

1908.
NEW ZEALAND.

INDUSTRIES AND COMMERCE

(SEVENTH ANNUAL REPORT OF THE DEPARTMENT OF).

BY THE MINISTER OF INDUSTRIES AND COMMERCE, HON. JAMES MCGOWAN.

Presented to both Houses of the General Assembly by Command of His Excellency.

The MINISTER OF INDUSTRIES AND COMMERCE to His Excellency the GOVERNOR.

MY LORD,—

Department of Industries and Commerce, Wellington,
12th September, 1908.

I have the honour to submit to Your Excellency the report of the Department of Industries and Commerce for the year ending the 31st March, 1908.

I have, &c.,

JAMES MCGOWAN,

Minister of Industries and Commerce.

His Excellency the Governor of New Zealand.

IN presenting my annual statement I think I may, taking the external financial conditions fully into consideration, congratulate the Dominion on the stability of its trade and commerce. The financial crash in the United States has had considerable influence on the prices realised for much of the Dominion's produce marketed in London, the United States, and Canada; wool and hemp being chiefly concerned. The disorganization of the money-market in the United States and Canada having led to the closing of many woollen-mills and cordage-factories, the demand for this country's wool and hemp has been greatly affected. Coupled with this, the unusual dryness of last summer greatly reduced the quantity of butter and cheese which would otherwise have been available for export, and had a similar effect, although in a slighter degree, on the wool-clip. Notwithstanding these drawbacks, the trade of the country has been comparatively well maintained, due in a large measure to the increase in variety of our products and manufactures, and to the widening sphere of our commercial connections.

The Dominion was particularly unfortunate in having a shortage in its butter-output during a season when the prices on the London market reached a point far in advance of any previous season, the high figure of 152s. per hundredweight having been realised during the year, and the average price being 20s. to 30s. per hundredweight higher than for previous years.

The prices for butter, cheese, mutton, lamb, and beef, the majority of our exports, have been of a very satisfactory nature. On the other hand, there has been somewhat of a collapse in the wool and hemp markets, but I am pleased to say that for both these important items there is evidence of a better demand, and higher prices are likely to be realised during the coming year. Reports are to hand of a bountiful harvest in the United States and Canada: the effect of this on the financial conditions of these countries, with a consequent commercial activity, will not fail to have its beneficial influence on the wool and hemp markets.

The products of the Dominion appear to be holding their own in competition with those of other countries in a very satisfactory manner. A great deal of evidence is forthcoming as to increased appreciation of the Dominion's butter, cheese, and meats by the consumers of Great

Britain, together with the consequent strengthening of this country's hold on the Home markets in these particular lines, due, I have no doubt, to the uniformly high quality of the products exported.

The excellent grading system in force here does much to retain the confidence of the Home buyers, and to facilitate the marketing of this Dominion's produce.

As before stated, I consider the outlook for the wool-market is promising. It is well known that the world's output of wool is not increasing in the same ratio as the population of wool-consuming countries, and, therefore, there does not seem to be any possibility of the supply being in excess of the demand in the immediate future.

The total value of exports of the year was estimated at £17,869,354, as against £19,532,119 for 1906-7, showing a decrease of £1,662,765, or 8·5 per cent. This decrease is largely accounted for by the dry season experienced in New Zealand, and to the fall in the price of wool. Still, with these reasons in view, I would draw attention to the fact that there is an increase of £1,602,025 on the year ending March, 1906, in which year climatic conditions and steadiness of the principal markets were all in favour of the producer and exporter.

The value of all imports for the year, including specie and parcels, amounted to £17,302,861, as against £15,323,127 for the previous year, showing an increase of £1,979,734.

Opportunities have been freely taken advantage of during the year by the Industries and Commerce Department, in connection with the High Commissioner's office, to keep the products and manufactures of the Dominion before consumers and merchants in Great Britain and Ireland, and in the Commonwealth of Australia, by making attractive displays wherever and whenever favourable opportunity offered. These displays, of which full particulars will be found in the appendices to this statement, have been the means of securing extensive and commendatory Press reports concerning the Dominion and its products and manufactures. The Press notices are proving most valuable not only in the way of inducing trade, but as a means of bringing New Zealand under the notice of the English-speaking people as a field for emigration.

During the year exhibits have been shown at the following exhibitions: The Irish International Exhibition, Dublin; the Royal Horticultural Society's Show, London; Royal Dairy Show, Islington; Colonial Products Exhibition, Liverpool; Groceries Exhibition, London; Franco-British Exhibition, Shepherd's Bush, London; and the Australian Natives' Association Exhibitions in Melbourne and Launceston. In addition to the above, a permanent exhibition is maintained at the Crystal Palace, London.

The Trade Representative has spent many months in Canada with a view to ascertaining the possibilities of increasing our trade with our great sister Dominion, with not altogether discouraging results, and his report will be found in the appendices hereto.

In addition to a very substantial quantity of this country's exports which is finding its way into the eastern ports of Canada, chiefly *via* London, I am confident that a very good trade is to be done with the western ports of that country in butter, frozen meat, hemp, wool, &c., when more suitable shipping facilities are available. Unfortunately, the present subsidised steamers between New Zealand and Vancouver are not provided with refrigerator-space, but it is hoped that this drawback may be remedied later.

The Canadian steam service has been running regularly every alternate month between New Zealand ports and Vancouver and *vice versa*. The steamers now in commission are much superior to those first employed in the service.

Direct trade with the West-Coast-of-England ports and Glasgow is well maintained, and there is considerable competition between the various dock companies and corporations for a share of the Dominion's trade. Representatives have been sent out here with commissions to canvas exporters and importers, and to point out the dock, railage, and other facilities offered by their respective corporations.

Through the western ports of Great Britain there is a great field for our products; but in order to compete on even terms with other countries a more frequent and regular steam service is required. Should it be possible to obtain this, I have little doubt that great benefit will result to the producers of this country.

During the year Mr. J. Liddel Kelly, who was paying a visit to Great Britain, was commissioned to report on trade with the western ports of Great Britain, and a very interesting and instructive report made by him has been presented to Parliament.

Interchange of trade between New Zealand and the Commonwealth States, though small, is steadily maintained, and it is hoped that the further interest created during the currency of the Australian Natives' Association Exhibition will tend to increase the business now transacted between merchants and others in the two countries.

Although the War Office authorities have extended their dates for the closing of tenders so as to allow New Zealand meat-shippers to quote for supplies of mutton, beef, and tinned goods, the high values ruling for our meat have precluded shippers from tendering against Australia and the River Plate. It is, however, satisfactory to note that direct shipments of mutton have been sent to Gibraltar for use in that garrison during the year.

APPENDICES.

APPENDIX I.

SEVENTH ANNUAL REPORT OF THE SECRETARY OF INDUSTRIES AND COMMERCE.

SIR,— Department of Industries and Commerce, Wellington, 11th September, 1908.
I have the honour to submit herewith the departmental report for the year ending 31st March, 1908.

I have, &c.,
T. E. DONNA, Secretary.

The Hon. James McGowan, Minister of Industries and Commerce, Wellington.

I REGRET having to report that, owing to certain unusual external and internal conditions mentioned later in this report, the volume of exports for the year under review shows a very considerable reduction as compared with that of the previous year. The total value of exports for the year ending 31st March, 1908, was £17,869,354, as against £19,532,119 for the year ending 31st March, 1907, showing a decrease of £1,662,765.

The products which have been chiefly concerned in the decrease are as follows:—

					Quantity.	Decrease.	Value. £
Wool	...	...	...	...	7,275,774 lb.		1,465,702
Mutton	...	...	...	...	160,096 cwt.		161,182
Butter	...	...	...	...	37,007 "		183,720
Hemp	...	...	...	...	5,302 tons		164,056
Gold	...	...	...	...	28,077 oz.		138,430
Total							2,113,090

As against this there has been a very satisfactory increase in lamb, beef, sheep and rabbit skins, cheese, and timber, which partly compensated for the very heavy decrease above mentioned.

In the case of wool the decrease shown in the quantity exported does not necessarily indicate that there has been a decrease in production. There is evidence of a large quantity of wool having been held over in the hope of a better market being secured. This, I think, is clearly indicated by a comparison of the exports for the last three months of 1906-7 and 1907-8. During the three months ending 31st March, 1907, 104,342,493 lb. of wool was exported, and during the three months ending 31st March, 1908, 90,652,490 lb. only was exported, showing a decline of over 13,600,000 lb.

If further evidence were required to show that the production of wool has not decreased, it is to be found in the fact that the sheep returns for the Dominion show that the total of the flocks for 1908 exceeds that of 1907 by no less than 1,465,281. The decrease in quantity, however, only accounts in a small measure for the decrease in value, which was due to a heavy drop in the wool-market, brought about chiefly by the disorganized financial condition in the United States of America, Canada, and Germany causing a reduced demand, many of the woollen-mills in those countries having to partially or wholly cease operations. But reports go to show that both the United States and Canadian harvests this year are exceptionally heavy, and this, coupled with an already better tone in financial circles in these countries, cannot fail to have an effect upon the wool-markets, and therefore improved conditions may reasonably be looked for.

These financial conditions have operated on the hemp-market in much the same way as on the wool, and in addition to this the heavy output of manila fibre caused a collapse in the market for New Zealand hemp. For this product the market is showing an improved tone; but the recovery, in my opinion, is likely to be slow unless something occurs to interfere with the regular supply of manila fibre.

The market for butter and mutton has been good, and it is particularly unfortunate that local conditions have not been favourable to an increased output in these products, or even to the maintenance of the previous year's output. The very dry season which the Dominion experienced during the year under review operated very seriously against the dairy industry, and also had the effect of reducing the grasses and root-crops which are so necessary for the fattening of our sheep for the frozen-meat markets.

This, however, was an exceptional year, and during the present year it appears to me that, with the exception perhaps of hemp, a full recovery is quite possible.

EXTENSION OF TRADE WITH THE UNITED KINGDOM.

The chief demand for our products is still centred in Great Britain, and this is likely to remain so for many years. In my opinion more attention is necessary in making known the value of our produce, and more extended efforts should be made to enlarge the markets. Much has been done by the Department through the High Commissioner's office during the past few years to bring the Dominion and its produce under the notice of British consumers and merchants by means of exhibitions held in several populous centres, and this work is proving of great value, but it has taken up practically the whole of the time of the commercial staff attached to the High Commissioner's office. Much work is required in the way of extending a knowledge of our produce and in seeing as far as possible that our goods reach the consumer as New Zealand produce. It

is very well known that our butter, cheese, and meat are fraudulently sold in very large quantities as the produce of Great Britain, Ireland, or other countries; and money expended in checking such practices would, in my opinion, be well spent.

TRADE WITH WESTERN PORTS OF GREAT BRITAIN.

There still remains a very large field for the extension of our markets, which can be reached through the western ports of Great Britain, and if developed would insure greater competition for our products. The two essentials for developing these markets are a dissemination of the knowledge of the value of our produce and a more frequent and more regular steam service. The service now running to the western ports, which a few years ago was initiated under arrangement with the New Zealand Government, has done much to give the Dominion's produce a footing in the districts fed through those ports, but the possibilities of increasing trade would be still greatly improved if regular time-tabled arrivals of the steamers engaged in this service could be secured. Taking into consideration the impediments to merchants caused by the uncertainty as to dates, the service has been exceedingly well patronised by shippers.

I would recommend that efforts be made to secure, if possible, a more frequent and speedy service, which is necessary to give our produce a chance to compete on equal terms with that entering the western ports of Great Britain from other sources.

The directors of the great dock companies of the west coast are now realising that the New Zealand trade is an important factor, and are endeavouring to secure a fair proportion of the tonnage travelling between New Zealand and Great Britain, and *vice versa*. The directors of the Manchester Ship Canal have a permanent resident agent in New Zealand, who is in regular communication with shippers regarding the facilities offered by the Port of Manchester for the rapid handling and distribution of produce in the northern and midland counties of England.

The Bristol Corporation also deputed Mr. W. J. Kent to visit New Zealand with the object of bringing before those interested the claims of Avonmouth to a share of the Dominion's trade. This gentleman brought letters of introduction to the Government, and every assistance in the prosecution of his inquiries was given him by the Department. Mr. Kent has now returned to Bristol to report on his mission. Before leaving the Dominion he expressed his satisfaction at the manner in which he had been received by Chambers of Commerce, merchants, and shippers, and his thanks to the Department for the information and services vouchsafed him. The various dock companies are desirous of obtaining a share of the west-coast trade. The following is a list of the steamers engaged in the service, together with their tonnage and refrigerator-capacity:—

Steamer.	Carrying-capacity (Tons).	Carrying-capacity (Carcases of Mutton).
Cornwall	9,000	83,000
Devon	9,000	83,000
Drayton Grange	10,500	84,100
Fifeshire	9,000	110,000
Morayshire	9,000	110,000
Nairnshire	9,000	110,000
Norfolk	9,000	89,900
Oswestry Grange	10,500	84,000
Ripplingham Grange	9,000	80,000
Surrey	9,000	83,800
Sussex	9,000	80,600
Thorpe Grange	10,500	90,000

TRADE WITH AUSTRALIA.

Trade between New Zealand and Australia is, of course, restricted by the Customs tariff now in force, and the similarity of the products of these two countries. It is satisfactory to note, however, that, although the volume of business passing between us is not as large as could be desired, there is a regular interchange of trade. New Zealand lately has been shipping oats to Australia in fair-sized parcels, and large shipments of Australian flour have reached the Dominion, notwithstanding the duty of 1s. per cental. The importation of flour from Australia is largely accounted for by the high rates ruling in New Zealand for milling-wheat, holders here being firm in their ideas regarding value, and inclined to hold on rather than sell at prices offered by millers.

Exports from New Zealand to Australia, year ended 31st December, 1907	£	2,564,236
Imports from Australia to New Zealand, year ended 31st December, 1907,—		
Australian produce	£1,543,692	
Other than Australian	1,021,329	
		2,565,021
Difference in favour of Australia on total shipments		785
Or, deducting imports of other than Australian origin,—		
Exports of New Zealand produce to Australia		2,564,236
Imports of Australian produce to New Zealand		1,543,692
		1,020,544
The figures for the year ending 31st December, 1906, were as follows:		
Exports from New Zealand to Australia		2,156,489
Imports from Australia to New Zealand		2,391,767
		764,722

NEW ZEALAND GOVERNMENT AGENTS IN AUSTRALIA.

In conjunction with their duties as Government Agents of the Department of Tourist and Health Resorts, the officers in charge of the Sydney and Melbourne branches have answered or forwarded to Head Office for action many inquiries relating to the industries and commerce of the Dominion. The samples and exhibits in the branches are renewed and added to from time to time, and attract a considerable amount of attention. New Zealand timbers in particular are keenly sought after, and specially prepared exhibits, both in the rough and polished states, of commercial timbers are available for inspection in Sydney and Melbourne.

The Sydney Agent in his report states,—

"In presenting the second annual statement, it is my pleasing duty to report on the continued usefulness of the agency, and its increasing favour with the commercial houses of this State. A considerable number of personal and telephonic inquiries have been made, in addition to those by post, and the information sought has been most varied. Particulars regarding Customs tariff, size and location of towns, with local industries, have been very numerous.

"During the time of the timber-mills strike, when the action of the workers caused considerable inconvenience to the butter-factories, which failed to obtain their regular supplies of boxes, inquiries through me resulted in a good deal of business going to New Zealand. This directed increased attention to the suitability of the kahikatea, or white-pine, for the package of butter, and in this connection the New Zealand wood easily ranks first in consequence of its being absolutely odourless and economical. Several of the principal firms were placed in communication with New Zealand houses, and negotiations opened up for large and regular supplies of white-pine to be shipped in 'shooks.'

"Another large Swiss-milk firm with its headquarters in Sydney is also desirous of securing gradually increasing quantities of the pine for the shipment of their goods.

"*Trade Exhibits.*—During the year the full range of grain-samples was renewed, and the agency received exhibits of woods and woollen goods. The last-named have been generally admired, and numerous inquiries were made as to whether these could be purchased in Sydney."

