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Report on trade Conditions in  
British East Africa, Uganda  
and Zanzibar



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DEPARTMENT OF MINES AND INDUSTRIES

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REPORT ON

TRADE CONDITIONS

IN

BRITISH EAST AFRICA,  
UGANDA AND ZANZIBAR

---

BY

T. SLEITH, M.B.E.

JUNE, 1918

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*Presented to both Houses of Parliament.*

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CAPE TIMES LIMITED  
1919

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HC  
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A5  
1918P.O. Box 656,  
Cape Town,  
13th December, 1918H. WARINGTON SMYTH, Esq.,  
Secretary for Mines and Industries, etc.,  
Pretoria.

Sir,

With reference to your 61/8 of the 29th May and 10th June, nominating me as special Trade Commissioner with instructions to proceed to certain Territories in Equatorial Africa, for the purpose of investigation and report on the possibilities of stimulating trade with the Union of South Africa, both as markets for Union exports, and as sources of supply of various raw materials required in the Union for primary Industries, I have the honour to report that, acting on your instructions, I left Pretoria on the 7th July for that purpose, and was unable to get a steamer north until 19th July, the date on which my tour actually commenced.

The time allotted me, *viz.*, four months, was not sufficient to allow of my visiting either the Belgian Congo or Nyassaland, as the prolonged delays I experienced waiting for boats made it quite impossible to extend the tour any further.

My movements briefly recorded were as follows:—After arriving at Mombasa I spent several days there, and arranged to visit all the principal places in British East Africa. I then proceeded to Nairobi, Kajabe, Naivasha, Kisumu, and other places of less importance. From Kisumu I crossed the Victoria Nyanza to Entebbe, and after spending two days proceeded to Kampala, and Jinja, which are the only places of any importance in the Kingdom of Uganda.

Being unable to get into the Belgian Congo *via* Uganda without very considerable loss of time, I returned into British East by way of Kisumu, travelling back to Nairobi *via* the Uganda railway, where I spent a week with the Director of Agriculture, visiting the various Coffee Estates and Sisal Plantations in the vicinity. From Nairobi I went to Voi, and thence to Tanga in East Africa. After remaining there for several days I proceeded to Wilhelmstahl, the inland capital, in order to interview the Administrator and other Government Officials. From Wilhelmstahl I proceeded direct to Mombasa, hoping to get transport for Zanzibar, but unfortunately I was forced to remain there nearly a fortnight, and only by good fortune got a passage in a cable ship, arriving at Zanzibar on the

7th October. Here I was forced to remain until the 20th, no boat being available for Dar-es-Salaam before that date. I reached Dar-es-Salaam on the same day, and was arranging to proceed inland to Morogoro and other places, when the line was interfered with, and the traffic control passed entirely into the hands of the Military. On enquiring into the conditions existing in the country at the time, I concluded that little good could result from my proceeding further inland, there being practically nothing to see or learn relative to the purpose of my visit. I therefore returned by the first available boat, arriving at Pretoria on the 14th November, when I reported to you.

The reports which I have the honour to enclose deal as fully as possible with the objects of my visit, to which I have carefully confined myself. I might here remark that the enterprise of the Union Government in sending a Trade Commissioner to those parts, was particularly favourably commented on, and both Officials and Merchants alike expressed the utmost willingness to do everything possible to assist me. From the moment I arrived in East Africa until my departure every kindness was shown me, and naturally I did all in my power to foster commercial sympathy.

At every place visited (including all of importance) I made a point of interviewing all Merchants and Producers, and have gathered much more information than could reasonably be embodied in these reports, so that if at any time enquiries reach you respecting trade in these parts, I shall be very pleased if same are referred to me.

There is one point I should like to emphasise, which is this: Any information I could gather respecting the landed cost of goods for comparison with the products of other countries, can serve at the present no useful purpose. My reports may be considered incomplete without this, but the abnormal state of the markets of the world, and the fluctuating prices of all commodities, render at the present time any comparison useless and misleading. My efforts in this direction forced me to the above conclusion.

In my reports I have embodied all the points which struck me, after personal observation on the spot, as essential for the betterment of trade between the East African Territories and the Union. For some time to come I do not anticipate any large volume of trade, but as South African Manufacturers are now in that market, every effort should be made to retain that share of business which has fallen to them in consequence of the closing of overseas trade, due to the lack of shipping during the latter years of the War.

Central Africa as a source of certain raw materials and products is of primary and paramount importance to the Union, and as the Union's Industries extend and develop this will become more apparent.



In these territories is an unlimited supply of Copra, Palm Oil, Ground Nuts, Sim-Sim, Sisal, Bees Wax, Hides and Skins, and other commodities equally important to industrial manufacture, and it is to Central Africa that the Union must look, owing to the geographical advantage which will be much more pronounced when shipping and freights resume a more normal condition.

The reports enclosed are as follows :—

No. 1. British East Africa.

No. 2. Uganda.

No. 3. Zanzibar.

Owing to conditions existing in the East African Protectorate, where practically all business is done and controlled by the Military, the only information available at present, which might be considered of commercial interest, would be relative to the resources and possibilities of that Territory in pre-war times.

I am at present compiling such a report, and this will follow in due course.

I made a point of thanking all officials, merchants, bankers, and others who rendered me assistance, and in most cases recorded same in a personal letter.

I have the honour to be,

Sir,

Your obedient servant,

T. SLEITH.



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# BRITISH EAST AFRICA.

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## POPULATION STATISTICS, RACIAL CONSTITUTION OF POPULATION, CLIMATIC CONDITIONS. ETC.

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The Protectorate is divided into seven Provinces, each administered by a Provincial Commissioner. In these Provinces are various Districts in charge of District Commissioners.

The Provinces are generally divided into the Highlands and Nyánza Basin, and those of the Coast.

The former comprise Naivasha, Kenya, Ukamba, and the latter Seyidie, Tanaland and Jubaland.

*Nyanza* embraces the Districts of Kisumu, North and South Kavirondo, Nandi and Lumbwa. The population, which can only be estimated approximately, is: Europeans, 300; Natives, 1,105,000; Asiatics and others, 1,600.

The most important tribes are the Kavirondo and Nandi. The first-named are of an industrious nature and work well for their European masters. The Nandi, while not being so industriously disposed as their Kavirondo brothers, nevertheless make good farm servants and herds.

*Naivasha* contains the following districts:—Naivasha (with sub-district Nakuru), Southern and Northern Masai Reserves, Ravine (with sub-district Marakwet), Nasin Gishu, Baringo and Turkana. European population is in the vicinity of 1,000, Natives 115,000. The Chief tribes are Masai, Suk and Turkana.

*Kenya* is divided into the districts of Nyeri, Fort Hall, Embu and Meru. Population:—Europeans, 150; Natives, 917,000. The chief tribes being the Wakikuyu, Masai and Dorohos. The first-named tribe is extensively employed in this Province for farm, domestic and general purposes.

*Ukamba* districts: Nairobi, Kikuyu, Nlu (Machakos) and Kitui. The total population of this Province is over 320,000. Nairobi itself has approximately 2,000 Europeans and 18,000 Natives and Indians, possibly more. The principal tribes are the Wakikuyu and Wakambu.

*Seyidie* is the southern coast Province and is divided into four districts: Mombasa (sub-district Raboi), Malindi (sub-district Takaungu), Vanga and Teita (sub-district Taveta). The population is estimated at 350 Europeans, Asiatics 7,000 and Natives 195,000.

