

market for New Zealand white-pine, and the development would be much more rapid if the export duty on pine-fitches were abolished.

Manchester is a splendid market for timber, and, in addition to the excellent facilities for handling and stacking provided by the Ship Canal Company, the Trafford Park Property and Storage Company is offering special inducements to importers of timber, including very low rates for storage. A partner in a Manchester firm that does a large trade in New Zealand timber informed me that they recently landed 60,000 ft. of white-pine at that port, while a partner now on a visit to New Zealand has negotiated the purchase of 120,000 ft. more of the same timber. In a circular issued by this firm particulars are given of the qualities and uses of twenty-seven different New Zealand woods, besides veneers, and barks for tanning. They find a brisk demand for white-pine, which would increase if the duty of 2s. per 100 ft. exported in fitch were removed. They understand that this duty was imposed for the purpose of preventing export in logs to Australia, but they think it a mistake to impose the duty on fitches sent to Britain. If that were removed the sawmillers would get a better price for the timber. White-pine is, they consider, to a large extent wasted when devoted to making butter-boxes. It would pay the exporters better to send all the long timber to England, and use end pieces for butter-boxes; they would get 7s. 6d. to 8s. in England, as against 6s. 9d. in Sydney. Red and yellow pine, totara, kauri, rata, and matai are also in demand in Great Britain; but there is little or no market for veneers or inlaid work.

The head of a large firm of timber-merchants in Liverpool informed me that he imported large quantities of New Zealand white-pine and kauri. The kauri is chiefly used by shipbuilders and railway companies for internal work, and also to some extent for cabinetmaking. As New Zealand timbers become better known he anticipates a greater demand for them. They find the west-coast service a great convenience to them. Formerly they had to take full cargoes by chance sailing-ships; but now they can get more frequent shipments, in convenient quantities, by steamer.

A partner in a Glasgow firm of timber-importers stated that they receive large quantities of New Zealand wood, chiefly kauri and kahikatea (white-pine) from Auckland. The latter timber is used instead of Canadian white-pine, which is becoming scarce. Kauri is in demand for the decking of steamers, as well as for the internal furnishing of high-class buildings. For the latter purpose it has obtained quite a hold in Glasgow, and its use should increase as it becomes better known. His firm finds the direct steamers a great advantage.

### 3. WOOL.

Wool, though a most important article of export, is not one that appeared to me to call for any special inquiries as to means of increasing its sale. There is, generally speaking, an ample demand for it, and its price is ruled by circumstances and conditions almost entirely apart from shipping facilities. Our export trade is mostly concentrated in London. It will be found extremely difficult to divert any considerable part of the trade to west-coast ports; for, though Manchester offers splendid facilities, with cheaper handling and distribution, the *vis inertia* of established trading methods is hard to overcome. Small consignments of wool are finding their way to Manchester and other west-coast ports, and the export to these places may be expected to grow, but very slowly.

### 4. BACON, POULTRY, FRUIT, ETC.

There is at present practically no export of these from New Zealand; but I found at the various west-coast ports eager inquiries concerning the prospects of trade being established and every promise of good markets for these classes of goods. Bacon is being received regularly from Victoria, and, as its quality and condition are such as to command a ready sale, there is no reason why New Zealand exporters should not do a profitable trade.

Poultry will have to be both good and cheap if it is to find a market in Great Britain. In the refrigerated stores at Manchester I was shown part of a consignment of New Zealand poultry, which constituted a good object-lesson in "how not to do it." The birds were well trussed and packed; but they were a mixed lot—some few being young, but the great majority old and tough. The crowning mistake was that these were all invoiced at 2s. 6d. per head—a preposterous price to ask in a city where I saw young live birds offered for sale in the public market at 1s. 6d. each. Poultry ought to be well graded; young birds only should be sent, if possible; and, until the trade is established, low prices will have to be accepted.

There is an almost unlimited market for eggs in England; but, owing to the enormous quantities received from Ireland, Denmark, Russia, &c., it is doubtful if ever a profitable export trade from New Zealand can be established.

Tasmanian and Australian fruit is highly spoken of, and there is no doubt that when New Zealand can land supplies in good condition she will find an excellent market for her fruit.

### 5. HIDES, SKINS, AND FAT.

A very small trade is done in these articles at west-coast ports, and it seems to me that by a little attention a very lucrative connection might be established. In Manchester I was shown over the premises of Richard Markendale and Co. (Limited). This is the largest market for hides and skins in the United Kingdom. The building, which is in close proximity to the city abattoirs and meat-market, covers an area of 4,000 square yards, and has every convenience for the discharge of a large amount of business. Sales are held weekly, and weekly settlements are made with consignees. In conversation with a director of the company and its secretary, Mr. W. L. Crawford, I was informed that they get no hides, skins, or tallow from New Zealand, but are prepared to do