The Melbourne Agent states,—

"Notwithstanding the new Federal tariff, every possible opportunity has been grasped to promote trade between the Commonwealth and the Dominion. The newly framed tariff is proving a somewhat formidable barrier to the entrance of goods from New Zealand into Australia, and until some reciprocal scheme is devised it is difficult to see where any great expansion in trade between the two countries can take place. I am pleased to report, however, that most of New Zealand's productions previously introduced are immensely popular throughout Australia, and a great market still awaits them. The undoubted quality and general get-up being of such an attractive nature that, if our commodities were given an equal chance in competition, there would be rapid development in them on the great Australian continent. This fact was amply demonstrated during the currency of the Australian Natives' Association Exhibitions recently held in Melbourne and Launceston, where many of the Dominion's resources were on display. It was unanimously conceded that for attractiveness and quality our goods on exhibition were *par excellence*, and that they would command a ready sale if the restrictions now precluding their entrance were somewhat modified. Thus it is evident that until some reciprocal arrangement is made little prospect of increased trade is to be hoped for. The Dominion of Canada will in all probability, on the completion of the Federal tariff, negotiate with the Commonwealth Government on reciprocal proposals, and it is generally supposed a satisfactory basis will be agreed upon. Would it not be possible for the new Dominion to simultaneously conclude trade relations which would be mutually advantageous to two great and neighbouring countries?

"After the closing of the exhibitions referred to, some of the exhibits were transferred to this agency; others were sent to Sydney, and are now on view. These include timbers, woollens, tinned and bottled fruits, and minerals. They, together with other samples of New Zealand's goods, form an excellent display at both offices, and must lead to trade.

"Many inquiries have been made concerning the glass-sand, black sand, sulphur, and copper, part of our mineral exhibit, and the possibilities in these four specially mentioned articles are great, as they, being new to this market, are likely to be greeted with favour, as a considerable demand already exists for them."

TRADE WITH THE EAST.

Owing to the fact that no favourable offer has been obtained by the Department for a steamship service to the East, the producers of the Dominion have been unable to participate in the supply of foodstuffs to the densely populated countries now in direct communication with Australia. Japan in particular is rapidly advancing both as importer and exporter, and to give some idea of the magnitude of this country's operations her exports for the year ending 31st December, 1906, amounted to £42,375,489, and her imports £41,878,410. For the first time in the history of Japan exports from that country have exceeded imports, owing to the marked activity now being displayed in forcing the introduction of Japanese products to all countries.

As far as New Zealand is concerned, the value of trade for the period mentioned above is as follows:—

	£
Imports into New Zealand from Japan	99,653
Exports to Japan <i>via</i> Australia	4,693
Value of imports over exports to Japan	94,960

The interchange of trade between Australia and Japan is as follows:—

Year.	Imports into Japan.			Exports from Japan.			Total Trade.		
	£	s.	d.	£	s.	d.	£	s.	d.
1903	119,993	10	0	335,246	10	0	455,240	0	0
1904	439,908	10	0	443,858	18	0	883,767	8	0
1905	600,119	12	0	407,293	12	0	1,007,413	4	0
1906	412,805	2	0	422,566	4	0	835,371	6	0

It will be seen by these figures that there is a considerable falling-off of imports of Australian produce into Japan, the exports to Australia having increased over £25,000.

The principal Australian exports consisted of:—

	£		£
Wool	200,504	Tinned meats, &c.	3,560
Jute and rope	6,753	Cattle	320
Leather	2,167	Horses	650
Beans and peas	9,131	Tallow	38,959
Wheat	6,700	Bones, &c.	7,450
Butter	3,602	Hides and skins	10,476
Cheese	75	Timber	4,855
Bacon	25	Lead	2,554
Fruit	55		

All of which are produced in New Zealand.

The marked activity in Japanese shipping indicates the growth of both her import and export trade. For the year ended 31st December, 1906, 19,083,454 tons of shipping were entered into, and 19,050,922 tons cleared from Japan, representing a total trade of £84,253,900.

The possibilities of New Zealand showing largely in the Eastern trade in the immediate future are not encouraging. To obtain a footing a direct steamer service is essential, and the trade likely to be secured is not sufficient to induce any steamship company to put on a line of steamers unless such a line were subsidised so largely as to be beyond the possibility of acceptance by the Government. Later, when Japan has recovered somewhat from her financial disabilities consequent on the war, it might be possible with sufficient encouragement to attempt a direct steam service.

CARRIAGE OF FROZEN PRODUCE.

Messrs. Weddel and Co.'s review of the frozen-meat trade, 1907, contains some interesting statistics, notably a classified schedule of all steamers engaged in the carriage of frozen meat from various parts of the world. The number of steamers, and carrying-capacity, estimated in 56 lb. carcasses of mutton, is as follows:—

	Number of Steamers.	Capacity (based on Average Carcasses of Mutton).
New Zealand to London	44	3,918,700
New Zealand, Australia, and/or River Plate to Cape and United Kingdom ports	30	2,840,400
Australia to United Kingdom	44	1,668,800
River Plate to United Kingdom	55	3,402,100

From this it will be seen that a substantial advantage in the capacity for carrying frozen meat is held by the New Zealand direct service, the Dominion having in this respect a lead of 516,600 carcasses (without allowing for the ports on the west coast of the United Kingdom). To this may be added a further 105,000 carcasses, estimated to be the carrying-capacity of the refrigerator-space in the new "Tainui," which is due in New Zealand towards the end of the year.

BOARD OF TRADE INQUIRIES.

A large number of commercial inquiries reach me every year as the result of my appointment as official corresponding secretary to the Intelligence Branch of the British Board of Trade.

A regular correspondence is maintained between the London office of the Board of Trade and this Department. Many of these inquiries show a keen desire on the part of merchants to get into touch with exporters and importers in this country.

EXPORT OF FISH TO AUSTRALIA.

The Government agent in Sydney reports that in his opinion there is a big market for New Zealand fish and oysters. Supplies in Australia are very scarce, and the public is mainly dependent on the line-fishermen, so that fish diet is somewhat of a luxury. Good prices are realised for whatever fish is imported, and the public show a preference for the New Zealand article. The following prices show the current quotations:—

	Per Pound.
	s. d.
Fresh New Zealand blue-cod	0 9
" " flounders	0 10
" " soles	0 10
" New South Wales mullet	0 4
" " schnapper	0 9
" " whiting	1 0
Smoked New Zealand barracouta	0 6
" " blue-cod	1 0
" Scotch haddocks	1 0

The New Zealand smoked schnapper is seldom seen, but many inquiries are made for it. This line alone should be worth taking up. The duty on fish is only 1½d per pound.

EXPORT OF NEW ZEALAND PUMICE.

The attention of New Zealand pumice-shippers is drawn to the fact that a considerable trade is to be done in Australia in this product. A Sydney merchant handling this line estimates that he alone has imported upwards of 5,000 tons in twelve years. He states there are some large storage and manufacturing works to be erected shortly, and further supplies of pumice will be required for insulation purposes.

REMOUNTS FOR INDIAN GOVERNMENT.

Breeders of live-stock might with advantage devote a little attention to the prospect of participating in the shipment of horses to India as remounts. The Indian Government pays £35 per horse. The shippers make up the apportionment of this amount from their side of the question as follows: Price to shippers, £25; profit, about £4; expenses from place of sale to depot in India, £6; freight, £7; agency fees, £1; average loss on horses rejected, about £2. It is estimated that about 2,500 remounts are annually sent away from Australia. Germany also has been calling upon the colonies for remounts for West Africa. In July 420 horses were shipped in one steamer from Sydney to Angra Piquerra (German West Africa).

MONTHLY EXPORT LEAFLET.

This publication by the Department is now in its second year of issue, and the additions in detail made on taking the leaflet over from the Department of Agriculture have been much appreciated by exporters and producers. It is forwarded to the Press throughout the Dominion, to Chambers of Commerce, farmers' unions, merchants, and shippers; and, owing to the constant requests from new sources for regular monthly copies, it has been found necessary to considerably increase the issue.

Quarterly returns are also issued in conjunction with this leaflet, enabling those interested to see at a glance the figures for any quarter, together with the corresponding figures for the same period the previous year.

TRADE WITH EASTERN PORTS OF GREAT BRITAIN.

In view of the success attained by the west-coast service, I consider the question of a direct service to such ports as Hull, West Hartlepool, Middlesborough, and Tynemouth should receive attention. The port of Hull (according to official report) serves a population of over ten millions at rates of conveyance equal to or lower than those of any other port, and in view of developing our connection with European ports it may be stated that there are regular weekly sailings from Hull to near continental, Baltic, and Scandinavian ports, and Hull would therefore prove very convenient for the transshipment of this traffic.

During the wool season direct steamers owned by the Shaw, Savill, and Albion Company and the New Zealand Shipping Company have called at Hull, but so far have not brought any meat owing to the fact that no cold-storage was available at that port. This difficulty has now been overcome, as the Union Cold-storage Company's new store at Alexandra Dock, Hull, is finished, and steamers with refrigerated produce can go alongside and discharge their cargo direct into the warehouse. The Corporation of Hull has been informed that the steamship-owners will be pleased to carry produce to Hull direct at the same freight as that to London, provided a sufficient quantity is offered.

West Hartlepool, Middlesborough, and Tynemouth are also satisfactory distributing ports for the north-east district of England, and each is surrounded by a large population.

FIRES ON WOOL-SHIPS.

No satisfactory solution has yet been arrived at regarding the cause of these disastrous conflagrations on ships loaded with wool and hemp. During the year the s.s. "Turakina" put back into port on fire, which caused damage and heavy loss in wool, hemp, frozen meat, and general cargo, and later the s.s. "Ionic" was discovered in a somewhat similar plight, but, fortunately, before she put out to sea. The damage in this case was mostly confined to hemp and wool.

Exhaustive inquiries have been made by a special Commission under the chairmanship of Dr. McArthur, S.M., but, the evidence adduced by masters of steamers, shipping officials, stevedores, and merchants being of such a contradictory nature, no definite conclusion as to the cause of the fires occurring on wool-laden ships was arrived at.

ADVICE OF EXPORTS SHIPPED FROM NEW ZEALAND.

I have again to thank the various shipping companies for their courtesy in supplying the Department with correct copies of their steamers' manifests. The principal particulars of these are cabled to the High Commissioner, who in turn disseminates the information to trade papers in Great Britain, and to merchants and brokers.

HIGH COMMISSIONER'S CABLE.

The weekly cabled reports from the High Commissioner have been very regularly received and published, and some additions to the scope of these cables have been made during the year. The appended schedules give the current prices as cabled, and the average price received for every line of produce each month during the past two years.

The New Zealand Press Association has the contents of this cable promptly despatched to all its subscribers, and in the case of a paper not being a member of the association showing good cause why it should have similar information, it is supplied by the Department direct.

I consider that the cabled market reports from the High Commissioner could be made more valuable if they were sent with greater frequency when marked fluctuations in the market take place, or when any special conditions are operating for or against the market. At present the cables come once a week, and any marked fluctuations which may occur between the regular cables are not at present advised. It may at any time happen that immediately after the sending of the weekly cable a sharp rise or fall may take place in the price of any particular line of produce, and I think it is advisable that when circumstances of this kind arise the particulars should immediately be cabled by the High Commissioner.

Cablegrams from the High Commissioner for New Zealand showing the Average Prices quoted in the United Kingdom for the undermentioned Principal Lines of New Zealand Produce, 1907-8.

Date.	Lamb, per Pound.		Mutton, per Pound.		Beef, per Pound.		Butter, per Hundred-weight.	Cheese, per Hundred-weight.		New Zealand Hemp, on Spot, per Ton.		Cocksfoot, per Hundred-weight.	(a) Short-barred Wheat, per 48 lb.	(a) Long-barred Wheat, per 48 lb.	(a) Sparrow-bill Oats, per 384 lb.	(a) Danish Oats, per 320 lb.	(a) Beans, f.a.q., per 504 lb.	Partridge Peas, per 504 lb.	(b) Kauri-gum, per Hundred-weight.	Hops, per Cwt.
	Canterbury.	North Island.	Canterbury.	North Island.	Hind-quarters.	Fore-quarters.		White.	Coloured.	Good fair grade.	Fair grade.									
1907.																				
April 1 ..	d. 5	d. 4 3/4	d. 4	d. 3 3/4	d. 3 3/4	d. 2 1/2	101/	65/	65/	37/-	..	..	..	..	..	..	..	..	..	..
" 8 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	63/	63/	35/-	..	53/	..	..	..	..	..	..	..	..
" 15 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	98/	63/	63/	34/10/	..	58/	..	..	..	..	..	..	..	..
" 22 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	97/	62/	62/	33/10/	..	52/	..	..	..	..	..	140/ to 45/	..	..
" 29 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	97/	62/	62/	33/10/	30/-	52/	..	..	..	..	..	..	..	..
May 6 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	97/	62/	62/	33/10/	30/-	52/	..	..	..	..	..	..	..	..
" 13 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	65/	64/	35/10/	31/10/	54/	..	..	..	..	..	150/ to 45/	..	..
" 20 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	66/	64/	35/-	30/10/	54/	..	..	..	..	..	..	..	..
" 27 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	67/	65/	34/-	28/10/	54/	..	..	..	..	..	..	..	..
June 3 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	66/	64/	33/-	28/10/	54/	..	..	..	..	..	..	..	..
" 10 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	66/	64/	33/10/	29/10/	54/	..	..	..	..	..	..	..	..
" 17 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	63/	62/	34/-	29/10/	54/	..	..	..	..	..	..	..	..
" 24 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	62/	61/	34/10/	30/10/	55/	..	..	..	..	..	147/6 to 47/	..	..
July 1 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	61/	60/	35/-	30/10/	55/	..	..	..	..	..	..	..	..
" 8 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	61/	60/	35/10/	30/10/	58/	..	..	..	..	..	165/ to 47/	..	..
" 15 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	61/	60/	35/10/	30/10/	58/	..	..	..	..	..	..	..	..
" 22 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	60/	60/	35/10/	30/10/	58/	..	..	..	..	30/6	..	..	..
" 29 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	99/	60/	60/	34/10/	30/10/	58/	..	..	..	..	..	..	..	..
Aug. 5 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	101/	60/	60/	34/10/	29/15/	58/	..	..	..	..	..	..	..	..
" 12 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	101/	60/	60/	33/10/	29/15/	58/	..	..	..	..	..	..	..	..
" 19 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	106/	60/	60/	33/10/	29/15/	58/	..	..	..	..	..	..	..	..
" 26 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	106/	60/	60/	32/10/	29/15/	58/	..	..	..	..	..	..	..	..
Sept. 2 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	106/	60/	60/	32/10/	29/15/	60/	35/6	36/6	26/	21/9	31/6	170/ to 90/	..	..
" 9 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	106/	..	..	32/10/	29/10/	60/	..	..	..	..	..	..	..	..
" 16 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	109/	..	..	32/5/	29/5/	64/	..	..	..	..	..	..	..	..
" 23 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	109/	..	..	32/5/	29/5/	67/	..	..	..	..	..	..	..	..
" 30 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	109/	..	..	32/5/	29/5/	68/	..	..	..	..	..	..	..	..
Oct. 7 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	114/	..	..	30/10/	28/10/	73/	..	..	..	..	..	..	108/	..
" 14 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	120/	..	..	30/-	28/10/	73/	..	..	..	..	..	..	..	..
" 21 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	120/	..	..	29/-	27/10/	73/	..	..	..	..	..	..	..	..
" 28 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	123/	..	..	29/-	27/10/	73/	..	..	..	..	..	..	..	..
Nov. 4 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	122/	..	..	29/-	27/10/	74/	..	..	..	..	..	..	..	..
" 11 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	118/	..	..	30/-	28/10/	75/	..	..	..	..	..	..	..	..
" 18 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	118/	..	..	29/10/	28/10/	75/	..	..	..	..	..	..	..	..
" 25 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	118/	60/	60/	29/10/	28/10/	75/	..	..	..	..	..	..	..	..
Dec. 2 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	118/	60/	60/	29/10/	28/10/	75/	..	..	..	..	..	..	..	..
" 9 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	130/	60/	61/	29/-	28/-	75/	..	..	..	..	..	..	..	..
" 16 ..	5 1/2	4 7/8	3 7/8	3 1/2	3 1/2	2 1/2	130/	60/	61/	29/-	28/-	75/	..	..	..	..	..	..	..	..

(a) Short- and long-barred wheat, sparrowbill and Danish oats, and partridge peas are quoted on spot and ex granary.
(b) Kauri-gum is quoted for pale amber and bush classes to common pickings.

Cablegrams from the High Commissioner for New Zealand showing the Average Prices quoted in the United Kingdom for the undermentioned Principal Lines of New Zealand Produce, 1907-8—continued.