## SEAPORTS.

The island of Mombasa, the gateway to British East Africa and Uganda, contains two ports, the original port of Mombasa on the East side and the newer port of Kilindini on the West side.

## MOMBASA.

The Port of Mombasa is entered direct from the South by a straight deep channel, the anchorage space is deep but limited and there is little swinging room for steamers exceeding 300 feet in length. For this reason only small vessels, under ordinary conditions, use this port, such as small coasters and dhows. There is no quayside, all vessels lying in the stream, which in the south-west monsoon is subject to a heavy swell.

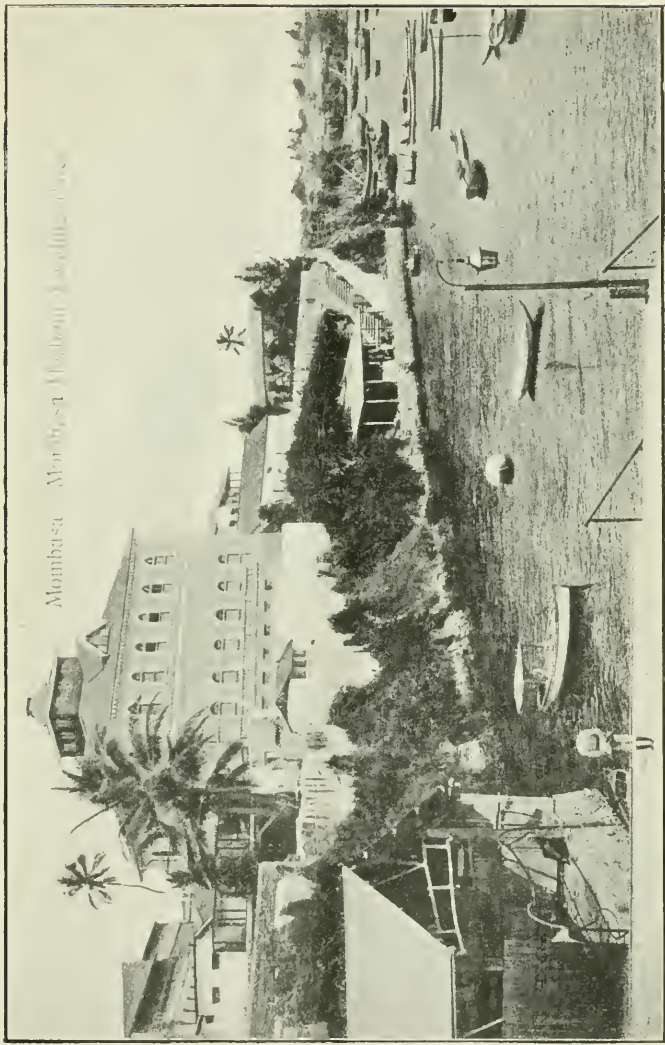
*Landing Conditions.*—The landing conditions are crude. There are two small piers, each with a steam crane capable of lifting up to three tons deadweight, at which the lighters go alongside, and at low water spring tides the lighters are frequently aground. Cargo is hoisted on to the piers, whence it is required to be manhandled up a steep winding ascent to the Customs go-downs in a narrow street at the top, or to a small open area in the immediate vicinity. The nature of the landing place prevents the use of any vehicles, and all cargo has, therefore, to be portered until it reaches the street above, whence it can be placed on narrow four-wheeled carts (Hamali Carts), drawn by natives or Indians, for delivery in the adjacent Customs go-downs or to the Consignees' stores in the neighbourhood. There are no railway facilities at the Port of Mombasa, the nature of the old Arab town, with its congested buildings and narrow tortuous streets, preventing the approach of any railway, the nearest point of rail being about a mile distant. Notwithstanding the disabilities remarkably good work is performed in handling cargo, the cranes being capable of discharging the lighters at the rate of 300 tons each in daylight working hours, 7 a.m. to 6 p.m.

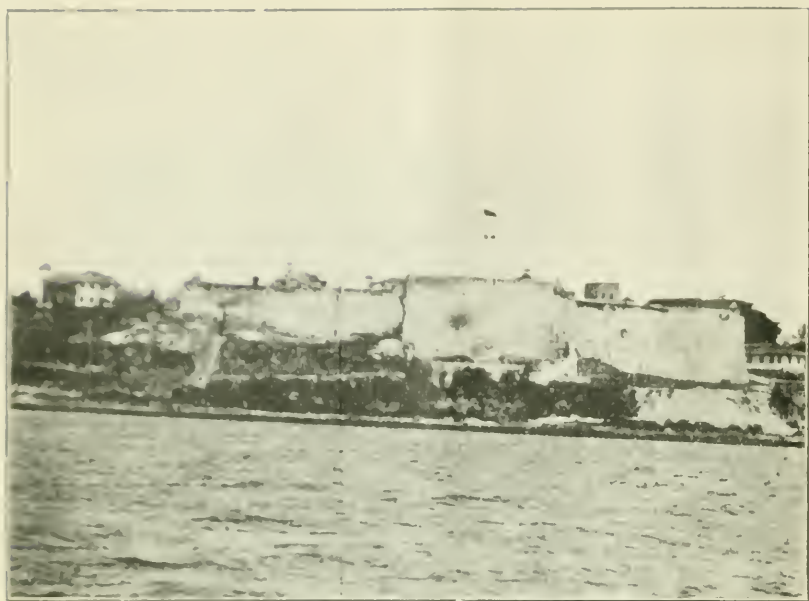
*Storage Accommodation.*—The Customs go-downs, or sheds, consist of six buildings, as follows:—

No. 1	..	..	..	..	..	60' x 85'	=	5,100	square feet.	
No. 2	..	..	..	..	..	58' x 36'	=			
No. 3	..	..	..	..	..	28' x 20'	=	2,748	..	
No. 4	..	..	..	..	..	85' x 60'	=	5,100	..	
No. 5	..	..	..	..	..	60' x 18'	=	1,080	..	
No. 6	..	..	..	..	..	56' x 36'	=			
						36' x 22'	=	2,808	..	
						60' x 34'	=	2,244	..	
Total								=	18,980	square feet.

In addition to these go-downs there is a modern building used as the King's Warehouse, measuring 85 feet x 52 feet = 4,420 square feet. The building is lofty and when cargo is stacked in high tiers, it is capable of accommodating a considerable quantity of cargo.

Mombasa - Mombasa Harbour and Hotel





OLD PORTUGUESE FORT AT ENTRANCE TO MOMBASA HARBOUR.



ANOTHER VIEW OF THE FORT.

The old King's Warehouse, measuring 60 feet x 40 feet = 2,400 square feet, is now only used for the free storage of coffee for export, so that this building need not be taken into account in calculating the public warehousing accommodation at Mombasa.

*Volume of Traffic.*—The average number of import packages per month landed at Mombasa for the year 1911-12 was about 50,000, or equal to 4,500—5,000 tons. During the War, however, Mombasa was called upon to handle considerably more, but these special conditions are no criterion, and consequently it would be misleading to quote figures of cargo landed during the period of the War. It should be noted, however, that most of the cargo handled at Mombasa consists of handy packages, such as bagged rice, grain, dholl, sugar, dates, tamarinds, etc., as also boxes of tea, soap, milk, candles, wines and spirits. Heavy or bulky cargo is confined as much as possible to the Port of Kilindini.

