thus can full cargoes be obtained at all. On the whole, as already stated, there does not appear to be any feeling among British exporters that the rates from the United Kingdom are unduly high, or that the service which is provided is in any way inadequate.

#### SUMMARY AND CONCLUSIONS.

From the survey which has now been taken of the conditions prevalent in the New Zealand trade, the following conclusions may be drawn:—

The Dominion of New Zealand presents a market which, though small in comparison with Canada, Australia, or South Africa, is yet considerable, is steadily expanding, and presents great possibilities for the future. In that market British merchants and manufacturers have by far the greatest share, and, although that share did decline slowly for some years, the downward movement appears to have been checked since 1902.

This improvement is undoubtedly due in part to the greater energy displayed by British manufacturers and traders, who have succeeded in some instances in recovering ground which they had lost; and to some extent also to the effect of the preferential arrangements made in 1903. It may be noted that, whilst the new tariff of New Zealand does not, except in a few cases, lower the barriers against imports from the United Kingdom and British possessions, it increases the advantage which British traders enjoy over against their foreign rivals.

Nevertheless there is considerable and active foreign competition from the United States, Germany, France, and Belgium, and evidence of active efforts on the part of those countries to promote their trade with the Dominion. There are a few classes of goods which the United Kingdom might supply in which the trade is held almost entirely by foreign countries, but, with the exception of certain goods for which the countries named have acquired a special reputation, such as agricultural and some other machinery, tools, and a few other metal manufactures from the United States, dress goods and some articles of apparel from France and Germany, and glass from Belgium, the goods obtained from foreign countries are in the main either cheap lines with which British manufacturers—rightly or wrongly—have not cared to trouble themselves, or miscellaneous articles and fancy goods of many kinds which have never been important in British trade.

It appears then that, with the exercise of reasonable vigilance and attention to the desires and perhaps the prejudices of the consumers, there is no reason why British traders should not maintain and even improve their position in the New Zealand market.