Date.	Lamb, per Pound.		Mutton, per Pound.		Beef, per Pound.		Butter, per Hundred-weight.	Cheese, per Hundredweight.		New Zealand Hemp, on Spot, per Ton.		Cockfoot, per Hundred-weight.	(a) Short-berried Wheat, per 496 lb.	(a) Long-berried Wheat, per 496 lb.	(a) Sparrow-bill Oats, per 384 lb.	(a) Danish Oats, per 320 lb.	(a) Beans, f.a.q., per 504 lb.	Partridge Peas, per 504 lb.	(b) Kauri-gum, per Hundred-weight.	Hops, per Cwt.
	Canter-bury.	North Island.	Canter-bury.	North Island.	Hind-quarters.	Fore-quarters.		White.	Coloured.	Good fair grade.	Fair grade.									
1907.																				
Dec. 28 ..	Nil	nil	3 1/2	3 1/2	3 3/4	2 1/2	120/	60/6	61/6	28/-	27/-	75/	..	..	..	..	..	..	..	..
" 30 ..	Nil	nil	3 1/2	3 1/2	3 3/4	2 1/2	120/	60/6	61/6	28/-	27/-	75/	..	..	..	..	..	..	..	..
1908.																				
Jan. 6 ..	Nil	nil	3 1/2	3 1/2	3 3/4	2 1/2	119/	61/	62/	28/10/	27/10/	76/	..	..	..	..	..	..	..	..
" 18 ..	Nil	nil	3 1/2	3 1/2	3 3/4	2 1/2	119/	64/	62/	29/-	28/-	76/	..	..	..	..	..	..	..	..
" 20 ..	6 1/2	6 1/2	3 1/2	3 1/2	3 3/4	2 1/2	118/	62/	63/6	28/10/	27/-	76/	..	..	..	..	..	..	165/ to 55/	..
" 27 ..	6	6	3 1/2	3 1/2	3 3/4	2 1/2	119/	61/6	62/6	28/-	27/-	76/	..	..	..	..	..	..	..	..
" 3 ..	6	6	3 1/2	3 1/2	3 3/4	2 1/2	124/	59/6	61/6	28/-	27/-	77/	..	..	..	..	..	..	..	..
Feb. 10 ..	6	6	3 1/2	3 1/2	3 3/4	2 1/2	136/	61/	62/	28/-	27/10/	75/	..	..	..	..	..	..	..	..
" 17 ..	6	6	3 1/2	3 1/2	3 3/4	2 1/2	150/	61/6	62/6	27/15/	26/15/	75/	..	..	..	..	..	..	165/ to 55/	..
" 24 ..	5 1/2	5 1/2	3 1/2	3 1/2	3 3/4	2 1/2	146/	62/	63/	27/-	26/-	74/	..	..	..	..	..	..	..	..
Mar. 2 ..	5 1/2	5 1/2	3 1/2	3 1/2	3 3/4	2 1/2	120/	62/	63/	26/-	25/-	74/	..	..	..	..	..	..	..	..
" 9 ..	5 1/2	5 1/2	3 1/2	3 1/2	3 3/4	2 1/2	122/	61/	62/	25/-	24/-	74/	..	..	..	..	..	..	..	..
" 16 ..	6	6	3 1/2	3 1/2	3 3/4	2 1/2	118/	61/	62/	23/5/	20/15/	74/	..	..	..	..	..	..	..	..
" 23 ..	5 1/2	5 1/2	3 1/2	3 1/2	3 3/4	2 1/2	113/	59/	61/	24/-	21/10/	84/	..	..	..	..	..	..	..	..
" 30 ..	5 1/2	5 1/2	3 1/2	3 1/2	3 3/4	2 1/2	111/	60/	62/	24/10/	22/-	84/	..	..	..	..	..	..	..	..

(a) Short- and long-berried wheat, sparrowbill and Danish oats, beans, and partridge peas are quoted on spot and ex granary.
(b) Kauri-gum is quoted for pale amber and bush classes to common pickings.

Table showing the Average Prices realised Monthly in London for the undermentioned Principal Lines of New Zealand Produce during the Years 1906-7-8.

Month.	Lamb, per Pound.		Mutton, per Pound.		Beef, per Pound* Hindquarters.	Butter, per Hundredweight.	Cheese, per Hundredweight.		Hemp, on spot, per Ton.	Cocksfoot, per Hundredweight.
	Canterbury.	North Island.	Canterbury.	North Island.			1906.	1907.		
January	1906. d. 4½ 1907. d. 6½ 1908. d. 6	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 114 1907. s. 107 1908. s. 119	1906. s. 62 1907. s. 63 1908. s. 62	1906. s. 32 1907. s. 39 1908. s. 39	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 53 1907. s. 48 1908. s. 76
February	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 106 1907. s. 102 1908. s. 139	1906. s. 60 1907. s. 65 1908. s. 61	1906. s. 33 1907. s. 39 1908. s. 39	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 54 1907. s. 48 1908. s. 75
March	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 103 1907. s. 100 1908. s. 117	1906. s. 64 1907. s. 65 1908. s. 60	1906. s. 32 1907. s. 38 1908. s. 38	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 57 1907. s. 50 1908. s. 78
April	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 100 1907. s. 98 1908. s. 100	1906. s. 66 1907. s. 62 1908. s. 66	1906. s. 32 1907. s. 34 1908. s. 34	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 58 1907. s. 52 1908. s. 52
May	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 101 1907. s. 99 1908. s. 101	1906. s. 63 1907. s. 66 1908. s. 65	1906. s. 31 1907. s. 35 1908. s. 35	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 48 1907. s. 54 1908. s. 54
June	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 104 1907. s. 99 1908. s. 106	1906. s. 65 1907. s. 65 1908. s. 64	1906. s. 32 1907. s. 34 1908. s. 34	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 47 1907. s. 54 1908. s. 57
July	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 112 1907. s. 104 1908. s. 112	1906. s. None 1907. s. 60 1908. s. 60	1906. s. 34 1907. s. 34 1908. s. 34	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 46 1907. s. 50 1908. s. 50
August	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 115 1907. s. 107 1908. s. 115	1906. s. " " " " " "	1906. s. 34 1907. s. 34 1908. s. 34	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 45 1907. s. 62 1908. s. 62
September	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 117 1907. s. 116 1908. s. 117	1906. s. " " " " " "	1906. s. 36 1907. s. 36 1908. s. 36	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 44 1907. s. 72 1908. s. 72
October	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 116 1907. s. 118 1908. s. 116	1906. s. " " " " " "	1906. s. 38 1907. s. 38 1908. s. 38	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 44 1907. s. 74 1908. s. 74
November	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 111 1907. s. 119 1908. s. 111	1906. s. 60/6 1907. s. 60 1908. s. 60	1906. s. 38 1907. s. 38 1908. s. 38	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 46 1907. s. 75 1908. s. 75
December	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 5½ 1907. d. 5½ 1908. d. 5½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 4½ 1907. d. 4½ 1908. d. 4½	1906. d. 3½ 1907. d. 3½ 1908. d. 3½	1906. s. 111 1907. s. 119 1908. s. 111	1906. s. 60/6 1907. s. 60 1908. s. 60	1906. s. 38 1907. s. 38 1908. s. 38	1906. £ 0 1907. £ 0 1908. £ 0	1906. s. 46 1907. s. 75 1908. s. 75

* Beef forequarters average 1d. per pound less than hindquarters.

Comparative Table showing Value of Exports of New Zealand Products, Years ending 31st March, 1907-1908.

Article.	Value.		Increase.	Decrease.	Quantities.		Increase.	Decrease.
	1908.	1907.			1908.	1907.		
Wool ..	£ 6,063,436	£ 7,529,138	£ ..	£ 1,465,702	157,951,854 lb.	165,227,638 lb.	..	7,275,774 lb.
Lamb ..	1,457,378	1,430,122	27,251	..	837,141 cwt.	818,556 cwt.	28,585 cwt.	..
Mutton ..	1,184,278	1,345,460	39,221	161,182	872,959 "	1,083,055 "	..	160,096 cwt.
Beef ..	420,205	380,984	39,221	..	354,147 "	320,815 "	34,332 cwt.	..
Salted beef ..	14,503	10,523	8,980	..	11,009 "	9,003 "	2,006 "	..
Live-stock ..	58,067	71,983	..	13,916	13,461 number	23,144 number	..	9,683 number.
Preserved meats ..	107,688	100,127	7,561	..	53,224 cwt.	42,381 cwt.	10,843 cwt.	..
Rabbits and hares ..	72,755	54,907	17,848	..	96,922 "	76,610 "	20,312 "	..
Bacon and hams ..	6,926	4,434	1,792	..	1,643 "	1,242 "	401 "	..
Hides ..	188,367	158,220	30,147	..	187,984 number	149,136 number	38,848 number	..
Sheep and rabbit skins ..	781,925	667,785	114,140	..	12,257,760 "	12,313,773 "	..	56,013 number.
Tallow ..	526,365	536,382	..	9,017	19,683 tons	21,501 tons	..	1,815 tons.
Sausage-skins (casings) ..	65,894	64,259	1,635	..	15,241 cwt.	12,863 cwt.	2,378 cwt.	..
Butter ..	1,338,393	1,522,113	..	183,720	271,323 "	308,330 "	..	37,007 cwt.
Cheese ..	792,318	449,676	342,642	..	282,673 "	162,913 "	119,760 cwt.	..
Hemp ..	686,597	850,653	..	164,056	23,471 tons	28,773 tons	..	5,302 tons.
Tow ..	52,298	50,413	1,885	..	5,760 "	6,554 "	..	794 "
Timber ..	340,253	296,661	43,592	..	..	..	..	..
Kauri-gum ..	510,973	524,249	..	13,276	77,927,596 sup. ft.	71,842,310 sup. ft.	6,085,286 sup. ft.	1,662 tons.
Fungus ..	11,002	10,253	749	..	4,429 cwt.	8,565 tons	..	125 cwt.
Gold ..	2,082,087	2,220,517	..	138,430	524,195 oz.	552,272 oz.	..	28,077 oz.
Silver ..	156,884	156,690	194	..	1,522,998 "	1,430,911 "	92,082 oz.	..
Coal ..	93,463	132,375	..	38,912	110,909 tons	152,055 tons	..	41,176 tons.
Minerals ..	36,940	25,283	11,657	..	2,346 "	2,625 "	..	279 "
Wheat ..	352	6,038	..	5,686	1,453 bushels	37,368 bushels	..	35,915 bushels.
Oats ..	4,618	68,791	..	64,173	33,381 "	649,230 "	..	615,849 "
Barley ..	19,308	19,520	..	212	54,750 "	78,674 "	..	23,924 "
Beans, peas, and maize ..	28,710	32,236	..	3,576	117,246 "	127,183 "	..	9,937 "
Bran and pollard ..	4,372	11,820	..	7,448	902 tons	3,542 tons	..	2,640 tons.
Seeds, grass and clover ..	84,420	83,563	857	..	33,756 cwt.	42,471 cwt.	..	8,715 cwt.
Flour ..	1,414	2,196	..	792	158 tons	272 tons	..	114 tons.
Hops ..	11,209	16,372	..	5,163	2,798 cwt.	4,060 cwt.	..	1,262 cwt.
Potatoes ..	1,167	1,433	..	266	143 tons	130 tons	13 tons	..
Chaff, hay, and straw ..	327	697	..	370	58 "	205 "	..	147 tons.
Fish and oysters ..	23,362	16,487	6,875	..	..	..	..	..
Sundry products and manufactures*..	641,805	680,709	..	38,904	..	..	..	..
Totals ..	17,869,354	19,532,119	652,026	2,314,791	..	..	..	..

* Includes woollens, wearing apparel, boots, leather goods, and parcels post.

Exports, 1908, as per table ..

£ 17,869,354

" 1907, ..

£ 19,532,119

Total decrease in value of exports, 1908

£ 1,662,765

or a decrease of 8.5 per cent.

I append a few remarks regarding the markets for the last year for the principal items mentioned in the foregoing table.

Wool.—Owing to the stringency of the money-market, and the lack of competition, there was a heavy slump in the prices obtained for wool during last year's sales. Many wool-growers and merchants were of opinion that the fall experienced at the first sales in July, 1907, was only temporary, but this idea proved to be incorrect, for each report received up to the May sales of 1908 showed a decline, and those who held on to their wool anticipating a rise had their hopes frustrated. The average values received, however, do not compare unfavourably with those of previous years, with the exception of 1906-7, when the price of wool was particularly high.

There has been a general demand for fine merino, and this class of wool did not suffer, as far as values are concerned, to the same extent as heavy merinos and crossbreds. The fall all through has been heaviest in coarse-grade wools, owing to the demand of manufacturers for the fine and light grades.

In May, 1908, values took an upward turn, and each sale onwards has shown an advance of about 5 per cent. and upwards all round over its predecessor, owing, generally, to the Americans coming into the London market for their supplies in large quantities.

Lamb.—There has been an exceptionally good demand for lamb during the year, and prices have been steady and high. The demand for New Zealand lamb outside the area of London is satisfactory. During the period under review lamb touched 6½d. and 6¼d. per pound frequently. Present indications predict a good demand for lamb during the summer and autumn seasons in Great Britain. New Zealand lamb averaged 1½d. per pound over that exported from Australia.

Mutton.—This commodity has hardly maintained the prices realised during the previous twelve months, owing to a great extent to the large proportion of heavy carcasses exported. The greatest demand is for prime light-weight mutton, and as this quality sometimes realises from ½d. to ¾d. per pound more than heavy-weight carcasses, it is worth while for the producers to consider this feature of the trade. North Island mutton, as in previous years, has been quoted at from ½d. to ¾d. per pound below prime Canterbury brands.

Beef.—As the quantity exported shows, the demand for New Zealand beef abroad is still small. Slightly better prices have been realised, but, as large shipments of chilled beef from America and the River Plate arrive in London and west-coast ports regularly, the price of the New Zealand product is entirely ruled by these factors. The price of fores averaged ½d. to ¾d. per pound less than that obtained for hind-quarters during the year.

Salted or Boned Beef.—An increase in exports is again shown this year, all shipments leaving here generally finding their destination in Liverpool and Glasgow. There is still a very strong opinion in Great Britain against the importation of beef packed in this manner, and from a report of the Produce Commissioner it appears likely that steps will be taken by the Imperial Government to prohibit its importation. Several shipments to Glasgow turned out badly, and were condemned by the Health authorities.

Live-stock.—The outside demand for live-stock has been small and confined, owing to sellers here having their own opinion as to values, and declining to reciprocate with the fall of prices in Australia.

Preserved Meats.—It is gratifying to note an increase of 10,843 cwt. during the year, or a total increase of 38,701 cwt. since the Chicago scandals caused an upheaval in the canning trade. New Zealand tinned meats are growing in popular favour, and packers are kept busy in order to cope with the demand.

Rabbits and Hares.—Regular shipments find their way monthly to west-coast-of-England ports and Glasgow, and the trade in this direction is increasing. Although New Zealand rabbits are from 10s. to 15s. per case dearer than Australian, the demand is steady, and prices have been fairly well maintained. The prospect of increasing the trade largely is not encouraging.

Bacon and Hams.—Owing to the high prices ruling for, and the reported scarcity of, fresh and cured pork, an increase in the quantity of bacon and hams exported was hardly anticipated. Nevertheless the excess over the corresponding period last year was 401 cwt. Owing to the fact that wholesale rates have ruled for some considerable time past at 9½d. to 10d. per pound, the increase in value of £1,792 is explained.

Hides.—The steady demand in Australia and the United Kingdom for New Zealand hides still continues. Averaging as they do over £1 each f.o.b., the value of hides exported this year amounts to £188,367, which shows that this trade is rapidly developing.

Sheep and Rabbit Skins.—Values have been well maintained, and, although there is a slight decrease in the number of skins exported, an increase in value of £144,140 is shown by the official returns. America is a large customer for pelts, and some of the big American houses have established branches in the Dominion for the local purchase of skins and pelts. America and Germany are also considerable buyers of sausage-skins (casings), the total trade this year in this particular line amounting to £65,894.

Tallow.—The small decrease in exports is accounted for by the fact that the beef and mutton killed in the Dominion this year is slightly less than last. Prices have been a little irregular in London, but as most tallow is bought on direct orders this feature has not affected shippers, unless, of course, they elected to consign to open markets.