*Lighterage Charges.*—The lighterage charges average Rs. 4-50 per ton (6s. 9d.), including the portorage of cargo from the cranes and stacking same in the go-downs. These charges are, in most cases, included in the freight and paid to the Lighterage Contractors by the Steamship Agents, the consignees paying crantage only at 3 cents per package, or approximately 6d. per ton weight.

It is of general occurrence that cargo discharged into lighters at Kiliindini requires, for various reasons, to be landed at Mombasa. The lighters are towed round from Kilindini at the expense of the steamer, no charge for this service being levied against the consignees, the steamer taking the risk of having to land cargo at either Port. The lighters are towed, according to weather and tide conditions, either round the South of the Island (about two miles) or round the North of the Island (seven miles).

It seldom occurs that cargo discharged into lighters from a vessel at Mombasa requires to be landed at Kilindini. On the other hand it is usual, in the case of export cargo, to lighter a large proportion at Mombasa for shipment to a steamer at Kilidini, most of the private go-downs being situated in Mombasa.

*Export Cargo.*—Unlike import cargo, all Homeward export cargo is shipped entirely at the Shippers' expense, the steamer only bearing the cost of stevedoring the cargo on board, and in this connection many exporters employ private lighters and dhows, which are put alongside the steamers independently of the particular lighterage contractor for the steamer. This system, however, is not in the interests of quick despatch to steamers, causing, as it does, frequent delays and confusion in the putting on board of different classes of cargo required by the steamers during the process of loading.

## KILINDINI.

The Port of Kilindini, on the West side of Mombasa Island, lies between the island and the mainland. It is approached from the south side of the Island by a long deep channel with a right-angled bend half-way in. The channel is well sheltered, not of a great width, and with a strong inward or outward current, according to the flow or ebb of the tide.

The harbour of Kilindini is quite smooth and very deep, the depth in most places extending to close alongside the shore on either side. The extent of the Harbour is sufficient to accommodate many steamers, of any size or draught, while immediately adjoining Kilindini is the fine land-locked bay of Port Reitz, in which, if necessary, a large number of vessels could anchor in deep smooth water.

*Wharfage.*—Kilindini has no quayage for berthing vessels, the facilities consisting of a small pier for the discharge of lighters only. A scheme for the building of wharves was arranged just prior to the War, but no start was made, and the matter has been allowed to remain in abeyance until after the War, when probably the scheme, or a modified form of it, will be commenced.

*Cranes.*—There are six cranes on Kilindini Pier, five of which are worked by steam power and each with a lifting capability of three tons deadweight. The sixth crane is worked by hand and is capable of lifting up to 25 tons.

*Sheds.*—Cargo sheds of a total capacity of about 5,000 tons are erected on Kilindini Pier, in addition to a substantial Customs baggage shed. Part of the sheds at present, however, are under Military control, about 25 per cent. of the accommodation not being available for civil cargo.

The whole of Kilindini Pier, together with its cranes, sheds, etc., is under the jurisdiction of the Uganda Railway. Import cargo is placed alongside the Pier by the Lighterage Contractors, and from then on to when the Consignee takes delivery it is in the custody of the Railway, who charge crantage, handling and delivery. These charges are generally merged into the comprehensive term of "terminal charges," but the inclusive figure is about 1s. per ton, exclusive of shed rent, which is a separate charge made by the Customs Department, details of which are given later. The Kilindini Pier is well served by railway lines, there being a separate line for local traffic as also one for up-country traffic, whilst there are also ample shunting lines. One considerable disability, however, exists in respect of the railway lines between the pier edge and the sheds. The space is too narrow to permit of quick working of cargo into the sheds, and the loading banks at the sides of the sheds are far too narrow to be of practical utility. This matter is now being remedied by the Railway.

*Lighters, etc.*.—Kilindini is well supplied with lighters, the number of which is more than sufficient to keep all the cranes working to their fullest capacity; indeed there have been serious complaints that the facilities on the pier are quite inadequate to cope with the quantity of cargo placed alongside the pier in craft, resulting in delays to lighters and consequent delays to steamers.

*Tugs, Launches, etc.*.—There is only one serviceable steam tug adequate to the requirements of Kilindini for towing lighters with the greatest efficiency. There are two smaller steam tugs which are employed in this work, but they are slow and cannot be termed efficient, whilst the same applies to the many motor launches, some of which are also employed in towing lighters but cannot be termed capable. There is certainly room at Kilindini for an up-to-date powerful tug, both for inside towing services as also for towing sailing vessels in and out of both Kilindini and Mombasa Harbours.

*Landing.*—The capacity of Kilindini Pier is 1,500-2,000 tons per day. In actual practice, however, the cranes come far short of that tonnage, the average quantity of cargo landed per day being only about 750 tons. This is largely the result of the short working hours, and the dilatory manner in which the cranes are worked and the poor class of labour employed, together with totally inadequate European supervision. Recent representations have lately improved matters, both as regards the working hours and the quantity of labour employed.

*Passengers.*—Passengers land and embark on a floating pontoon at one end of Kilindini pier, the pontoon being attached to the shore by two swinging gangways which rise and fall with the tide. Passengers and their baggage usually get to and fro in rowing boats, motor launches or whatever other small craft is available.

*Tide.*—The rise and fall of tide round Mombasa Island is 12 feet.

*Shed Rents.*—The following are the shed rents applicable to both Mombasa and Kilindini, after a period of eight days' free storage:

Bag cargo .. ..	18 cents per bag .. ..	} For the first week.
Bales .. from	36 cents to Rs. 1-50 per bale .. ..	
Cases .. from	36 cents to 75 cents per case .. ..	
Drums .. from	18 cents to 36 cents each .. ..	
Unenumerated cargo	18 cents per 2 cubic feet or part thereof	

Second week or part thereof four times the above rates.

For each succeeding week or part thereof six times the rates for the first week.

The free storage period is calculated from the time the first package of any consignment enters the Customs premises, not from the time the ship commences to discharge.

## RAILWAY FACILITIES.

The railway system operating throughout British East Africa is known as the Uganda Railway, and embraces all Railway and Steamer services in both the British East and Uganda Protectorates, and is under the one administration.

The main line runs from Mombasa to Kisumu, a distance of 584 miles, and this is the main artery of communication in this territory, traversing as it does the principal farming districts.

There are also two branch lines: One to Thika, which is a rich coffee, fibre and trading centre, and the other from Voi to Taveta, providing a junction between the Uganda Railway System and the Tanga Railway of the Northern German East African trunk line.

A branch line was also completed just before the outbreak of the war to Magadi to the Soda deposits. The cost of this line was financed by the Magadi Soda Company.

It may also be of interest to mention that there are further projected lines, which will probably be constructed after the war. One of the most important is the projected line from Nakuru (which is situated between Nairobi and Kisumu, the Port on the Lake at the main rail terminus) to Nasin Gishu, a settlement 100 miles north of the Main Railway line.

It is possible that at no distant date the Uganda Railway will link with the Congo Free State—to Kilo for example, where very rich gold mines, worked by Belgians, exist.

There can be little doubt that branch lines will be running to various parts of the Protectorate as trade develops.

It is impossible for the purposes of this report to deal at great length with the regulations and tariffs as laid down by the Administration, but the main points as affecting future trade relations with the Union of South Africa will be touched on.

It is important to remember that various alterations and amendments have been made, and are still likely to be made, during the war affecting the Tariff Rates. As an example, a special surcharge has been made covering nearly all articles carried over the Railways, with the exception of certain products of the country. This surcharge is, of course, a war measure levied to meet the extra cost of running the railways under present war conditions.