Butter.—During the whole season the market for New Zealand butter has proved exceptionally good, and the highest prices on record have been obtained for produce exported from this Dominion. The main cause of the high prices realised was the shortage of supplies of butter imported into the United Kingdom from all butter-producing countries. Exports from New Zealand show a decrease of 37,007 cwt., caused in the first place by the dry season experienced, and also by many factories turning their attention to the manufacture of cheese. The month of February, 1908, saw the greatest excitement in the butter-market, when the price touched 152s. per hundredweight for first-class quality, and as heavy supplies reached the United Kingdom from New Zealand during

that month shippers in this country no doubt benefited considerably. Phenomenally high rates ruled throughout the whole season, and even in the English summer New Zealand butter realised from 111s. to 118s. per hundredweight. Unlike other seasons, there was practically no butter in cold-store in London from which merchants could draw, and this, coupled with the fact that a general shortage was experienced all round, caused prices to reach a high level. The quality of the butter shipped from the Dominion has given general satisfaction, and very few complaints have been made. It is pleasing to note that the prices which ruled throughout last season have been nearly on a par with Danish values—in fact, on several occasions the same level was reached. The proposal of the dairy companies in the Dominion to co-operate for the purpose of having some organized control over the butter-exports in London is one that, if carried into effect, will, in my opinion, prove of great benefit to butter-producers. With a properly organized system of handling and distribution of butter on the markets of the United Kingdom, there should be every reason to expect that the wide margin which so frequently obtains between the values of New Zealand and Danish butters would be decreased.

Cheese.—Owing to various dairy factories which previously made butter turning their attention to the manufacture of cheese, exports of the latter were increased by 119,760 cwt., and the value of the Dominion's exports showed a corresponding increase of £342,642. The prices realised throughout the season averaged about 62s. per hundredweight, white makes being most in demand. The latter make of cheese averaged 2s. per hundredweight over the coloured manufacture, and both makes have during the season realised more money than that obtained by Canadian makes. The complaints concerning the quality and flavour have, however, been rather too numerous. The shipping of green cheese forms the chief basis of complaint, and the New Zealand factories will be wise to abstain from shipping this class of cheese if they desire to retain their reputation for good quality.

Hemp.—The market for New Zealand hemp has shown a considerable decline during the year, owing generally to the large supplies of hemp offered from Manila. The increase in exports from Manila compared with the corresponding periods in 1906 is 12,546 tons, while Russian hemp shows an increment of 2,897 tons.

From late advices it seems probable that exports from Manila will continue to be heavy, so that no appreciable rise in values can be looked for at the present time. Owing to the low rates ruling, and the unsuitability of milling flax during the winter, a large number of mills have closed down, and our exports decreased considerably. During June about 700 tons only were exported, as against 2,300 tons in the corresponding month of 1907.

Tow.—The value of this commodity has not suffered in sympathy with flax, the demand being quite equal to the supply. Reports of the quality exported have in some cases been unsatisfactory, owing to the amount of dirt and waste packed in the bale. Buyers in the United Kingdom are anxious to have tow graded similarly to hemp, and this matter is now under consideration. Owing, however, to the class of this waste fibre, it is anticipated that there will be difficulty in opening bales for inspection, so the onus of shipping a really marketable article, as free from dirt as possible, lies with the millers, who must see that, if a quantity of foreign matter is packed with tow, it will eventually ruin the splendid market of which they are now reaping the benefit.

Timber.—Seventy-eight million superficial feet were exported to Australia and the United Kingdom (principally to west-coast ports), showing an increase of 6,000,000 superficial feet over the corresponding period of 1906–7; and prices realised here have been on a high level. During the year under review shipments have been arriving in New Zealand from Canada and America, on which there is a duty of 2s. per 100 superficial feet. The class of timber imported is principally Oregon pine, which builders are now using in considerable quantities.

Kauri-gum.—The market has shown a quiet tendency during the year, but prices ruling have been steady and in advance of those realised throughout the previous year. As high as 165s. per hundredweight has been reached for ordinary to fair three-quarters scraped, and brown pickings common to good have brought up to 55s. Fancy parcels of gum have of course realised greatly enhanced prices, but these are not generally quoted on brokers' market reports. The question of the grading of kauri-gum exported from the Dominion to both the United Kingdom and America has been discussed, and probably if some such system is adopted it will benefit these exports considerably.

Fungus.—The export of this special line is mostly confined to the East, and must still be counted as a unit in the Dominion's exports, 4,554 cwt. being exported during last year.

Gold.—The export of gold shows a decrease of 28,077 oz.

Silver.—The export of silver is steady, and shows an increase on the year of about £194. In this item are included old manufactured silver goods and defaced coins.

Coal.—There is a decrease of 41,176 tons shown in our exports. This, however, is explained by the fact that there has been a heavy local demand during the year for railways, public works, manufactures, and household purposes—in fact, the supply has not been equal to the demand, and shipments have been arriving regularly from Australia.

Minerals.—Shipments during the year have been steady, and show an increase in value of £11,657.

Grain, Grass-seeds, Flour, Bran, Pollard, Hops, and Fodder.—An all-round decrease is again shown in these commodities, due mainly to the fact of the dry season. Quotations received from the London Corn Exchange regarding New Zealand grain have been mostly of a nominal nature.

Cocksfoot.—The market for cocksfoot-seed has increased considerably, and owing to shortages in the American crop prices have advanced from 57s. per hundredweight (the highest price during the year 1906–7) to 84s. per hundredweight. Unfortunately, there is a decrease in the amount exported owing to the fact that supplies sufficient for export are now available only from Banks Peninsula. There is practically no cocksfoot now shipped from the North Island.

Potatoes.—The export of potatoes can hardly be said to have commenced again, only 143 tons being exported during the year, or an increase of 13 tons over the previous period.

Fish and Oysters.—The export of fish and oysters continues to increase, shipments to Australia—notwithstanding the duty imposed—being steady and regular. The intercolonial steamers have no difficulty in letting their fish-chambers, which are generally full on each voyage.

TRADE WITH CANADA.

The two-monthly cargo service subsidised by the Government has been carried out satisfactorily. Proposals have been placed before the New Zealand and Canadian Governments regarding the renewal of the contract, and it is suggested that by paying an increased subsidy steamers with refrigerating-chambers and passenger-accommodation could be placed in this service in lieu of those now employed.

The cargoes carried from New Zealand to Canada have not been as large as could be desired. They have consisted mostly of hemp, wool, and sundries. Reports go to show that there is a good demand in western Canada for butter and frozen meats, but, owing to there being no freezing facilities on the cargo-boats now running, New Zealand has not been able to take advantage of the market.

Owing to the rigorous winter Canada experiences the country is not able to provide for its requirements in meat and butter during that season. One merchant alone, it is stated, was prepared to contract for 100,000 carcasses of mutton annually, price and quality being right.

New Zealand wool is used considerably in Canada, and buyers are in some cases sending orders direct to the Dominion instead of buying through their London brokers. It is hoped that this season Canadian buyers will be seen at the local sales in company with their British, American, and Continental competitors.

The trade in hemp is steady, and at the low values now ruling the shipments are likely to increase. There is also a moderate demand for tow.

The demand for tinned meats, jams, and manufactured goods is also favourably reported on, but the high tariff which obtains in Canada, coupled with f.o.b. prices here, puts New Zealand somewhat out of this market.

There are indications of an export trade with Canada in Oamaru stone. One steamer took away about 400 tons, and the class and quality of the stone has caused inquiries to be made in this direction.

Reports will be found in the appendices from the Trade Representative and from the Department's agents at Vancouver.

EXHIBITIONS OF NEW ZEALAND PRODUCE, ETC.

Following will be found detailed reports of the several exhibitions at which New Zealand has been represented. These exhibitions, as before stated, have been of great value to the Dominion, and have in my opinion more than justified the outlay.

In the competitive classes New Zealand exhibits have held very proud positions indeed. The very commendatory and wide references to these exhibitions given by the Press of Great Britain, Ireland, and Australia have provided an advertisement for the Dominion and its produce, scenery, and sporting attractions, which must prove of great value.

CRYSTAL PALACE.

The attractiveness of the New Zealand Permanent Court at the Crystal Palace will be considerably enhanced at the conclusion of the Franco-British Exhibition, arrangements having been made to transfer thereto a proportion of the exhibits now on view at Shepherd's Bush. Exhibits of grain and perishable products are constantly renewed, and as thousands of people visit the Crystal Palace yearly the Dominion receives a valuable advertisement at only a small outlay.

IRISH INTERNATIONAL EXHIBITION.

This Exhibition was opened by the Lord-Lieutenant of Ireland on the 4th May, 1907, and was closed by His Excellency on the 9th November of the same year.

As stated in my last year's report, the Government decided to exhibit; and space to the extent of 3,000 square feet was engaged, on which was erected a small court for the reception of exhibits forwarded by New Zealand. An excellent site was secured, which was considered the best in the Palace of Industries; and the Court with its attractive contents appealed interestingly to the consumer, the trader, the prospective emigrant, the traveller, the sportsman, the investor, and the man in the street.

From photographs received by the Department, I note that in planning out the arrangement of the court the exhibits were grouped into the main divisions of food-products, raw materials, manufactured and semi-manufactured goods, and in some cases the various stages of production were shown together, as, for instance, with raw wool and woollen goods, also with phormium from the growing plant to the finished twine and cordage.

A refrigerating-chamber was erected in the centre of the court, and fully justified the cost and trouble attaching to it. Exhibits of this nature prove very attractive, and also practically demonstrate the leading factor in the New Zealand export trade.

The woollen exhibit sent forward was the best all-round display ever consigned from the Dominion, and numerous inquiries were made as to where these goods could be obtained in the United Kingdom, price being no object.

Exhibits of grain and flour, sheep and rabbit skins, dairy-produce, canned and bottled fruits, preserved meats, fibre, cordage, and timber, were well displayed, and attracted attention and inquiries as to price, &c.

Owing to the success the exhibition attained, I regret that the space taken was not larger, particularly when it is taken into consideration that Canada occupied a building measuring 90 ft. by 200 ft., with a floor-space of 80,000 square feet.

In his report on this Exhibition, the High Commissioner states: "Dublin occupies a position specially convenient of access from all parts of Ireland, being equidistant from north and south, and convenient by railway journey to the west. The city is also centrally situated for trips at a small charge from England and Scotland, also from Bristol in the south to Glasgow in the north, and is of easy access from Lancashire and Yorkshire. I found that for a considerable portion of the summer cheap trips were arranged by rival railways and steamship companies, which were largely patronised by trippers of the better class, who travelled to see the Exhibition. I was surprised and pleased, not so much with the number of visitors who called at the New Zealand Court, as with the class and intelligence of them. The exhibits shown by New Zealand attracted very particular attention, both on account of the character and quality of the goods, and by the manner in which they were displayed. Very great interest was shown in them by visitors, and comparison with those shown by Canada was freely made, with results, I am pleased to say, not adverse to the New Zealand productions. The shrewd observations of some of the Irish agriculturists interested me. With the New Zealand display they were very well satisfied: it was plainly but neatly set out, and everything in it was in reason and proportionate. They could understand that it was a fair representation of the resources. Naturally these men made inquiry concerning the merits of the respective countries, and they unanimously decided in favour of New Zealand. There have been many inquiries during the course of the Exhibition, and many of them have determined to go out to the Dominion this year. I consider the results obtained from the New Zealand exhibit at Dublin highly satisfactory. Pamphlets and literature concerning the Dominion have gone freely into circulation. Interest has been aroused in the production and capabilities of the country, and many persons of a good class who have been contemplating emigrating have been induced to choose New Zealand for their future home."

Among the Press reviews appear the following:—

"We are always forced to admire the steady hard-headed way in which the New Zealand Government pursues its policy of advertising the country in Great Britain. New Zealand richly deserves the reputation she has gained in this country, and the improving prestige she maintains."

From the *Dublin Daily Express*: "The New Zealand section, which comprises a very interesting series of exhibits, came in for a particular share of admiration from the Royal visitors. Their Majesties were conducted round the court by the High Commissioner and his staff, and Queen Alexandra was handed a beautiful bouquet by Mrs. Reeves on behalf of the Dominion, after which the exhibits were inspected with as much detail as time permitted. A refrigerator in operation, samples of dairy and other produce, were viewed with interest, and the King and Queen made particular inquiries with reference to matters which excited their interest, and chatted affably concerning the Dominion and its commerce. Some fine photographs of sporting trophies, including a number of stags' heads and trout, specially caught the King's attention, particularly the former, from the fact that the first deer seen in New Zealand was sent out by His Majesty's father, the late Prince Albert. On leaving the section the King warmly congratulated the High Commissioner on the fine display of its resources which the Dominion had put forward."

The *Weekly Irish Times*, in a comprehensive article on the New Zealand Court, says: "In comparison with that of some other countries, the New Zealand show is a miniature. But what is there, apart from dimensions, in which a miniature falls short of the life-size picture? There is nothing essential which the one contains and the other does not. There is, at any rate, one advantage in its being so compact that you can take in the whole with one sweep of your eye. You are not overwhelmed with the revelation, and so much the better for studying it in detail at your leisure, and so you proceed to examine the things item by item, giving yourself sufficient time to pause and reflect over each, till in the end you walk away with some real live idea as to the wealth and possibilities, both actual and latent, of that most wonderful country New Zealand." After dealing with the frozen meat, poultry, mineral, and general exhibits, the same journal adds, "Yet a word about New Zealand wool and woollens. In one portion of the space devoted to that country's exhibits you see a pile of dressed sheep-skins, remarkable for the depth and quality of the wool. In another portion there stands a glass-covered desk with assortments of clipped wool, some of that, obtained from crossbreeds, so fine and so white that you can scarcely believe it is anything but cotton-wool. Then, again, there are several rolls of tweeds and flannels, for ladies' dresses and for men's suitings. Wonderful are those rugs that they turn out in New Zealand. They feel inches thick, and yet as fine and smooth as velvet. You would say you have never handled nor seen such rugs anywhere in this country."

Commemorative diplomas were forwarded by the Exhibition authorities to the New Zealand Government, and to the Kaiapoi Woollen Company (Christchurch), Newton King (New Plymouth), Wood Bros. (Christchurch), Canterbury Roller-mills (Christchurch), Evans and Co., (Timaru), Timaru Milling Company (Timaru), D. H. Brown and Son (Christchurch), George Trapnell (Brightwater), Redwood Bros. (Spring Creek), Moir and Co. (Christchurch), Northern Flour-mills (Auckland), G. W. S. Patterson and Co. (Auckland), Christchurch Meat Company (Christchurch), Wanganui Freezing-works (Wanganui), Kauri Timber Company (Auckland), W. Adams (Blenheim), New Zealand Loan and Mercantile Agency Company (Blenheim), W. E. Clouston and Co. (Blenheim), New Zealand Farmers' Co-operative Association (Christchurch), Donaghy and Co. (Limited) (Dunedin), Dalefield Co-operative Dairy Company (Limited) (Carterton), Campbell, Ehrenfeld, and Co. (Auckland), Hancock and Co. (Auckland), New Zealand Mineral Springs (Limited) (Auckland), Thompson and Co. (Dunedin), Ewing Phosphate Company (Limited) (Dunedin), W. and G. Turnbull and Co. (Limited) (Wellington), and S. Kirkpatrick and Co. (Limited) (Nelson).

ROYAL HORTICULTURAL SOCIETY'S SHOW, LONDON, 11TH AND 12TH JUNE, 1908.

Owing to the success attained by the New Zealand display at the 1906 fixture of the Royal Horticultural Society's show, it was decided to exhibit again this year. On the previous occasion apples only were sent forward for competition, and this fact precluded the Dominion entering for the gold-medal award. The exhibit of apples, it may be remembered, received high praise from the British Press, together with the silver-gilt medal, the highest award obtainable for an exhibit in one class only.

This year arrangements were made to send a more comprehensive exhibit from both the North and South Islands, including 218 varieties of apples and twenty-two varieties of pears, packed under the direction of the Government Biologist; two dozen show-bottles of assorted fruits, prepared by the Government Canning Expert; and sixty-eight bottles of honey, prepared by the Government Apiarist. The honey exhibit was got up in a very attractive manner, in handsome glass-stoppered bottles containing samples of white-clover, dandelion, buttercup, kowhai, thistle, fuchsia, mixed flora, and tea-tree varieties of honey.

It is hoped that this combined exhibit will give the necessary impetus to extend the export trade in fresh fruit, bottled fruits, and honey. That the trade in these particular commodities needs development is shown by the total value of exports for the years ended 31st December, 1907 and 1906, respectively.