All goods carried over the railways are charged according to classification as set out in the official tariff book of the country, special rates being applicable to the various kinds of merchandise according to the class to which it belongs. Products of the country receive preferential tariffs, and there is also a special rate for those products intended for export.

There is also a distinguishing charge made between goods carried at owners' risk and railway risk. (See Schedule "B.")

The appended table will give some idea of the method in vogue regarding the operation of Tariff charges. (See Schedule "C.")

In addition to the above, which represents the ordinary tariff charges, a special surcharge as previously indicated is levied on nearly all imported goods and on certain products of the country, either entering or leaving the country.

The appended list principally concerns those articles which are likely to be imported from or exported to South Africa. (See Schedule "D.")



*List of Exemptions*—No surcharge will be levied on the following articles:—Agricultural and Dairying machinery, castor seed, cattle tick grease, cattle medicines, cocoa beans, C.P., coffee beans, C.P., cotton raw, ginned or unginned, C.P., cotton, pressed, C.P., cotton seed, C.P., cotton seed cake, C.P., dip-cattle and sheep-powder or liquid, disinfecting fluids, disinfecting powder, fencing materials and fencing poles, fertilizers, flax, C.P., flax seed, C.P., flour, all kinds, C.P., fodder, forage, chaff, hay, lucerne, grass and straw, C.P., grain, C.P., bajra, bajri, barley, beans, bran, lentils, lucerne seed, maize, millet, oats, peas, wheat and Winhi insecticide fluid, linseed, machinery (brickmaking, concrete mixing, cotton fibre, flax, hemp, oil pressing and rubber pressing), maize, maize crushed, maize flour or meal, manures artificial, returned empties, seeds agricultural and garden, Sien Sien seed cake, C.P., soda, sunflower seed, C.P., timber, C.P.

A special surcharge is levied on articles conveyed at parcel rate at Rs. 5-00 per 100 lbs.

Special tariff rates are in force between the main producing centres and the Coast for the more important products of the Protectorate, according to the particular class assigned under the tariff regulations.

#### ROADS.

The country is fairly well provided with roads and tracks. In some parts the settlers have made these themselves. Most centres in the Highlands can be reached by vehicle and in many cases by motor during the dry season. In wet weather the roads get very sticky and travelling is difficult.

The following are some of the chief roads:—

Nairobi—Fort Hall	..	..	..	..	distance	56	miles.
Nairobi—Dagoretti	..	..	..	..	..	9	..
Nairobi—Lumoru	..	..	..	..	..	19	..
Nairobi—Ngong	..	..	..	..	..	11	..
Ulu Station—Machakos	..	..	..	..	..	22	..
Athi River—Machakos	..	..	..	..	..	23	..
Kapiti Plains—Machakos	..	..	..	..	..	17	..
Kiambu—Limoru	..	..	..	..	..	19	..
Fort Hall—Ngeri	..	..	..	..	..	37	..
Nakuru—Molo	..	..	..	..	..	34	..
Lumbwa—Kericho	..	..	..	..	..	23	..
Kisumu—Mumias	..	..	..	..	..	48	..
Kisumu—Kaimosi	..	..	..	..	..	26	..
Nandi—Kaimosi	..	..	..	..	..	23	..
Homa—Kisii	..	..	..	..	..	38	..
Kedu—Kisii	..	..	..	..	..	28	..
Naivasha—Government Farm	..	..	..	..	..	6	..
Naivasha—West of Lake	..	..	..	..	..	17	..
Londiani—Eldoret	..	..	..	..	..	67	..
Londiani—Ravine	..	..	..	..	..	21	..
Gilgil—Rumuruti	..	..	..	..	..	65	..
Naivasha Lake Road	..	..	..	..	..	34	..
Molo—East Road	..	..	..	..	..	16	..
Molo—West Road	..	..	..	..	..	16	..
Voi—Taveta	..	..	..	..	..	75	..

In addition to the above-mentioned there are very many other well-defined tracks, which are accessible to all kinds of transport, including motor.

It is advisable, when venturing on a long journey off the Railway, to consult one of the leading transport or Safari firms in Nairobi.

These people provide suitable vehicles, but where this is impossible porters are arranged for.

For a quick journey, providing the road is negotiable, motor transport is most suitable. There are many hotels and rest houses between the various centres for the convenience of travellers and others.

#### COMPETITION.

The chief competitors in pre-war days to British traders were the Germans, who were very firmly established on this coast. They had several old-established and first-class firms trading here, who lost no opportunity of pushing their business. They were very well served by excellent lines of steamers running between this country and Europe, four every month, and also a fortnightly connection between here and Bombay, and there is little doubt that they obtained preferential rates. They also received all the credit they needed from Banks in Germany, who were, it is understood, supported by the Government. The chief German firms trading here were : Hansing & Co., Wm. Oswald & Co., Africana Handels-Gesellschaft M.B.H., Strathmann and Joachim, Alois Schweiger & Co., Ltd., and Western Deutsche Handels und Plantagen Gesellschaft.

British trade also has competition in the old-established firm of French merchants, L. Besson ; Italian merchants, L. Frigerio & Co., Societa Coloniale Italiana and S. Tanfani ; American merchants, Childs & Joseph ; Dutch merchants, The Central African Trading Coy., Ltd.

The trade with India is also in keen competition with that of the Europeans, and as the manufactures of India develop this competition is likely to become still greater. The British India S.N. Coy. keep a regular service of boats running between that country and East Africa, and even during war times this has been fairly well maintained. In normal times, however, South Africa should have nothing to fear in the matter of steamers, as there used always to be a large number up and down the coast, and most of them had a good deal of space vacant between the two places.

#### TIMBER.

Of the total area of 157,000,000 acres in the Protectorate, 2,000,000 acres are Forest Reserve, but this does not constitute the whole of the Forestry area, as 5,000,000 acres of land have already been alienated and of this total several hundred thousand acres must be considered as Forest areas.



LAKE NAIVASHA, BRITISH EAST AFRICA.



BAOBAB TREE.



The greater part of the timber of the country is to be found in the Highlands, and certain companies possess very large areas.

A number of narrow gauge lines have already been laid from the main line to those parts where operations are being carried out.

The industry will probably develop into a very important one in the near future.

Many saw mills are now operating in various parts of the country, and although nothing has yet been accomplished on a large scale in turning out timber for export purposes, the material is at hand, and with the advent of normal times the mills will have an opportunity of concentrating their energies on meeting the demands of the territory, and turning their attention to the possibilities of an export trade, possibly with South Africa. The potentialities in the latter connection will, of course, depend to a very large extent on railway facilities and freight charges, and it is up to the authorities to ensure that everything is done to foster the industry.

The Government already have the question of improving the harbour facilities under consideration, with a view to coping with the export of timber.

There are large quantities of timber available, suitable for railway construction work—sleepers, wagon making, furniture and mine props.

The following is a list of the timber available: *Ironwood*.—Botanically known as *Olea hochstetterii*, the vernacular name being "Nu Sharage," it is almost identical with the ironwood growing in South Africa known in South Africa by the botanical name of *Olea laurifolia*. This wood has been used for a very long time past by wheel makers and wagon builders for heavy transport wagons, as it is noted for its great strength and durability. It is also suited for railway coach building, especially for the floors and under framing; wood block paving, railway sleepers, bridge building, ox yokes, axe, pick and tool handles, furniture, joinery and internal decorative purposes such as panelling; for the latter purposes it is said that the beauty of the grain is unsurpassed—its peculiar lights and shades giving it the appearance of marble.