		1907.		1906.	
		Quantity.	Value. £	Quantity.	Value. £
Fruit (fresh)	...	17,185 lb.	194	9,042 lb.	115
" (bottled and preserved)	...	...	...	3 doz.	1
Honey	...	16,938 lb.	359	35,823 lb.	643

The fine quality of New Zealand fruit and honey is beyond question, and it is also apparent that they carry well. The Government Pomologist, on exhibiting the apples and pears before they were shipped by the Department, said, "In quality you cannot beat them in any part of the world. We have had a dry season, and the fruit on the whole is not so large as in a season with an abundant rainfall, but my anticipations have been exceeded in regard to this collection. The growers have helped me most generously."

It is pleasing to note that the New Zealand exhibit obtained the highest award granted by the Horticultural Society—namely, the gold medal—and this is particularly gratifying in view of the fact that such fruit-growing States as Tasmania, New South Wales, South and Western Australia also competed. Exhibits forwarded through the Department by Mr. Blakeley, of Christchurch, and Messrs. Clarke Bros., of Whangarei, were awarded Knightian and Banksian Medals respectively.

Tasmania has experienced another big season in exporting fresh fruit, both *via* Suez to London, and *via* Wellington to South America and British ports.

FRANCO-BRITISH EXHIBITION.

The Government decided to be represented at this great Exhibition, which is now popularly known as the "White City," and instructions were forwarded to London to arrange for the best site that could be procured. A separate court, containing 6,000 square feet of floor-space, was taken adjacent to the Canadian and Australian buildings.

Great care was exercised in the selection of the exhibits forwarded, so that a fine display of the Dominion's principal products and manufactures should be made.

The following is a brief account of the exhibits forwarded:—

The woollen industry is well represented. In the first place fleeces of practically all grades of wool were specially selected, and the Gear Meat Company furnished two-bales of lambs' combings and slipe for the Government exhibit. A wide range of fine- to coarse-woolled skins were also forwarded in both their greasy and scoured states. In manufactured woollens a large display was secured from the leading woollen-mills of the Dominion, consisting of rugs, blankets, flannels, shirtings, underclothing, &c. A fine range of tweed-samples completes this comprehensive exhibit.

Refrigerator-space was provided for those countries wishing to make a display of perishable goods, and the New Zealand Government availed itself of this facility by exhibiting carcasses of mutton and lamb, quarters of beef, poultry, rabbits, &c., together with butter and cheese, renewed supplies of which were procured in London from time to time on arrival of the New Zealand steamers. Some prime bacon and hams, also chickens and ducks, were forwarded.

Butter-factories in both Islands were asked by the Department to each forward two complete butter-boxes. Over a hundred factories complied with this request, and sufficient material was shipped to London to build a handsome butter trophy. Enough material was also held in London to erect a cheese trophy, which is exhibited in conjunction with the butter trophy.

The preserving and canning section of the New Zealand Court contains all classes of tinned meats, jams, fruits, and conserves. In the tinned-meat section are displayed large exhibits forwarded by the Gear, Christchurch, Wanganui, and Gisborne Meat Companies, comprising samples of the whole of their respective outputs, from corned mutton and beef to prime ox-tongues, poultry, and similar table delicacies.

Messrs. Kirkpatrick and Co., of Nelson, have forwarded an exhibit of thirty-two cases of their manufactures, consisting of bottled fruits, jars and tins of jams and jellies, canned peas, beans, and tomatoes, hare-soup, and preserved pig's cheeks, also bottled mincemeat, and plum-puddings. The St. George Preserving-works forwarded samples of tinned whitebait and fish, in which there is a considerable export trade. Preserved milk (sweetened and unsweetened) is represented by the Highlander brand, and a dried-milk exhibit has been arranged for in London.

The large export of tallow from the Dominion led the Department to make an attractive display of this commodity, and a quantity of samples of both beef and mutton tallow are exhibited in glass jars containing one gallon each.

New-Zealand-manufactured soap of all descriptions—white, brown, mottled, sand, and toilet—samples of which were obtained from the leading soapmakers in the Dominion, are also exhibited.

The manufacture of hemp, tow, rope, binder-twine, cordage, string, is fully represented. A splendid exhibit of hemp was presented to the Department by the New Zealand Flax-millers' Association, and exhibits were also sent by Maddren and Son (Christchurch), Ross and Co. (Limited) (Foxton), and Fildes, Mitchell, and Co. (Wellington). These were specially packed, and consist of all grades of fibre manufactured in the Dominion. This exhibit was supplemented by eight bales specially prepared by Messrs. Broad and Reeve, of Palmerston, which the Department purchased. Special attention was paid to grading by the Department of Agriculture. The bales shipped were of the highest quality, and it is worthy of note that the "superior" grade scored 98 points out of a possible 100, and the "fine," "good fair," and "fair" bales were graded with similar success. Enlarged photographs depicting the preparation of hemp from the growing flax to the delivery of the manufactured article alongside an ocean-going steamer are also exhibited.

The kauri-gum exhibit is one of great interest. Arrangements were made by the Department for the exhibition of a large collection of polished and fancy gum owned by Messrs. Neilsen and Son, of Auckland, acknowledged to be one of the finest in the Dominion. The exhibit is a costly one, being valued at over £3,000, and it will doubtless prove a special attraction. This exhibit was supplemented by a series of samples of commercial gum drawn from stocks held by this Department.

Samples of varnish manufactured in the Dominion from New Zealand* gum have been sent forward, and, as the United Kingdom imports large quantities of gum, an opportunity will be afforded of comparing the varnish manufactured here and in England.

The grain, seed, and flour exhibit sent forward by the Department comprises the finest selection of this class of produce ever sent from the Dominion. All types of wheat, oats, barley, beans, peas, clovers, and grass seeds are shown in the New Zealand Court. The size of this exhibit may be gauged by the fact that it consists of fifty-seven bags, each containing two bushels. A case of wheat, oat, and barley sheaves also forms part of this exhibit.

About 10 tons of flour and oatmeal were sent from both North and South Island mills, and consists of bags varying from 100 lb. to 15 lb. in weight. This exhibit should appeal to Mark Lane merchants, who are, of course, interested in products of this description shipped from the Antipodes.

The increase in the production of leather, and goods made therefrom, in New Zealand, warrants a fine show of this class of manufacture, and a shipment was made of full sides of leather of all varieties, portmanteaux, dressing-cases, Gladstone bags, and saddles, together with samples of all classes of leather prepared in this country. A quantity of hair, which is mostly used for stuffing horse-hair collars and high-class furniture, is included in this exhibit. New-Zealand-manufactured pickles and sauces are worthy of a place in any exhibition court, and an attractive display of these goods was prepared and forwarded to London by Messrs. W. and G. Turnbull and Co.

Exhibits of mineral waters, both in bulk and bottled stages, have been shipped, consisting of waters from Te Aroha, Rotorua, Paeroa, Puriri, Kamo, Morere, and Waiorongomai, together with booklets giving analyses and uses of each of these waters. A selection of sweet and dry wines was also prepared for the Exhibition by the Te Mata Vineyards, and in addition to these some cases of "Imperial" ale were forwarded. In this class bulk and packed samples of new season's New Zealand hops are shown: these hops were grown in Nelson from local and Californian seed.

A large quantity of sundries has been sent forward, which includes a handsome sideboard manufactured out of ten different classes of New Zealand timber by Mr. Whinnray, of Gisborne; a violin by Mr. Williamson, of Feilding; samples of fungus from Mr. Newton King, of New Plymouth; brushware, blacking, cattle-drench, biscuits and confectionery, candles, paper, &c., all manufactured in the Dominion; also some samples of various patent inventions.

A novel exhibit was forwarded by Mrs. Roche, of Bluespur, who sent a case of fine lace made by her and her assistants entirely in New Zealand.

The Department of Tourist and Health Resorts forwarded large supplies of up-to-date literature relative to the health and pleasure resorts of the Dominion, together with a fine display of deer, goat, boar, and wild-sheep heads.

Mounted trout is another fine exhibit consigned by this Department, consisting of over twenty specimens of the brown, rainbow, Loch Leven, and Fontanalis varieties, the fish varying in weight from about 10 lb. to 23 lb. Specimen sporting-birds have been sent forward, including brown, paradise, and spoonbill ducks, pukeko, pheasant, and widgeon; these should prove of great interest to sportsmen.

The Tourist Department's exhibit is greatly enhanced by a display of oil and water-colour paintings by such artists as Howarth, Heyesen, Christmas, and Perrett. A large quantity of fine photographic enlargements, embracing almost every phase of agricultural, pastoral, and industrial life and methods, as well as scenery, are also forwarded.

The Maori section is represented by some very fine carvings, kit-bags, mats, &c., and some good photographic enlargements of Maori life.

An attractive exhibit of New Zealand stone and timber was prepared by the Public Works Department, and a large range of these products was shipped. The stone, consisting of twenty-one different specimens, was cut into cubes, and titled in sunken gold letters. The timber exhibit comprises twenty-six varieties, and in view of the constant inquiries regarding the timber resources of New Zealand this exhibit should prove of interest to both British and foreign merchants. Veneered panels also form part of this section.

The Mines Department contributed eighteen cases containing 348 specimens of minerals, comprising pieces of antimony, native copper, mica, pitchstone, rhyolite and andesite, phosphate, lime, copper, scheelite, auriferous quartz, volcanic ash, &c., and a block of quartz from No. 8 level of the Waihi Mine. Exhibits of copper, coal, Thames hæmatite, Parapara ore, limestone, phosphate rock, and cement were also forwarded by private firms. In this class may be included a large exhibit of goods manufactured from New Zealand ironsand, kindly lent by Mrs. E. M. Smith, widow of the late member of Parliament for New Plymouth.

The Railway Department forwarded large models of the Ormondville and other bridges, and a typical New Zealand station-yard, together with a collection of photographs illustrative of the railway service of the Dominion.

The Labour Department sent a specially prepared series of framed enlargements, showing works now in progress (particularly on the Main Trunk line), workers' dwellings, and other subjects of interest to the intending emigrant. Instructive charts showing rates of wages paid in different trades, rise and fall of outputs of New Zealand manufactures, and a quantity of suitable literature, were also forwarded.

The Department of Agriculture forwarded one case containing twelve frozen ducks, one case containing thirty-two frozen fowls, four bales of hemp, one bale of tow, and sixty-nine jars of honey.

Such a comprehensive exhibit should prove one of interest to the home-seeker, the health-seeker, and the sportsman in the Old Land, and should attract considerable attention to this country.

AUSTRALIAN NATIVES' ASSOCIATION EXHIBITION.

In April, 1907, the executive of the Australian Natives' Association forwarded a prospectus to the Government stating that it was proposed to hold an exhibition in Melbourne during January, 1908, and at the conclusion thereof to transfer the exhibits to Launceston, both shows being for the purpose of arousing public interest in Australasian products and manufactures.

Although a heavy Customs tariff is in operation between the Dominion and the Commonwealth, there is a small but steady interchange of trade between the two countries. In view of this fact, and moreover of the offer made by the association to provide free space, lighting, and motor-power, it was considered advisable to erect a small New Zealand Court, in which a comprehensive exhibit could be shown, together with an office in which information could be obtained regarding New Zealand as a country for those thinking of taking up residence there, and as a land for tourists in search of scenery, sport, and health.

The decision of the New Zealand Government to exhibit was taken as a graceful compliment by both the executive and the Press.

The Department had the following exhibits prepared and shipped: Cheese in large, medium, and loaf sizes, and Stilton makes; one bale of each grade of hemp; a bale each of "superior" and "good fair" tow; tinned meats and table delicacies; blankets and woollen samples; sweetened and unsweetened condensed milk; biscuits and confectionery; exhibits of commercial timber, both polished and unpolished; candles and soap; tinned and bottled fruits, jams, jellies, hops.

The Department of Tourist and Health Resorts forwarded a large supply of literature, framed photographs, paintings, deer-heads, stuffed trout, and Maori curios. Other Departments and merchants who assisted by forwarding exhibits are—Department of Agriculture, wine exhibit; Labour Department, photographs of labourers' cottages and progressive works, together with a full supply of literature; Mines Department, an exhibit of mineral-specimens, including quartz, sulphur, and copper; New Zealand Loan and Mercantile Agency (Blenheim), barley, oats, grass-seeds, and clover; Christchurch Meat Company, sheep's tongues, tinned meats, and table delicacies; George Stead and Co. (Christchurch), cereals, grass and clover seeds; Mosgiel Woollen Company (Dunedin), large range of rugs; Campbell, Ehrenfried, and Co. (Auckland), mineral waters; Irvine and Stevenson, tinned fish; Newton King (New Plymouth), fungus; Donaghy (Limited) (Dunedin), cordage and binder-twine; G. W. S. Patterson (Auckland), kauri-gum; Evans and Co. (Timaru), flour; Firth Pumice Company (Auckland), pumice; Turnbull and Co., pickles and sauces; Fildes, Mitchell, and Co. (Wellington), tow samples and veneered door; Gear Meat Company, samples of mutton, beef, and mixed tallows; J. Nathan and Co. (Wellington), preserved and dried milk.

The Melbourne Exhibition was opened on the 25th January last, and at the official lunch His Excellency the Governor-General said, "I am delighted to see our cousins from New Zealand have decided this year to send an exhibit, and I trust they will be successful and come again."

The Federal Attorney-General said, "I am gratified to know that the Dominion has made one step towards that reciprocity in trade between the Commonwealth and New Zealand that is so desired."

The *Melbourne Argus* in its review laid special stress on the pictorial representation in the New Zealand Court, and the sport trophies, and added that the literature presented at the New Zealand bureau was of greater variety and the illustrations better-produced than that available at the Victorian Bureau.

The *Melbourne Age* in its review of the exhibits drew attention to the hemp exhibit, which was erected in the form of a pyramid showing the various qualities and stages of manufacture from the green flax to cordage and binder-twine. Pictures typical of New Zealand's scenic attractions, industrial works, workmen's dwellings, and agricultural and pastoral potentialities, attracted special attention.

Other brief comments from Melbourne and Sydney were—"The [New Zealand] timber exhibit is of great variety, and very beautiful." "The New Zealand Court is the finest display in the whole of the Exhibition." "New Zealand sets an example to the States of the Commonwealth, just as Queensland did last year." "Sentimentally the example of New Zealand is patriotic and

broad-minded; practically, it is far-sighted and businesslike. It contains the true Imperial spirit, and the element of commercial genius. Some excellent pictures are exhibited of New Zealand natural scenery and agricultural development."

The New Zealand Government Agent in Melbourne, who had charge of the exhibit, says he has had many inquiries concerning the possibilities of trade in the products that were displayed from British, American, French, and German merchants who visited the Exhibition, and Australian merchants have shown a lively interest in New Zealand products, notably timber, rugs, hemp, and sulphur.

The thanks of the Department are due to Mr. George Chirnside (whose family have been generous in their gifts of fauna to New Zealand at various times) for the loan of some magnificent stags' heads and trout obtained by him on his last visit to New Zealand.

The New Zealand exhibit on being transferred to Launceston struck a popular chord, and the Tasmanian public were greatly interested.

In opening this Exhibition the Prime Minister of the Commonwealth, after referring to the Australian exhibits, said, "In addition, exhibits come also from our cherished sister, the Dominion of New Zealand, beyond the Tasman Sea.—(Cheers.)—You have, therefore, an Australasian Exhibition. The motives in our dealings with one another should be those which will bind us together indissolubly. No matter what walks of life we may be in, we must appeal to those motives, and look to their bearing in the distant future. We must keep that before our minds, not on behalf of ourselves, but on behalf of our children and our children's children. The lesson we must learn from it all is that we must stand together. The British settlements in these seas are divided by great distances from the Mother-country and from the great Dominion of New Zealand. There are great Powers much nearer to us than any of the other dominions if we take New Zealand into the Australian circles, and we have to realise more and more that it is to each and to ourselves that we must look for assistance to sustain the shock, whether it be of industrial or of armed strife.—(Cheers)."

The Launceston *Daily Telegraph* said, "The New Zealand exhibit is a masterpiece of advertising, and the Dominion's display is alone worth a visit to the Exhibition."

The *Hobart Mercury* said, "The New Zealand Government make a really fine display. It must not be supposed, however, that the Government are the actual exhibitors. The names of the exhibitors are attached to the goods (or to most of them), and evidently the Government, with practical patriotism and paternity, have taken the products of their people under their care, and show them to the people of Australia. The goods exhibited include bottled and tinned foods, biscuits, kauri-gum, woollen goods, tow and hemp, wines, farm and orchard produce; and they are an interesting display, giving some idea of the variety of New Zealand products."