It is estimated that there are approximately 500 cubic feet of this timber to the acre. Its weight seasoned is 59 lbs. per cubic foot. It is not possible to get a standard price, but the price at the present time would be Rs. 5-00 per cubic foot f.o.b. Kilindini.

*Red Stinkwood*.—This wood is botanically known as *Pygeum Africanum*, the vernacular name being "M'Weri" or "Moeri," and is well known in South Africa, where it grows. It is principally known as a very good wagon wood, being mainly used by wheel makers for making felloes and hubs of heavy transport wagons and for making yokes. It would also make good furniture, but owing to its scarcity is not utilized for the latter purpose. Some of the trees, which are very large, are found scattered in the Highlands of British East Africa.

Its seasoned weight is 48 lbs. per cubic foot, and the price at present would work out at Rs. 5-00 per cubic foot f.o.b. Kilindini. There is only a very limited quantity of this timber available. In South Africa it is also very scarce.

*Yellow-wood.*—The botanical term being *Podocarpus traci-liv.* or *Pod.* the vernacular name being "M'Sengeru." The Forestry Department of British East Africa states that this wood is the same as the *Podocarpus elongata*, or *Outeniqua* Yellow-wood that is found in the Cape forests at Knysna, South Africa.

It is also found in German East Africa, from where it was exported to Hamburg as "African Pine."

The wood is not indigenous to all the Highland forests, but it is found in the Kenia forests, which are not yet worked, and also in the Mau forests, growing to an enormous size—a large saw mill is now cutting in the latter forest. The wood is comparable with the Kauri of New Zealand, being very even grained, with few knots.

Builders in South Africa are fully conversant with its qualities for house construction work, such as flooring and lining boards. It also makes good railway sleepers and construction timbers when creosoted.

Timber merchants anticipate a great future for this timber.

The undermentioned is an extract of a report issued by Messrs. Pauling & Co., Ltd., Railway and Dock Contractors, after using this timber on Harbour Works they are constructing at Kilindini :—

To test whether this timber is affected by *Teredo*, a log was moored to float under the false work of the pier. It was left there for a year, and then found "perfectly sound and good, whereas the baulks of the false work of pitch pine were quite eaten through by *Teredo* in the same time."

The weight of the wood when seasoned is 37 lbs. per cubic foot.

There are many hundreds of thousands of acres of this wood, and the yield is estimated at 2,000 cubic feet to the acre. The present price is Rs. 5-00 per cubic foot f.o.b. Kilindini.

*Cedar or Juniperus procera*, the vernacular term being "M'Tarakwa," grows in nearly all the forests of the Protectorate.

Many cedars are hollow, or dead, due to a kind of fungus which lives on the heart of the living tree. Very old cedars which have been lying in the forests for generations supply the best wood, especially suitable for pencils and cabinet work. Formerly this wood was used in large quantities for fuel, but now it is put to many uses for building purposes, for matched boards, flooring boards, piano actions, printers' woodware and also for fencing posts, it being one of the few local woods that will resist the white ant.

The average weight of the wood after five years' air drying is 36 lbs. per cubic foot, and the present price is Rs. 5-00 per cubic foot f.o.b., Kilindini.

Cedar pencil slats sufficient for making 100 gross of pencils, are quoted at Rs. 85 per case of 100 gross.

There can be little doubt that concession holders and the Government would readily respond to any advances made by South Africa with a view to developing trade between the two countries in connection with timber.

#### EXTENSION OF INDIAN TRADE IN EAST AFRICA.

The Indian community plays a very important part in the commercial affairs of this Protectorate. In all the leading towns and districts they are very firmly established and their scope is continually extending, and is most marked, especially at Mombasa, Nairobi and Kisumu, the three most important towns. It is at once apparent that the European trading element is much in the minority.

There are several large Indian merchants engaged in an extensive export trade with all parts of the world in connection with all the products of British East and Uganda. Since the commencement of the War the following raw materials have been exported to South Africa by the leading Indian merchants:—Beeswax, copra, chillies, cloves, coffee, sisal, etc., but these products were only supplied in very limited quantities, and then only owing to the lack of shipping space to England and Europe.

Prior to the War a quantity of maize was exported to Durban.

Most of the leading merchants do a large trade with both Europeans and natives and are therefore interested in all classes of merchandise, such as: Groceries and provisions, wines and spirits, kaffir truck, tobaccos and cigarettes, ironmongery and tools of all descriptions, clothing, blankets, boots and shoes and agricultural implements, etc.

Several Indian firms have, since the war, interested themselves in South African manufactures in such lines as jams, biscuits, tobaccos, cigarettes, confectionery, wines and spirits, fruit syrups, chocolates, etc.

Many merchants expressed dissatisfaction at the way in which certain articles of Union manufacture turned out. This was particularly the case regarding chocolates, biscuits, tobaccos and cigarettes. It is quite obvious that the biscuits and chocolates do not keep as long as the English article, and the fault regarding tobaccos and cigarettes is that many of the brands put on the East African market are of a very inferior quality, and as a matter of fact the brands are seldom heard of in the Union.

A member of one of the leading Indian firms informed me that he was so dissatisfied with South African goods that he had decided to discontinue importing from the South.

In view of these circumstances it is imperative in the interests of South African trade that manufacturers should realise that the greatest attention be paid to the quality of the goods and to the improvement on packing methods. Biscuits and chocolates should be packed in hermetically sealed tins, and bottled goods should be more carefully packed. It would be advisable to adopt standard-sized cases for the various class of goods as is done in Great Britain.

In this respect it was pointed out to me that it would be wise if South African manufacturers adopted the same methods as such well known firms as C & E. Morton, Crosse & Blackwell, etc., by packing such goods as dried fruits, raisins, currants and sultanas in boxes of a convenient size, attractively got up. 14 lb. and 5 lb. tins and boxes, and 1 lb. cartons would be most suitable. The importance of this point cannot be too strongly emphasised and every effort must be made to remove bad impressions.

A very powerful organization known as the *Indian Association* exists in the Protectorate for the purpose of promoting the interests of the Indian trading community, and this organization is heavily financed.

#### EXTENT OF NATIVE TRADE AND TYPES OF GOODS USED BY NATIVES, POSSIBLE OF BEING PRODUCED IN THE UNION.

An extensive trade is carried on with the natives of the Protectorate, the principal European houses act as wholesale merchants, and there are also a number of Indian merchants who are shippers and who also act in this capacity. Native Bazaars distribute the goods to the natives—the principal trade being in cotton piece goods, footwear, haberdashery, and wearing apparel, hardware and ironmongery, etc. The classes of cotton goods consist of “bleached,” “dyed” and “printed.” The greater part of the cotton goods come from the United Kingdom. Blankets are imported from England and Holland, the latter country supplying the more inferior kinds. Nearly all footwear comes from England. The following figures may be of some use to South African manufacturers:—

*Inferior cotton blankets ex Holland*, size 42 in. x 78 in., cost Rs. 2-50 cents each landed at Mombasa. 48 in. x 78 in. cost Rs. 3-00 *ex United Kingdom*. Superior cotton blankets 48 in. x 78 in. cost from Rs. 4-00 to Rs. 7-00 each.

*Ex United Kingdom* woollen blankets 54 in. x 78 in. cost from Rs. 11-00 to Rs. 16-00 each—60 in. x 80 in. cost from Rs. 13-00 to Rs. 20 each.

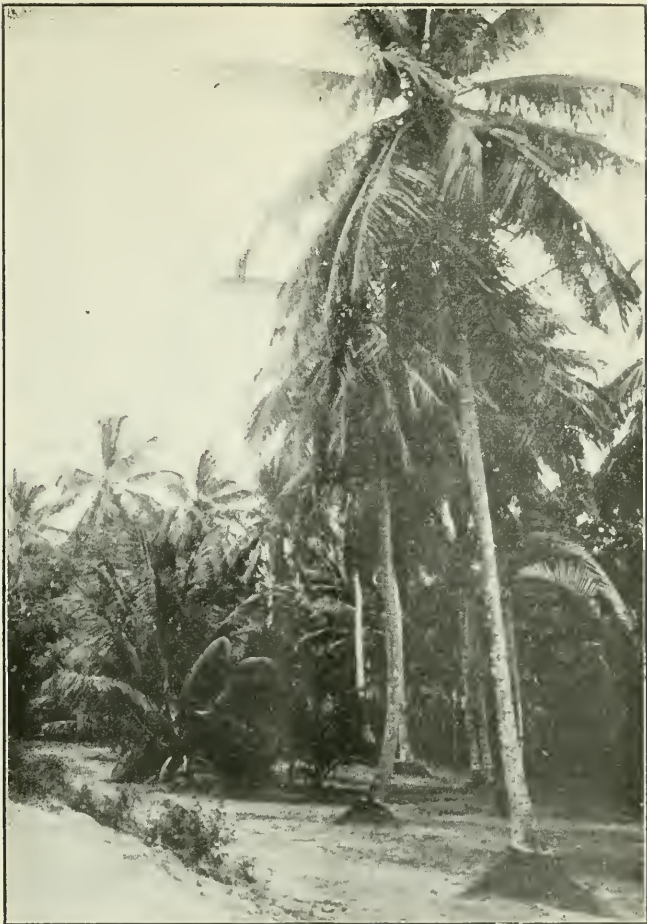
Boots for native trade *ex United Kingdom* cost from Rs. 4-00 to Rs. 11-00 per pair.

Shirts *ex United Kingdom* cost from Rs. 32-00 to Rs. 45-50 cents per dozen.

If Union manufacturers can compete in the above-mentioned lines a very extensive trade can be developed. It would be advisable to appoint agencies as early as possible and furnish illustrated catalogues, giving the fullest particulars.

At the present moment it is difficult, in fact impossible, to make any forecast whatever as to the probable shipping lines which will be in operation after the War, but it can be taken for granted that as soon as possible after a return to normal conditions, there will be the same competition as hitherto for the East Coast trade.





COCOANUT PLANTATION, MOMBASA.



STREET IN MOMBASA.



## EXPORT OF PRODUCE.

The latest figures available are for the year 1916-1917, and the principal items are hides and skins, fibre, grain and oil seeds, coffee, copra, carbonate of soda, borites (rafters), ivory, wool, potatoes and rubber, and these constitute over 90 per cent. of the total export trade of the Protectorate.

*Hides and Skins.*—The details of the exports for the period being dealt with are as follows:—

Description.		Value.
Hides, Ox (cwts.) .. .. .	31,981	£123,396
Skins, Sheep (No.) .. .. .	81,616	779
Skins, Goat (No.) .. .. .	510,981	31,294
Skins, Wild Animals (No.) .. .. .	2,399	587
Total .. .. .		<u>£156,056</u>

Practically all hides and skins were exported to the United Kingdom, less than 4 per cent. of the total going to other countries. At the present moment there are very large quantities lying at the Port of Mombasa, awaiting shipment abroad—being the property of European and Indian merchants; and the Mombasa Chamber of Commerce and other private concerns are doing everything possible to get the embargo removed which was placed on hides and skins during the early part of the war by the Home authorities.

As the cattle industry continues to make great progress under the energetic guidance of the Director of the Agricultural Department and some private individuals in the face of almost impossible difficulties which have generally to be contended with in a new country, it is right to assume that the export of hides and skins will in future be a very important factor in the exports of the Protectorate when it is considered that up to the present this commodity can be considered as almost exclusively a native product, although it is within the bounds of possibility that the Protectorate, with the raw materials at hand, may turn its attention to converting its raw hides into the manufactured article. I can foresee difficulties in the way at present, but, these in time should be surmounted, and in my opinion there is no reason why British East Africa should not, as South Africa has done, make rapid strides in this industrial development.

*Fibre.*—This represents the second largest item of export with a value of £129,555. “Sisal” (*Agave regida*) is the principal plant cultivated in the Protectorate and produces 98 per cent. of the entire production of fibre.

The industry has only been established since 1908, as previous to that year anything that was done was in the way of experiment, and since then almost uninterrupted steady progress has been maintained—and at present it can be considered the premier crop of the Protectorate.

The United Kingdom took practically all of the output, as the small amount that went to Italy—about 5 per cent.—is hardly worthy of consideration.

The crop is what may be termed a "capitalistic" one, as the initial expenditure and the several years waiting for return, besides the large areas of land required for continual planting puts it beyond the reach of the small settler.

British East Africa seems particularly suitable to the cultivation of sisal—as up to the present, disease of any kind is unknown—and when it is considered that vast tracts of country yet untouched are adapted for its growth the future can not even be guessed at. War conditions and economic causes, seriously affecting the output existing from other parts of the world which supplied the markets with practically all requirements, has brought into prominence the resources of British East Africa as a fibre-producing country. The prices at present are ruling abnormally high, viz.: £95 to £100 per ton London, as compared with £35 to £45 pre-war rates—hence a very large measure of success has attended the pioneers of this crop who pinned their faith on its future.

The cultivation of the crop is not attended with any very intricate problems. When the ground is prepared the bulbils are planted in large blocks 10 feet apart to enable cleaning, etc., and at certain distances through the land, space is left for light rails, in order to convey the crop to the factory where the decorticating machinery is situated, and after treatment—which, with the present up-to-date machinery, is fairly simple—and being thoroughly dried in the air, the fibre is ready for grading, baling and export—the crop taking three years before any return is recoverable.

Last year the approximate area under sisal was 20,000 acres estimated roughly, but a very large increase in the acreage has and will take place.

In the future the Protectorate can always be relied on to supply sisal in large quantities and of excellent quality, but the present day ruling prices can hardly be expected to be maintained.

*Grain and Oil Seeds.*—These combined form the third largest item of export, and the aggregate shows a very large falling off as compared with a few years ago, which has been due entirely to the large demand for local consumption of grain required by the Military during operations in the Protectorate.

The following are the latest figures respecting the export of these articles :—

Description.	Cwts.	Value.
Millet .. .. .	19	£7
Matze .. .. .	10,672	2,748
Beans and Peas .. .. .	35,268	17,112
Pulse .. .. .	9,017	3,652
Ground Nuts .. .. .	2,133	1,451
Sesamum .. .. .	8,459	52,332
	<hr/>	<hr/>
	142,568	£77,302
	<hr/>	<hr/>

The export of Maize as shown in the above is not any criterion as to what the Protectorate may accomplish in this direction in the future.

In the year 1913 the export amounted to over 11,000 tons, but the present year, owing to drought—which has been unknown in the Protectorate for 15 years—the crop has been a practical failure, so that instead of exporting maize, arrangements have been, and are being made, for its importation.

The tendency at present is to extend very considerably maize production. The lands capable of growing maize are illimitable, and in most cases within easy reach of Railway transport, and with the contemplated construction of further railway extension very much larger areas will be included. While the Protectorate can be assured of its present cheap labour—probably the cheapest in the world—the advantages over other countries in the way of maize and other productions, are enormous.