APPENDIX II.

REPORT OF H. C. CAMERON, PRODUCE COMMISSIONER.

SIR,—

15th April, 1908.

I have the honour to submit the annual report of the work done by me as Produce Commissioner under your direction during the past twelve months:—

GENERAL.

Year by year the work of this division has been steadily expanding, and the period now under review has certainly been no exception to this progressive state of affairs. The number of reports made by me to you, and then transmitted to Wellington, again show a considerable increase, eighty-three having been submitted, as against seventy-two during the previous twelvemonth. As an indication of the varying nature of the duties that are now undertaken, enumeration of the principal subjects dealt with in these reports may be useful: Dairy-produce, butter and cheese; Butter and Margarine Bill; adulterated butter; excessive moisture in butter; short-weight butter; dairy shows and general exhibitions; advertising New Zealand butter; experimental shipments of cool-cured cheese; distribution of New Zealand mutton; War Office contracts; New Zealand canned meat contracts; boneless beef; importation of New Zealand beef into France; appointment of veterinary surgeons; New Zealand hemp; New Zealand apple shipments; Poultry Conference; distribution of New Zealand literature; fires on wool-ships; Irish International Exhibition; Franco-British Exhibition.

Throughout the year the regular work of inspection of produce has been carried on. Visits have been paid to vessels on arrival at the docks, and the condition of the various lines of New Zealand produce received has been noted. The temperatures maintained in the freezing and chill rooms during the voyage have been ascertained from the engineers' logs, and records of them have been supplied to Wellington. The ports on the west coast of England at which direct shipments of New Zealand produce are now received have been visited, and the discharge and handling of produce there has been supervised; while the distribution of the produce by merchants in these centres has been carefully watched.

Cablegrams have been regularly sent each week to Wellington giving the prices and information concerning the markets for mutton, lamb, beef, butter, cheese, hemp, and cocksfoot-seed; while each month the particulars concerning these lines have been supplemented by information

regarding wool, kauri-gum, River Plate meat and butter shipments, and, lately, hops. The wool-market has been closely watched, and cablegrams giving full details of each sale at opening and close have been despatched.

Attendance at meetings and interviews, along with extensive correspondence on many matters connected with the New Zealand export trade, have necessitated particularly close attention to the work, which is at once varied and interesting. Not only is close supervision involved, but extensive knowledge of the markets throughout the country is necessary for the performance of the duties pertaining to the office.

BUTTER.

Throughout the official year the market for New Zealand butter has proved exceptionally good. Taking the prices for the twelve months, the average realised has been much higher than in any previous season, being 111s. per hundredweight, or close on 1s. per pound wholesale. It is hardly fair, however, to speak of the average price of butter realised during the official year, and this is emphasized especially by the difference noticeable in the prices ruling during the opening months of the butter season of 1907-8 compared with the closing prices of the season 1906-7. If the prices quoted from week to week from the middle of October, when the first new season's shipments commenced to arrive, until the end of March—the close of the official year—are compared with those made during the closing months of season 1906-7 it will be found that they have been very much higher, and that the average during that period has actually been 122s. per hundred-weight.

While the opening months of the official year were marked only by steady trade and fair prices, the closing months have been noticeable for unusual activity with high prices. Never has there been more excitement to secure supplies than during the month of February, when for some weeks prices rose by shillings daily, until 150s. was obtainable for any butters of first-class quality. The actual cause of this excitement and boom in prices was the shortage of supplies of butter coming into this country from all sources. This shortage had not been anticipated, and consequently came as a surprise to the trade.

Two years ago, when butter was plentiful, prices had gradually declined, and supplies then were placed in cold-store in large quantity. Buyers eighteen months ago had purchased New Zealand butter in the Dominion at top prices, expecting a good demand. The large stocks held in cold-store, however, being steadily placed on the market here prevented the rise in values that had been anticipated by the buyers, who in consequence lost money on their purchases. Six months ago they were afraid of being again bitten, and refrained from buying. Owing also to the high price of cheese, this year more attention has been given in New Zealand to cheese-making. Canada likewise has been producing little butter for export, confining herself to cheese. The expected large supply from Australia had been diminished by the occurrence of drought there. The butter-shipments from New Zealand, like those from all other sources, also declined. At the same time, this season there have been no cold-stored stocks of butter to draw upon. When it was known that shipments would be short, and that there was no cold-stored supply available, a panic set in and prices were rushed up.

Unfortunately, however, these very high values naturally had the effect of curtailing the consumption of butter. Grocers and other retailers commenced to push the sale of margarine and butter-substitutes, with the result that this competition became felt, and prices steadily weakened. Retailers began to buy butter merely "from hand to mouth," and gradually prices dropped, until at the close of March the value had fallen to 111s., which, as previously mentioned, is the figure actually realised on the average for the period of the official year.

The quality of New Zealand butter has been satisfactory. Reports have been received, but on the whole these have not been numerous. The demand, however, has been so keen that complaints have not been made of lots that under ordinary conditions might have been objected to. In one or two instances complaint has been made concerning unsatisfactory grading. It has been contended, as has been frequently done before, that butter was received from the Dominion bearing second-grade stamp, which on inspection here proved to be of equal quality to that stamped first grade, and *vice versa*. I am pleased to report, however, that, on those occasions when there was opportunity for sampling the butter referred to, the grading in the Dominion was generally found to be correctly done.

One pleasing feature in regard to the position of New Zealand butter on the market is that the price ruling for it has recently been on a level with that of Danish. It will be recollected that this pleasing fact obtained during two seasons five or six years ago. I feel, therefore, the more convinced, that, with a properly organized system of handling and distribution on the markets of this country, there should be every reason to expect that the wide margin which so frequently exists between the value of the butters from New Zealand and Denmark would be narrowed. It is very unsatisfactory to find that, while one season the prices may approximate, the next there may be ten or twelve shillings between them. Why this irregularity exists and how to prevent it should be a good theme for discussion by the members of the dairy associations in the Dominion.

The reports sent to Wellington have given information concerning individual shipments.

CHEESE.

The market for New Zealand cheese during the official year has been good, and prices have been remarkably steady. The average realised for the shipments has been 61s. 9d., or slightly under that of the previous twelvemonth. The quality of the cheese received recently has not, however, been quite so satisfactory as that of the previous year. The chief fault found is with the immature condition in which the cheese reaches the market here. This objection is more pronounced than any other. While "acidity" and "off" flavours are occasionally met with, and while openness in body or "holiness" is complained of, these faults are not so prominent as that

of "greenness." Evidently the cheese has not been held long enough in the curing-rooms at the factories to allow it to ripen sufficiently before shipment. Consequently, having been carried on board ship at a comparatively low temperature, it is not satisfactory when it arrives here. There is no doubt that, were the cheese produced in New Zealand cured at the factories under proper conditions for a sufficiently long period before shipment, a very great improvement in quality could be effected, and their reputation here would be greatly enhanced.

VISIT OF THE DAIRY COMMISSIONER.

During the year a visit to this country was paid by Mr. Cuddie, Dairy Commissioner, and along with him I made several visits of inspection. The opportunity was taken to visit Bristol, Cardiff, Manchester, and Liverpool for the purpose of calling upon merchants who handle and distribute New Zealand dairy-produce in these centres, and to learn from them how the shipments received from the Dominion have been satisfying the requirements of the trade. Mr. Cuddie has given very close attention to all matters connected with dairy-produce, and has taken full notes of all things brought under his notice. His visit to this country cannot but be of the greatest advantage to the dairy interest in the Dominion.

Mr. Singleton also paid a visit to this country, and during the short time permitted him made a close study of the markets interested in New Zealand dairy-produce. Unfortunately, at the time of his visit—during August—there was not a great deal of New Zealand dairy-produce on hand. There was, however, sufficient for his purpose. The question of "fishiness" in New Zealand butter was prominently brought under his notice, and the opportunity was taken for inspection of various lots that had been complained of and which were held in cold-store at Victoria Docks. A box of butter of one of the brands which was found to be specially fishy was selected by him and forwarded to the Dominion for the purpose of bacteriological examination and investigation.

BUTTER AND MARGARINE BILL.

The Butter and Margarine Bill, enacted in 1907, came into force on the 1st January, 1908. Unfortunately, under this new Act the sale of milk-blended butter, although strong objection has been made to the clause dealing with it, is sanctioned. While it is regrettable that the Bill is not all that could be desired on behalf of New Zealand producers, I am of opinion that it will ultimately prove to the benefit of the butter trade. The portions of the Bill dealing with the registration and inspection of butter-factories will go a long way towards stopping that adulteration which for a lengthened time has been so rife.

ADULTERATED BUTTER.

My attention was directed to a prosecution that was instituted against a retailer for selling New Zealand butter containing 43 per cent. of foreign fat. The retailer contended that he had sold the butter in the same condition as he had bought it. I at once took steps to safeguard the reputation of New Zealand butter. I learned that the butter had not been sold direct from the original box, but that instead it had been made up in the retailers' shops in $\frac{1}{2}$ lb. and 1 lb. rolls, and sold wrapped in paper. It was denied that anything had been added to the butter, and the defendant was going to rely on the warranty he had received with the butter when he purchased it.

EXCESSIVE MOISTURE IN NEW ZEALAND BUTTER.

Several cases have come under my notice in which action has been taken against retailers for selling New Zealand butter containing excessive moisture. That the good name which New Zealand butter has borne for excellence of quality and freedom from moisture should be jeopardized by the action of unscrupulous individual butter-makers in the Dominion in leaving excessive moisture in their product is most serious. The amount of moisture permitted in butter in this country is 16 per cent., and it is gratifying to find that in the New Zealand Butter Export Act, which came into force on the 1st January this year, that limit is fixed for moisture in all butter exported from the Dominion. I feel that if strict measures had not been adopted by New Zealand for safeguarding its reputation, such injury might gradually be done on the markets here that the price might be lowered considerably, and any effort on my part to uphold it would be unavailing.

SHORT WEIGHT IN NEW ZEALAND BUTTER.

Complaints have been made by purchasers of New Zealand butter that the quantity contained in a box was not in every case full 56 lb. as expected. Complaints were inquired into, and found to be well grounded. Full information concerning the deficiencies was sent to Wellington. In several instances the butter contained in the boxes was actually between 1 lb. and 2 lb. short of 56 lb. in weight. It is unfortunate that more care has not been exercised in packing, as the information gets about the market here and adversely affects the whole sale of New Zealand butter. Instead of the Government graders' weights being accepted without dispute, suspicion is cast on them, and trouble is entailed.

DAIRY SHOW.

The annual show of the British Dairy-farmers' Association was held at the Agricultural Hall, Islington, during October. In the classes for colonial butter there were sixty-five entries in salt and sixty in saltless butter. In the former class five entries were made by the New Zealand Government, and in the latter four. Unfortunately, none of the New Zealand butters were successful in obtaining one of the prizes, these all going to butters from Australia. I have no doubt that it will now be recognised that it is inadvisable to put forward winter-made butter from the Dominion for competition with new season's Australian make, and full consideration will be given as to the advisability of taking part in the show of the British Dairy-farmers' Association on future occa-

sions. The time of year at which it is held is not suitable for competition from New Zealand. Full particulars concerning the show, dealing especially with the New Zealand exhibits, were forwarded to Wellington.

ADVERTISING NEW ZEALAND BUTTER.

Owing to entries being so numerous, I was unable to carry out my intention to show a handsome trophy of New Zealand butter which had been prepared for exhibition at the Dairy-farmers' Show. The opportunity was, however, taken of securing space at the Universal Cookery and Food Exhibition held in the Royal Horticultural Hall, Westminster, to make a good display. The trophy occupied a good position in the hall. It was shown in a glass case 6 ft. square and 10 ft. high, and draped with dark-green velvet. At the back of the trophy was a pastoral scene, whilst on each side were baskets of roses interspersed with mottoes such as "Our butter is as sweet as the rose," &c. The effect was excellent, and the display attracted very considerable attention from the numerous visitors who attended the exhibition.

Handbills giving facts concerning New Zealand butter were freely distributed, over 3,000 going into circulation, and if the fact of the many inquiries that were received as to where retail supplies of the butter could be obtained is any criterion to judge by, the effect of the exhibit was most satisfactory.

Unfortunately, however, under present conditions I regret it is quite impossible to tell those making inquiry where retail purchases of genuine New Zealand butter can be made. Butter is not retailed as "New Zealand," but simply as "colonial," which term embraces also butter from Queensland, New South Wales, Victoria, &c. No guarantee, therefore, can be given that New Zealand butter will be obtained when asked for. The sale of "milled" or other secondary New Zealand butters as "New Zealand" also does not help to advance the reputation of the produce of the Dominion. The advertisement and retail distribution of New Zealand butter in this country is a subject well worthy the consideration of the National Dairy Associations in New Zealand.

EXPERIMENTAL SHIPMENTS OF COOL-CURED CHEESE.

During the year two experimental shipments of cheese were received from the Department of Agriculture with the view of testing the advantage claimed for the cool-curing process. These shipments comprised cheese half of which had been cured in cool-store, the other half in the ordinary curing-room. The cheese were landed in good order and condition, having been carried at a temperature of 47°-46° during the voyage. Immediately on discharge the cheese were taken to the warehouse of the agents in whose hands they were placed for examination and report. When sampled, both cool-cured and ordinary-cured lots were found to be of excellent quality, and in well-matured condition. Little difference could be noted between either of the parcels. While it must be admitted that cheese cured in a cool, even temperature is superior to that cured in a room where the temperature is irregular and occasionally rises high, if such cheese as that received cured in the ordinary way can be produced without the aid of expensive plant, the question arises, is the expenditure necessary to instal cold-air plant for cool-curing warranted?

MUTTON.

The most notable feature of the mutton-market during the past year has been the continued small supply of prime Canterbury mutton. The price ruling for this particular grade has been high and remarkably steady. The average price realised for Canterbury mutton has been 4d. per pound— $\frac{1}{16}$ d. less than obtained for the previous twelvemonth. North Island mutton has been plentiful, and the price ruling for that has in consequence averaged considerably less, being 3 $\frac{1}{2}$ d. At no time have values approached the high range reached during the previous twelve months, while, on the other hand, neither were the low values that then ruled touched. Throughout the country the distribution of New Zealand mutton would appear to have become stationary. It cannot be said to be extending. While values for mutton would almost appear to be established at a fair figure, there has not been that growth of distribution in the retail trade that could be desired. Steadiness rather than increase has been the feature of the trade. Although the margin in price between New Zealand and River Plate mutton has been greater of late than it was some time ago, it is fully recognised that the value of the former is largely governed by the price of the latter. Unfortunately, from indications during the past year, it would appear that this unsatisfactory state of affairs is not likely soon to be improved, but, on the other hand, rather to be intensified. For a considerable time large American meat companies that have developed an immense and extended trade in chilled beef have been increasing the supply to their regular customers, of New Zealand mutton, and so have helped in its distribution. For many years it has been the desire, I know, of some of these keen traders to have New Zealand mutton associated and retailed with their chilled beef, which has now a deservedly high repute, and with this object their agents have made purchases of the mutton on behalf of their clients. It has been rumoured on more than one occasion that North American meat companies have endeavoured to get a footing in New Zealand in order to secure regular supplies; but it would appear that they have been unsuccessful in their efforts. That they have been determined to secure mutton-supplies, however, is evident, for Messrs. Swift, one of the strongest and most energetic of these companies, have acquired the La Plata Freezing-works in the Argentine, and have commenced the importation of River Plate mutton on their own account for the supply of their retail customers. This firm has now distributing-depots in all the chief centres of the country, and if the example set is followed by the other North American meat companies, it is apparent that such competition in the mutton-market will be established as must reflect very detrimentally on the New Zealand trade.

LAMB.

The past twelvemonth has seen an exceptionally good trade in the lamb-market. Prices throughout have been unusually steady and high. The demand has been satisfactory generally in the country. The average price realised for Canterbury lamb has been 5½d. per pound, and for North Island 5½d.

The expansion of the lamb trade amongst retail merchants in the provinces, to which I referred in my last annual report as one of the pleasing features of the trade, has continued. Those who have taken up this particular line of distribution express satisfaction with the results. There is no doubt that by this means New Zealand lamb has been pushed and brought very prominently under the notice of consumers throughout the country. The quality of the lamb received from New Zealand, although occasionally complaint is made concerning some parcels, has been on the whole very satisfactory indeed.