*Coffee.*—The export of this article amounted to over 800 tons of the value of £46,000—20 per cent. of which went to South Africa and of the balance practically all went to the United Kingdom.

The coffee produced in British East Africa, as in Uganda, is of a high grade type, and commands a good price on the London Market. The Coffee Planters' Association met me in Nairobi and discussed at length the question whether it could not be brought about that a greater market for British East African Coffee could be found in South Africa.

The percentage of high class coffee consumed in South Africa would absorb the total production of British East Africa, but hitherto it has found but little favour. Small consignments have been shipped to Durban, and merchants have informed me of their disappointment at the result attained.

Coffee, unlike most other food products, has not advanced in price during the war, owing to the German and Austrian markets, the largest in the world for coffee, being closed, so that British East Africa, like other coffee-producing countries, has been adversely affected. At any rate here is a commodity which South Africa might well direct its attention to, as at present all the coffee consumed in South Africa is from foreign countries.

The variety of the tree grown in British East Africa is coffee *arabica*, and the latest figure as to the acreage under cultivation is 22,000 acres, but this has since been largely extended.

The pests and diseases attacking the crop are numerous, and a continual source of trouble.

*Copra.*—The export of this article has not fluctuated much during the last few years, and from what I could gather, nothing is being done to extend the plantations.

Last year 28,748 cwts. were exported, the value being £28,784, Italy and France taking over 80 per cent. and the balance going to the United Kingdom.

*Carbonate of Soda*—As this industry is only in its infancy, and as development as far as possible under the existing conditions is proceeding rapidly, it must rank very shortly in the fore-front of the Protectorate's exports. 2,163 tons, valued at £45,056, were exported during 1917.

### CUSTOMS REVENUE.

Under the Customs Tariff Ordinance, 1910, an *ad valorem* duty is levied on merchandise entering the Protectorate, and in case of spirituous liquors, specific duty is imposed of Rs. 5 per gallon at 50 degrees of Gay-Lussac's alcoholometer at a temperature of 15 degrees centigrade. Certain goods are admitted free of duty and amongst them the following may affect South Africa:—Trees, plants, seeds intended for cultivation, coal, sheep and cattle medicine, manures and insecticides, printed matter, and empty bags.

There is no export duty levied on produce of the Protectorate shipped to foreign countries with the exception of the following articles:—

Ivory .. .. .	15 % <i>ad valorem</i> .
Chills, Borites (Rafters), Hides and Skins, Rhinoceros Horns and Hippopotamus Teeth, Tortoise Shells ..	10 % ..
Gum Copal .. .. .	6 % ..
Covine and other Sea Shells, and Ebony .. .. .	5 % ..
Rubber, other than Plantation Rubber .. .. .	4 % ..
Horses .. .. .	21 Rupees each
Camels .. .. .	4 Rupees each.
Donkeys .. .. .	2 Rupees each.

Goods in transit pay import duty on entry, subsequently refunded at the port of entry or allowed through under bond.

### BANKS.

The Banks operating in the Protectorate are: The National Bank of India, with branches at Mombasa, Nairobi and Kisumu; The Standard Bank of South Africa, with branches at Mombasa, Nairobi and Kisumu; The National Bank of South Africa, with branches at Mombasa and Nairobi.

### MAGADI SODA.

I am indebted to the Magadi Soda Co., for the following information:—

The great Magadi Soda Lake is situated 60 miles south of Nairobi, and covers 30 square miles of the great Rift Valley, and is said to contain the purest quality of natural soda that is known to exist.

The Magadi Soda Co., have constructed a railway of 91 miles to connect with the Uganda railway, and have their depot and deep water pier at the Port of Kilindini, where the soda is shipped.

The supply of solid natural soda is inexhaustible. It is estimated 200 million tons are actually exposed, and the hot springs are continually adding to the quantity.

The Company working the deposit state the Magadi natural soda, which is a sesquicarbonate of soda of remarkable purity, is specially distinguished by being free from sulphate of soda and caustic impurities, and therefore can be safely and economically used for all purposes including those for which manufactured soda products such as pure alkali (soda ash), soda crystals, and other carbonates of soda are at present employed.

The natural soda is a very stable substance quite unaffected by heat or climate, and is won from the deposit in crystalline blocks, which, after drying, are crushed or ground to powder, and then packed in bags for export. The quantity at present being handled daily amounts to several hundred tons, and is exported to America, Great Britain, Japan, India, and a small quantity to South Africa.

In this enterprise the Protectorate has its greatest individual industry, and its future expansion can be considered limitless.

#### USES.

Commercially pure natural soda, which represents one of the Magadi Soda Company's products, is an entirely new commodity. It is a chemical compound with distinctive properties, that render it particularly adaptable to certain purposes, especially washing, when its use results in a large saving of soap.

Natural soda, on account of its cheapness and valuable qualities, can also be recommended as a substitute for other forms of sodium carbonate, such as :—

*Soda Crystals* (ordinary washing soda). These crystals effloresce (*i.e.*, lose their water of crystallisation on exposure to the air), while Magadi natural soda is stable. Soda crystals, moreover, have only half the strength of Magadi natural soda, hence it is necessary to use double the quantity for the same work.

The use of Magadi natural soda, therefore, effects a great saving in freight and other charges. Being of good serviceable strength it can also be employed in the place of other higher-priced crystal forms, as sesqui or concentrated crystal soda and crystal carbonate or Monohydrate.

*Pure Alkali* (soda ash). Magadi soda does not deteriorate on exposure to the atmosphere. There is no purpose requiring a high grade soda ash for which Magadi soda is not eminently suitable; for instance, for cleansing of all kinds, for wool washing and cloth milling, for water softening, and the prevention of scale in boilers, for the manufacture of glass, soap, washing powders, silicate of soda, caustic soda and other chemicals, and for use in calico printing, textile manufacture, bleaching and drying and in many other industries. The more highly concentrated soda ash is the same product with a certain proportion of natural moisture driven off.

*Bicarbonate of Soda.*—In place of this article, Magadi natural soda can be utilised, when treated with sulphuric acid, as a cheap source of pure carbonic acid gas. For its aerating properties it is greatly recommended to mineral water manufacturers.

Magadi natural soda is also suitable for many household requirements, and to show how wide and varied such uses are, it may be mentioned that it is being sold in large quantities in Africa and India, not only for washing, but also as a snuff, as a chew with betel nut, and as an improved "salt-lick," which, in block form is given to cattle, rapidly improving their condition.

The Head Offices of the Company are at 25, Bishopsgate, London, and the works are at Magadi (B.E.A.), Kilindini (B.E.A.), Islam (Manchester), Calcutta, and Kobe.

#### WATTLE BARK.

This has not entered largely into the Protectorate's exports, and its success as an industry is not yet assured. There are at present about 16,000 acres under wattle (black wattle) and a great portion is now ready for stripping. Attention is being directed again to wattle cultivation, owing to the development of processes for extracting the tannin from the bark, and tannin works are in contemplation.

The reason ascribed for the failure hitherto was low prices and high freights, and also owing to the climatic conditions, air drying the bark was not found a complete success.

#### FLAX.

A great deal of attention is now being devoted to this crop, which was introduced only a few years ago and which would appear to have a really great future. The demand by the Military authorities for flax fibre has raised the price to something like six times its pre-war value—amounting, according to the latest reports, to £250 per ton.