During the year the first shipment of lamb made from Natal was placed on the Smithfield Market. From the samples sent forward, however, there is little likelihood of that colony being a rival in the near future to New Zealand in the lamb trade. The carcasses shipped were apparently Tunis-Merino cross, the body being scraggy and badly finished, while the tails were enormous and excessively fat.

The reports towards the close of the official year of excessively dry weather prevailing in the Dominion have occasioned a dread that shipments of prime-quality lamb from New Zealand may be small. Consequently the market is at the present moment very firm. Altogether, the indications are that the coming summer will be good for the sale of New Zealand lamb in this country.

BEEF.

There has been really nothing of importance in the New Zealand beef market in this country to comment upon. As usual, the demand throughout the year has been restricted. At no time has there been any excitement to purchase forward shipments. The average result of sales, however, for both hind and fore quarters is ½d. per pound better than the average of the previous twelvemonth, the former realising 3½d. and the latter 2½d. per pound.

The appointment of Mr. Crabb, M.R.C.V.S., to act as Inspector of New Zealand meat in this country has recently been made. His assistance will be very highly appreciated, as the many duties I am now called upon to perform leave me insufficient time to keep as closely in touch with meat-inspection as I consider desirable.

CANNED-MEAT CONTRACTS.

During the year a good deal of attention has been paid to War Office contracts. As the result of communication with the Director of Supplies, an extension of time has been granted for the receipt of tenders for the supply of canned goods from packers in the Dominion who may desire to participate in any contracts that may be offered. Every endeavour has been made to secure as far as possible the acceptance of New Zealand meat in such contracts that may be called for.

A contract was accepted during the year for the supply of New Zealand meat to the troops at Gibraltar.

Specifications of contracts called by the London County Council for the supply of canned meats for the use of institutions under their charge having stipulated that meat from Australia only should be supplied, representations were made to the Secretary of the Asylums Committee directing attention to the merits of the canned meats exported from New Zealand, and requesting that consideration be given to them with the view to having our goods included in any similar contract in future. This request was complied with, and now New Zealand canned mutton is included in the specification on which tenders are invited for supplies to the London County Council.

BONELESS BEEF.

A great deal of attention has been directed to the question of the importation into this country of boneless beef, and full information concerning the attitude taken up by local bodies and by the Government has been furnished in reports to Wellington. There is a very strong feeling generally against this importation, and it would seem as though instructions may be issued by the Government for ending it. If this does occur, there is little probability of New Zealand exports being excluded from such prohibition.

IMPORTATION OF NEW ZEALAND BEEF INTO FRANCE.

For a time there has been some importation into France of New Zealand beef, but recently this trade has been stopped owing to such orders as were formerly received being now given for beef from the Argentine. The reason for this is that, while the duty payable on meat entering France from New Zealand by way of England is 53 francs 60 centimes per 100 kilos, that on Argentine meat, also by way of England, is only 38 francs 60 centimes, a preference in favour of the latter of 15 francs. Naturally this preference prevents the development of trade with France in the meat from New Zealand. The President of the Board of Trade was approached on the subject, and the matter was brought under the notice of the Government in Wellington with the view to arrangements being made whereby New Zealand might be placed on a footing similar to that enjoyed by Argentina in regard to the sale of meat on the French market.

VETERINARY SURGEONS.

During the year applications were invited for veterinary appointments in the Dominion, and after due consideration of the applications sent in, two candidates were selected for the positions. Both these gentlemen proceeded to New Zealand.

HEMP.

Unlike preceding years, the market for New Zealand hemp has been unsatisfactory. Compared with twelve months ago, when the price of "good fair" on spot was £35, at the close of this official year the quotation must be regarded as disappointing, being only £24 10s. per ton. The fall has been steady for weeks. Since September prices have been receding. The decline first became apparent in Manila hemp, the quotation for which was reduced so rapidly that the value of "fair current" grade, both on spot and to arrive, was the same as for New Zealand "good fair." Naturally buyers declined to purchase New Zealand hemp at the same price as Manila, and accordingly values had to be adjusted. For some time there had been a feeling that the price had been rather high. Naturally, anything that could be seized upon to reduce values was welcomed by buyers. Consequently, when reports began to be circulated that shipments of hemp from Manila were likely to show considerable increase and to be heavy, purchasers used the information to "bear" the market. The hemp-market is, of course, one usually more or less speculative, and is therefore susceptible to manipulation by dealers. Under ordinary conditions, however, the market might not have been seriously influenced by these reports, but unfortunately at the same time the financial troubles in America occurred. The large trade done between Manila and America was to a considerable extent disturbed, and this was reflected here. It was felt that direct business with America might be curtailed, and that shipments from Manila even larger than anticipated might be directed to this country. All these influences had their effect, and, I consider, afford sufficient reason for the fall that took place in the price of hemp. At present I am glad to note a better tone in the market, and I am inclined to believe that prices will improve. Trade has been good, and supplies of hemp are not excessive.

During the year a visit was paid to this country by Mr. Fulton, Chief Fibre Expert. Along with him I visited many of the leading ropemakers, spinners, and others handling New Zealand fibre in this country. A great deal of valuable information was obtained which has been carefully noted by Mr. Fulton, whose intention it is, I understand, to make a full report on the hemp industry in this country and on the Continent, on his return to New Zealand.

In accordance with instructions a collection of small average samples of all the grades of fibre competing on the London market with New Zealand hemp was got together and shipped to Wellington.

DIRECT WEST-OF-ENGLAND STEAM SERVICE.

A good deal of attention has been given to the direct steam service between New Zealand and west-of-England ports. From close inquiry amongst merchants handling New Zealand produce in the centres served by this line it would appear that the service is not proving so satisfactory and advantageous as had been anticipated. The chief reason for this is irregularity of arrivals. Complaints have been made that dependance cannot be placed on the dates of arrival of the steamers, and that therefore it is impossible to enter into any defined contracts for the supply of produce shipped by the line. Several of the merchants handling dairy-produce informed Mr. Cuddie and myself that they have been making arrangements for delivery by London instead of by west coast, much though they regretted doing so, as after giving the service a fair trial they found things in regard to it were not showing that improvement they desired. Regularity of arrival of the boats is one of the principal things that must be aimed at if the service is to be made successful. Reductions in freight are acceptable and are worth striving for, but I consider it is of far more importance that some arrangement should be entered into by shippers with the shipping company whereby regularity of arrival of shipments may be assured. Any effort to improve this would be appreciated, I am certain, by the merchants interested in the west-coast trade.

SHIPMENT OF APPLES.

Last summer a consignment of apples was sent to London from New Zealand. The parcel comprised 396 crates. Unfortunately the apples had been shipped at Wellington as ordinary cargo. No special chamber had been prepared for them, nor had any means been taken to maintain an even and cool temperature in the hold where they were stored, as is essential for the conveyance of apples through the tropics. The result was that on arrival here the apples were spoiled. On examining the cases fully 50 per cent. of the contents were found to be bad. The only thing that could be done with the shipment was to sell it as quickly as possible with all faults, for it was feared that if the sanitary authorities at the port noticed its condition they would condemn the lot. Consequently the parcel was sold at 2s. 6d. per case. The result was most disappointing. It is difficult to comprehend how the apples came to be shipped as ordinary cargo. If shipped under proper conditions there is little risk in sending apples to the London market from New Zealand, and prices that would prove remunerative to growers in the Dominion can be assured.

POULTRY CONFERENCE.

For the Second National Poultry Conference held at Reading in July I had the honour of being asked to prepare a paper on "Cold-storage of Poultry," which was read at one of the meetings of the Conference.

"NEW ZEALAND FARMER" AND "DAIRYMAN" FOR DISTRIBUTION.

In accordance with the wishes of the Government I ascertained that issues of the *New Zealand Farmer* and the *New Zealand Dairyman* would be of great interest in various reading-rooms and libraries, and to grocers' associations, &c., throughout the country. A supply of these papers has been received regularly from the Dominion, and the publications have been at once distributed to those centres where they are desired. From letters received it is evident that the papers are doing good service in bringing New Zealand affairs before the notice of the readers, and that they are highly appreciated.

FRANCO-BRITISH EXHIBITION.

After considerable and protracted negotiation with the executive of the Franco-British Exhibition a site for the New Zealand Court was secured in a highly satisfactory position at Shepherd's Bush. The executive undertook to provide a pavilion for the New Zealand exhibits 120 ft. long by 50 ft. wide. I regret, however, that the work undertaken by the executive has not met with that expedition which could have been desired, and which from the promises made by the responsible authorities had been anticipated. Every endeavour has been made to make a representation worthy of the Dominion. A fine and comprehensive collection of exhibits has been got together by the Department of Industries and Commerce, which has been received here in ample time to enable them to be placed in position ready for the opening date. Designs have been prepared, and the whole arrangement of the Court settled. Unfortunately, possession of the building cannot be obtained, it being yet far from completion. It has therefore been necessary to store all the exhibits on arrival. The attention of the Commissioner-General has repeatedly been directed to the slow progress that is being made with the New Zealand Pavilion, and requests have been made to him to take steps to have the work expedited as much as possible. The replies received to these representations, however, have not been so satisfactory as could be wished. It will certainly be a great disappointment if the efforts that have been made to be ready for the opening of the Exhibition are defeated by the dilatoriness of the responsible officers of the Exhibition.

The decoration of the Court and the general arrangement of the exhibits has been placed in the hands of Messrs. Sage and Co. (Limited). A most satisfactory agreement has been made with Messrs. L. Sterne and Co. (Limited) for the provision and erection of the cold-air rooms and refrigerating plant required for the display of the frozen-meat exhibit.

Special attention is being given to an effective display in the tourist section. The fine specimens of stags' heads and other sporting trophies that have been received will afford an opportunity of making an exhibit worthy of the occasion.

IRISH INTERNATIONAL EXHIBITION.

The Irish International Exhibition was held during the past year. At this the New Zealand Section was a leading feature. An excellent site had been secured, and in planning the arrangements the New Zealand exhibits were grouped into divisions of food products, raw materials, semi-manufactured products, and manufactured goods. The refrigerating chamber and plant proved of the greatest interest in demonstrating to visitors the manner in which frozen produce was prepared and kept in condition. During their visit to the Exhibition their Majesties the King and Queen visited the New Zealand Section, and both expressed the greatest interest in the colony and in the exhibits shown. The Court was also visited by the Prime Minister (Sir Joseph Ward), who was accompanied by the Viceroy, Lord Aberdeen, and the Provost of Trinity College, and by the Hon. W. Hall-Jones.

I consider the results obtained from the New Zealand exhibit at Dublin highly satisfactory. Pamphlets giving information concerning the Dominion went freely into circulation. Interest was aroused in the productions and capabilities of the country, and many persons of a good class who had been contemplating emigration were induced to choose New Zealand for their future home.

Full reports concerning the Exhibition were supplied to Wellington.

I have, &c.,

H. C. CAMERON,
Produce Commissioner.

The High Commissioner for New Zealand, London.

APPENDIX III.

REPORT OF MR. J. GRAHAM GOW, TRADE REPRESENTATIVE.

6th March, 1908.

AFTER my official tour through Canada I have arrived at the conclusion that there are undoubted prospects for the establishment of profitable markets for the following products from the Dominion of New Zealand:—

Mutton and Lamb.—A splendid opening exists for this industry in the east and west of Canada. One merchant informed me that he was prepared to purchase 100,000 carcasses per year. Owing to the rigorous winter, sheep do not thrive there, and statistics show that the vast region of Ontario contains only 1,300,000 sheep, or an average of thirteen sheep to each farm. It was also shown that there had been a decrease of a hundred thousand per year during the last five years. The Agricultural Department was issuing booklets trying to prove to the farmers that sheep-raising was an industry with great possibilities, and I was informed that this step was taken owing to my having during my tour brought prominently under notice the samples of wool I carried with me, and also to the publicity given in the Press to my letters on New Zealand as a sheep-raising country.

Wools.—The various brands of our wools are, I was surprised to find, well known to Canadian brokers, owing to the intimate knowledge of the London markets. During the course of long interviews with various brokers throughout the Dominion of Canada, I used every effort to impress upon them the advantages of purchasing direct; but they evidently prefer to do business through their London agents, as their financial arrangements are facilitated through Home brokers. If

the exporters of New Zealand wool desire to capture a portion of the Canadian trade they will require to appoint or send representatives with full power to quote and arrange settlements. The wool-brokers in Toronto do a large business with some parts of the United States.

Hides and Skins.—There is a large demand in Toronto, and the importers speak in terms of the highest praise of the quality of hides and skins handled from New Zealand. I met several American buyers during my sojourn in that city.

Butter.—On the west and north-west of Canada there is a splendid market offering, as the country in those parts consists chiefly of mining and fishing industries, and the local production of butter is quite insufficient for requirements.

Kauri-gum.—That used in Canada is obtained from New York, and varnish-manufacturers state that the price has been so high as to necessitate a substitute in the preparation of varnish, using only a certain quantity of gum for the best quality of varnish. One merchant stated that his firm was quite prepared to enter into a contract for 300 cases per month if the price and quality were right.

Tallow.—This is in good demand, and large supplies are at present drawn from the United States.

Flax.—New Zealand flax is well and favourably known to the Canadian rope and twine manufacturers, but prices are so high that they use Manila hemp. I was informed that when our flax could be had at reasonable rates Canadians would be prepared to buy, as it was most suitable for their requirements.

Sausage-casings.—I had several inquiries for these, for which an excellent market exists.

Tinned Meats.—The quality of New Zealand tinned meats is held in high esteem by Canadian consumers, the article being very much superior to that imported from the United States.

Jams.—The same may be said of New Zealand jams, and it is only a matter of price in securing a good market.

Manufactured Goods.—I am safe in saying that there is no market for our manufactured goods, owing to the high tariff, and also because manufactured goods can be imported at a much lower price from Europe.

The Canadian merchants are most anxious to do business with the Dominion, and would prefer to buy direct. They are thorough Imperialists, and great supporters of the preferential tariff, and would do all in their power to build up a trade, seeing that a reciprocal treaty is in operation. I am sorry, however, to report that there is an impression abroad that when an importer cables for quotations to the New Zealand market the exporters apparently think that there must be a rise in the market, and as a consequence invariably quote a stiff price. To do a satisfactory business with Canada our merchants would require to appoint representatives empowered to quote prices and arrange terms of settlement and be responsible to the buyer in the event of goods not arriving according to sample or quality of brand. This is specially the case as regards wool. Buyers state that the wool-samples I had on exhibition were most suitable for their requirements.

One drawback against importing direct is the long railway haulage on the Canadian Pacific Railway to Toronto. But one of the principal wool-brokers informed me that he had made satisfactory arrangements with the railway company which would enable him to import direct. In about a couple of years' time the Grand Trunk Railway is expected to be completed, which means a connection from the Pacific to the Atlantic. This is in direct opposition to the Canadian Pacific Railway, and merchants anticipate a considerable drop in freight.

I might mention that at the present time the woollen industry is in a languid condition, about a hundred mills having shut down owing to their inability to compete with the imported article. The Canadian Manufacturers' Association, which is a strong body, is endeavouring to bring pressure to bear on the Government to raise the duty on woollen goods. Several deputations have waited upon the Prime Minister. The association referred to is very strong politically, and it is said that its members spend a lot of time and money in gaining their ends.

Before I left Canada the money-market was very tight—so much so that many factories were closing down. However, the politicians, bankers, and others with whom I came in contact have great faith in their country, and look upon the depression as only temporary, being quite satisfied that things will come right again in a very short time.

During my tour I was often called upon by intending tourists for information concerning New Zealand, and complaints were rife as to the inability of the Canadian Pacific Railway Company to supply either information or literature concerning the scenic wonders and tourist routes of this country. I therefore took the opportunity whilst in Montreal of calling upon Mr. G. McL. Brown, passenger manager of the Atlantic Steamship Line, and as a result of that interview I would respectfully urge that our Tourist Department take up the question of reciprocal advertising. As you are no doubt aware, the Canadian Pacific Railway Company practically controls the tourist business in Canada. The company is very prominently represented in all the cities and towns in Canada and the United States, and it appears to me that were such a scheme formulated the advantages gained would be very much in our favour. The Continent of America contains a large number of tourists whose steps would be turned New Zealand-wards were the attractions of this country brought directly under their notice. Mr. Brown expressed his willingness to place New Zealand literature in prominent parts of all their offices in America, as well as to hang pictures of our scenery.

I also interviewed Mr. Stitt, General Passenger Agent for the Railway Department, who also offered to co-operate in a similar manner. In return the Tourist Department here would be expected to deal similarly with literature and pictures relative to Canadian tourist routes.

J. GRAHAM GOW.

The Secretary, Industries and Commerce Department, Wellington.

APPENDIX IV.

REPORT ON OPPORTUNITIES OPEN TO NEW ZEALAND SHIPPERS TO BRITISH COLUMBIA.

Vancouver, B.C., 18th June, 1908.

ON referring to the possibilities of trade between New Zealand and British Columbia we would mention in the first place that very little is done here in manufacturing. Take, for example, ready-made clothing, shirts, and dress goods. These are either imported from eastern Canada, the United States, or Europe. Then, again, with shoemaking: there is only one factory in Vancouver turning out boots and shoes. These goods would not, of course, interest the New Zealand manufacturer, but we mention these facts to show how undeveloped British Columbia is so far as the manufacturing of staple lines is concerned. The principal industries are the conversion of lumber, canneries for salmon, and mining. Valuable deposits of mineral wealth are scattered all over the province, but development has not proceeded to the extent it should have done. The chief items in which New Zealand would be interested in the export to British Columbia are given in detail, but with many of these it is impossible to do anything until such time as you have a direct line of steamers to Vancouver with refrigerator-space, say, up to a capacity of 500 tons.

Frozen Meat.—Up to the present time Australia has held this business, but inquiries have been made for the New Zealand article in case it is possible to send it forward. The season of entry extends from October to April, and the estimated number of carcasses coming in during that time averages 30,000. Carcasses must not weigh less than 45 lb., and must not exceed 50 lb. The grade is "fair average quality, London—Sydney wethers." So far as we can learn, the f.o.b. cost, Sydney, runs from 2½d. to 3d. per pound. The Australian article pays a duty rate of 3 cents per pound; New Zealand the lowest. The freight rate from Sydney to Vancouver will be 1d. per pound, and with direct steamers running from New Zealand, and granting this freight rate, you would have the preference over Australia to the extent of 1 cent per pound.

Butter.—As is the case with mutton, butter enters from October to April, and during that period, in an average season, the imports should total from seven to ten thousand cases of 56 lb. each. In this article it has been impossible for New Zealand to compete, although the wholesalers are anxious to have New Zealand butter, and would give it the preference. The reason for this is that the whole of the available space on the vessels connecting between here and Australia, and which have the cold-storage installation, has been controlled by an Australian firm, chiefly in the interest of the Australian product. New Zealand butter is subject to 3 cents per pound duty, and Australian 4 cents. The freight from Sydney or Brisbane is 1d. per pound, and the average laid-down cost, with duty, on the Vancouver docks averages from 29 to 30 cents per pound.

Onions.—Imports have been, so far, from Australia, on account of the season being earlier than that of New Zealand. Shipments require to land in Vancouver not later than April. The cost varies according to the Australian season. Duty on Australian, 30 per cent.; New Zealand, 15 per cent.

Wool, Hemp, Kauri-gum.—As we have already outlined, practically no manufacturing is done here, and the market for wool, hemp, and kauri-gum lies in eastern Canada and the eastern American States. There is one factory in British Columbia engaged in varnish-making, but their imports of kauri-gum are not very large.

Canned Meats and Preserves.—Canned mutton has been imported for some years from Australia, but in very limited quantities. Even this has been confined to the one house, their goods being very satisfactory, and buyers say they have no reason to change unless they had a price offered that was much below what the present brand is costing. With respect to canned beef, it is impossible to compete in price, and ordinary preserves, such as jams, &c., do not come sufficiently low enough to make an extensive market. Some of the well-known English brands have a large sale, but this has only been brought about by constant and vigorous advertising for many years past and the reputation their goods have obtained with the general public.

Condensed Milk and Cream.—A fair quantity of milk and cream of New Zealand manufacture has been placed on this market, but before they make a success with the public it will be necessary for the New Zealand manufacturer to supply the market with a line that is similar to the locally made Canadian goods. For instance, New Zealand condensed milk is considered to be too thick and too highly concentrated. The Canadian calls for a milk that is fairly thin, and which will flow over the side of a spoon when it has been inserted into a tin. Cream must be "clear": an article with butter-fat pieces, or very thick sediment, that will not flow freely from a small incision in the tin will not sell. The cream must be unsweetened. The duty on condensed milk, New Zealand preferential, is 2 cents per pound, including the weight of the package; cream the same. Milk needs to land, with duty and all charges, not higher than \$5 per case of forty-eight tins; cream, per case of forty-eight tins, not higher than \$4.45 per case.

So far as this coast is concerned, an increase in the exports from New Zealand will depend upon placing steamers on the run that have refrigerator accommodation. With several articles it is, of course, unnecessary to provide cold-storage space: and, in closing, we might draw attention to the fact that there are possibilities for a fine export trade to British Columbia in Oamaru stone. A shipment of 400 tons came to hand last month, and further inquiries are being made. It is possible from time to time to introduce other lines, the climatic conditions of Canada making that possible.

SPOUL AND BLEAKLEY,

Representatives New Zealand Government Departments of Tourist and Health Resorts and Industries and Commerce.

APPENDIX V.

BOOKS AT THE HEAD OFFICE OF THE DEPARTMENT OF INDUSTRIES AND COMMERCE, WELLINGTON, AVAILABLE FOR REFERENCE BY SHIPPERS.

TRADE REPORTS.

The following diplomatic and consular trade reports, issued by His Majesty's Foreign Office, relating to the trade, finance, &c., in the undermentioned countries may be seen on application to the Head Office of the Department of Industries and Commerce:—

France.—French Octroi System. French Mercantile Marine Laws. Trade of Indo-China for the Years 1903–4. Trade of Marseilles for the Year 1905. Trade, Agriculture, &c., of French West Africa for the Years 1904–5. Trade of New Caledonia for the Year 1900. Trade of Réunion for the Year 1905. Trade and Agriculture of the Consular District of Calais for the Year 1905. Trade of Havre and District for the Year 1905. Trade of Consular District of Cherbourg for the Year 1905. Trade and Agriculture of Pondicherry for the Year 1905. Trade of Corsica for the Year 1905. Trade of Consular District of Bordeaux for the Year 1905. Silk Industry of Lyons and St. Etienne, and Trade of Grenoble, for the Year 1906. Trade of Dunkirk for the Year 1905. Trade of Cochinchina for the Year 1905.

Germany.—German Paper Industry and Export Trade. Agriculture in Germany. Agriculture in the Rhenish Province. German Colonies, 1903–4. German Trade with India. Trade of Bavaria for the Year 1904 and Part of 1905. Finances of the Kingdom of Saxony for the Years 1906–7. Trade of Germany for the Year 1905. Trade of Consular District of Leipzig for the Year 1905. Trade of Pomerania for the Year 1905. Trade of Consular District of Hamburg for the Year 1905.

Belgium.—Shipping and Navigation of the Port of Antwerp for the Year 1905. Arms Industry of Liège.

Netherlands.—Finances of the Netherlands Indies for the Years 1905–6. Finances of the Netherlands for the Years 1904–5 and 1905–6. Trade of Amsterdam for the Year 1905. Trade, &c., of Java for the Year 1905. Trade of Rotterdam for the Year 1905. Trade of Curacao for the Year 1905.

Greece.—Finances of Greece for the Year 1905. Trade of the Morea and the Provinces of Aetolia and Acarnania for the year 1905. Trade of Corfu for the Year 1905. Trade of the Cyclades for the Year 1905. Trade of Cephalonia and Zante for the Year 1905. Trade and Agriculture of Thessaly for the Year 1905. Trade and Agriculture of Piræus and District for the Year 1905.

Italy.—Agriculture of Tuscany. Trade of South Italy for the Year 1905. Foreign Trade of Italy for the Year 1904. Trade of Consular District of Genoa for the Year 1905. Trade of Consular District of Rome for the Year 1905. Trade of Sicily for the Year 1905. Finances of Italy for the Year 1905.

Switzerland.—Trade of Switzerland for the Year 1905.

Austria-Hungary.—Trade of Trieste for the Year 1905.

Norway.—Trade of Norway for the Year 1905.

Sweden.—Trade of Stockholm and Eastern Coast of Sweden for the Year 1905.

Denmark.—Trade of Denmark for the Year 1905. Trade of Denmark for the Year 1904 (supplementary). Trade of Iceland for the Years 1903–5.

Spain.—Trade of Consular District of Bilbao for the Year 1905. Trade of the Canary Islands for the Year 1905. Trade of the Consular District of Cadiz for the Year 1905. Trade of the Provinces of Galicia, the Asturias, and Leon for the Year 1905. Trade of Consular District of Barcelona for the Year 1905.

Portugal.—Trade of Goa for the Years 1904–5. Trade of Quilimane for the Year 1905. Trade of Oporto for the Year 1905. Trade of Consular District of Beira for the Year 1905. Trade of Azores for the Year 1905.

Roumania.—Trade of Roumania for the Year 1905.

Servia.—Trade of Servia for the Year 1904.

Bulgaria.—Trade of Bulgaria for the Year 1905.

Turkey.—Trade of Constantinople and District for the Year 1905. Trade of Palestine for the Year 1905. Trade of Beirut and the Coast of Syria for the Year 1905. Trade of the Trebizond Vilayet for the Year 1905. Trade of Vilayet of Aleppo for the Year 1905. Trade of Basra for the Year 1905.

Russia.—Trade and Agriculture of Poland and Lithuania for the Year 1905. Trade of Consular District of Batoum for the Year 1905. Trade of Consular District of Moscow for the Year 1905. Trade of the Grand Duchy of Finland for the Year 1905. Foreign Commerce of Russia and Trade of Consular District of St. Petersburg for the Year 1905. Trade of Consular District of Rostov-on-Don for the Year 1905.

United States.—Coal Industry of the United States in 1904. Turpentine Industry in the United States. Finances of the United States for the Year ended the 30th June, 1905. Trade of the United States for the Year 1905. Trade of the States of Maryland, Virginia, West Virginia, and Kentucky for the Year 1905. Trade of the States of California, Nevada, and Utah, and the Territory of Arizona, for the Year 1905. Trade of Consular District of Philadelphia for the Year 1905. Trade of Texas for the Year 1905. Trade and Agriculture of the States of Oregon, Washington, and Idaho for the Year 1905. Trade of the Consular District of Boston for the Year 1905. Trade and Agriculture of the Consular District of Chicago for the Year 1905.

- Argentine Republic*.—Trade of the Consular District of Buenos Ayres for the Year 1905.
Bolivia.—Trade of Bolivia for the Years 1904–5.
Argentine Republic.—Trade of Consular District of Rosario for the Year 1905.
Brazil.—Trade of Santos for the Years 1902–4. Trade of Brazil for the Year 1904. Trade of the State of Rio Grande do Sul for the Year 1905.
Chile.—Trade of Coquimbo for the Year 1905.
Costa Rica.—Trade of Costa Rica for the Year 1905.
Columbia.—Trade of Santa Marta for the Year 1905.
Guatemala.—Trade of Quezaltenango for the Year 1905.
Honduras.—Trade of Honduras for the Years 1904–5. Trade of Omea and Puerto Cortes for the Year 1905.
Mexico.—Mexican Budget for the Years 1905–6.
Peru.—Trade of Iquitos for the Year 1905. Trade of Peru for the Year 1905.
Venezuela.—Trade of Ciudad Bolivar for the Year 1905.
China.—Land-taxation in the Province of Honan. Trade of Canton for the Year 1905. Trade of Nanking for the Years 1903–5. Trade of Shanghai for the Years 1901–4. Trade of Teng Yueh for the Year 1905. Trade of Ichang for the Year 1905. Trade of Swatow for the Year 1905. Trade of Hankow for the Year 1905. Trade of Wuchow for the Year 1905.
Japan.—Gold-mines of Formosa. Trade of the Consular District of Hakodate for the Year 1905.
Persia.—Persian Customs Regulations. Trade of Arbistan for the Year 1905. Trade of Bushire for the Year 1905.
Egypt.—Trade of Port Said and Suez for the Year 1905. Trade of Alexandria for the Year 1905.
Morocco.—Trade of Morocco for the Years 1903–4. Trade of Consular District of Tangier for the Year 1905.
Cuba.—Trade of Cuba for the Year 1904 (supplementary).
Western Pacific.—Trade of Samoa for the Year 1905. Trade of the Friendly Islands for the Year 1905.
Zanzibar.—Trade of Zanzibar for the Year 1904.
Cuba.—Trade of Cuba for the Year 1904 (supplementary).

WORKS OF REFERENCE.

The following publications are on hand at the Head Office of the Industries and Commerce Department, and are available there for public reference:—

- Ceylon Handbook and Directory.
 Canadian Trade Index. 1907.
 South African Trade: General. By T. Nicol Jenkin.
 South African Trade: Engineering. By Ben. H. Morgan.
 South African Trade: Textile and Soft Goods. By S. W. Witham. 1904.
 Annual Report of the Co-operative Wholesale Societies (Limited), England and Scotland.
 The Delagoa Directory (Loranzo Marques). 1904.
 The Shippers' Guide to South and East Africa.
 General View of Commerce and Industry in the Empire of Japan. Prepared by the Paris International Exposition of 1900.
 American Trade Index. Published by the National Association of Manufacturers, Philadelphia, Pa., U.S.A.
 Sources of the Agricultural Imports of the United States. 1904.
 Distribution of the Agricultural Exports of the United States. 1904.
 Export Hand Adressbuch von Deutschland.
 Exporters' Directory of Japan. 1906.
 Report upon the Trade of Japan. 1906.
 Report upon the Trade of China. 1906.
 Annual Report, Chamber of Commerce, Port Elizabeth, South Africa, containing Complete Trade Returns and Statistics. 1904.
 Annual Report, Chamber of Commerce, Durban, South Africa.
 Guide to South African Ports. Issued by William Cotts and Co.
 Commonwealth of Australia: Customs Tariff.
 Commonwealth of Australia: Appendix and Decisions.
 South African Customs Union Tariff. 1903.
 Natal Customs Tariff. 1906.
 Australian Handbook. 1907.
 Official Year-book, New South Wales. 1907.
 Official Year-book, Victoria. 1907.
 Official Year-book, South Australia. 1907. •
 Official Year-book, Queensland. 1907.
 Australian Year-book. 1907.
 Indian Trade Journal. 1907.
 Regulations of the Port and Harbour of Natal.
 Report of Port Captain, Colony of Natal. 1903.
 China Imperial Maritime Customs: Return of Trade and Trade Reports. 1903.
 Tariff and Regulations, Port Elizabeth Harbour Board.
 Engineer's Report, Natal Harbour Works.

- Tables Relating to Trade of British India with British Possessions and Foreign Countries up to 1905.
 Review of the Trade of India up to 1907.
 Report of the Annual Meeting of the Associated Chambers of Commerce of the United Kingdom held in London.
 Fourteenth Annual Special Issue of the *Timber Trades Journal and Sawmill Advertiser*. 1907. Annual Number *Timber*. 1907.
 Forty-first Annual Report of the Cape Town Chamber of Commerce, with the President's Address, Statistics, and other Commercial Information.
 Dock, Port, and Harbour Regulations for Table Bay, Cape of Good Hope.
Fairplay. Weekly Shipping Journal, London.
 Guide to South Africa. Issued by the Union Castle Steamship Company.
 Cape Colony. By A. R. E. Burton.
 Natal: Harrison's Official Railway Guide and Handbook of General Information. 1904.
 Newspaper Press Directory. 1907.
 The Argentine Year-book. 1904.
 The Canadian Annual Review. 1907.
 International Fire Exhibition. 1904.
 Imperial Institute Technical Reports and Scientific Papers. 1907.
 Commercial Treaties, &c., between Great Britain and Foreign Powers. 1st January, 1907.
 Colonial Tariffs. 1907.
 Lloyd's Register. 1907-8.
 Lloyd's Appendix. 1907-8.
Board of Trade Journal (weekly).
 Report (Commercial Intelligence Branch): British Trade with Australia.
 Report (Commercial Intelligence Branch): British Trade with New Zealand.

Approximate Cost of Paper.—Preparation, not given; printing (3,500 copies), £26 15s. 6d.

Price 9d.]

By Authority: JOHN MACKAY, Government Printer, Wellington.—1908.