Russia has hitherto supplied four-fifths of the world's production for manufacturing purposes. In the absence of that supply flax fibre is particularly scarce, and at present in great demand—a return to normal conditions must affect the present ruling prices.

The following few particulars respecting its cultivation, etc., may be of interest. The seed is sown broadcast and the crop is pulled by hand before the seed capsules become fully ripe. The straw is allowed to dry and, after being de-seeded, is retted—either water-retted in tanks, or dew-retted by spreading out and taking advantage of climatic conditions. The retted straw is subsequently dried and passed through "breakers," and is ready for scutching (or beating



to separate the fibre from the woody stem), which is accomplished by means of a revolving wheel with wooden blades. The resulting fibre is then combed, graded and baled, and is ready for export.

About 10,000 acres of flax are at present under cultivation in the Protectorate, but in the near future this will be tremendously increased.

#### COTTON.

This crop was cultivated in a small way some years ago by natives in several of the Provinces, but has practically died out. At present it is not reckoned in the resources of British East Africa.

#### SUGAR.

The Protectorate will have to draw its supply of this article for a long time to come outside its own boundaries, as the sugar industry, from what I could gather, is still very much in its infancy, although it is having some attention lately. owing to the flotation of a company which intends starting operations in the Protectorate, having for its object the manufacture of motor spirit from the sugar cane.

Among other crops which are grown successfully are rice, lucerne, sweet potatoes, wheat, barley, citrus fruits, deciduous orchard trees, pineapples, bananas (native grown crop) and chillies.

#### WOOL.

The whole Protectorate only exported 3,303 cwts., value £12,327 during the year ended 31st March, 1917. No great strides are being made in the production of wool, and I think that it is generally accepted that this will not form, for years to come at any rate, any great factor in the Protectorate's prosperity.

#### IMPORTS.

The appended statement shows principal articles of merchandise imported into East Africa and Uganda Protectorate during the year ended 31st March, 1917. These are the latest available figures. (See Schedule "E.")

The importation of foodstuffs has been naturally increased owing to the presence in the Protectorate of large bodies of Military, and in normal times such things as bacon, ham, cheese, butter, raw fruits, etc., will not require to be imported, as the Protectorate will be self supporting as far as dairy and other products are concerned.

Owing to the European market being practically closed, trade with South Africa has increased considerably, and large quantities of goods imported into South Africa have been exported to British East Africa, but still a fair share of South African manufactured articles are at present reaching the British East African market.

There is no doubt that for the next few years the Protectorate will have to look to South Africa for very many of its commodities, but whether it will continue to draw supplies from South Africa when other markets are available will solely depend upon the competitive prices and quality. At present the exchange (12 per cent.) is in favour of the British East African merchants purchasing in South Africa as compared with India, but it is against South African Manufacturers when raw products are drawn from British East Africa for purposes required in the Union.

It may be a question of time when the exchange will adjust itself, but at present it is a source of great inconvenience, irritation and loss, and is having a detrimental effect upon the commerce of the Protectorate.

I do not anticipate that in the near future a very large volume of business will be transacted between East Africa and the Union, but having got into the market as a result entirely of war conditions, it remains largely with the manufacturer to retain and extend the present trade. It is apparent to anyone visiting the country that manufacturers in South Africa have not yet arrived at sufficient data to enable them to supply their articles for export in such a manner as to avoid damage.

Packing which may be suitable for transit over railways for short periods will not stand the long journey by ship, railway and carriers, also the manner in which perishable articles are packed requires much investigation and alteration. If the methods of the British manufacturers—which all South African manufacturers are perfectly conversant with—were strictly adhered to, the unfavourable impression which prevails in many quarters respecting South African products would be quickly removed, with the consequent advantage of a greater confidence in the business relationships of the two countries.

With reference to the detailed list of imported articles which South Africa is capable of producing, as shown in Schedule "E," a few remarks from observations on the spot may be of interest.

*Ale and Beer.*—It would seem to me that in the absence of local breweries the South African product should rule the market. At present Japan is competing, and also Danish Beer is quite common. It is common opinion wherever I went that the South African article is much the best, and is certainly getting into popular favour—English and German beer before the war were practically all that was imported.

*Cement.*—At present there is a great scarcity. The difference in freight should give South Africa an advantage over every other country producing cement.

*Cigarettes.*—I do not anticipate the South African product will ever gain much foothold in this market. The close proximity to

Egypt, where the higher grade cigarettes are particularly cheap, gives that country an advantage over all others, and South Africa has not produced up to the present a cigarette cheap enough to compete with the article consumed by the natives and Indians—the tobacco of which comes almost exclusively from Holland.

*Cigars.*—Natal cigars have been introduced but cannot compete in price, and—consumers say—quality, with the Indian article.

*Flour and Wheat Meal.*—Bombay supplies the greater portion, which is of the poorest and cheapest quality. I do not anticipate South Africa being able to compete.

*Leather.*—The rapid development of this industry in the Union is sufficient encouragement to anticipate an export trade, and this market should not be neglected, as, from what I could gather, the South African article is particularly suited to the East African market. At present the initial effort to introduce South African boots and shoes is being made, and, I am pleased to say, with much success. I have firm belief that in all manufactured leather goods there is a good opening for fair outlet in East Africa.

*Matches.*—Japan, India, etc., supply the greater portion at present. The article in use is of the very poorest quality and could only be tolerated under war conditions. This market should attract South African competition, which would have nothing to fear as regards quality or price.

*Mineral Waters.*—The imported article has hitherto come from Europe and landed at much less cost than anything hitherto attempted by South African manufacturers.

*Rope and Twine.*—There is a great scarcity of this article, especially the former, and there is a possible market for the South African product.

*Brandy.*—It is doubtful whether the South African article will replace to any extent the French product, which has almost the entire monopoly—or had in pre-war times—but its consumption is increasing, and after the war the question of price will be an important factor in the maintenance of its hold on the market.

*Soap.*—From the figures shown this amounts to £70,000—the European market practically supplying all the requirements. It is admitted by merchants that South African soaps are quite equal in quality, finish and packing to the imported article. I understand the territorial arrangement entered into by some of the leading manufacturers has debarred to a great extent South African competition in British East Africa. South Africa should be in a position to acquire, at any rate, a very large portion of this trade.

*Wines.*—The same remarks *re* brandy apply.

*Cheese, Butter, Bacon and Ham.*—It is only a question of time when this article will cease to be imported, as the cattle industry is making rapid strides, although a certain amount of tinned butter must of necessity be always in demand, and the article at present supplied is from India, and is of the most inferior quality and most objectionable in appearance.

*Candles.*—Burmah and India supply most of these at present. The South African article should easily replace the present importation.

*Sugar.*—If South Africa could supply at present, the price would be against it. Small trial shipments from South Africa have proven that it is procurable much cheaper from other sources. A very large portion of the sugar consumed is of a most inferior quality which is not produced in South Africa.

*Manufactured Tobacco.*—During the war the South African bagged and tinned tobaccos have found a market and have been very favourably received. I consider this trade with East Africa is capable of expansion, as it was very noticeable throughout the shops and bazaars that the cheapest kinds of South African tobacco were on sale, and very often brands practically unknown in the Union. A very large business is done in "shag tobacco" used exclusively by the native, but hitherto, for some unexplained reason, South Africa has been unable to compete with Holland. If attention were given to this by manufacturers, South Africa should possess the entire trade, as it is admitted that the tobacco from the Union is of as good quality as that from Holland, but the packing, etc., is against it.

*Vehicles.*—East Africa manufactures most of its own requirements, as the material is abundant and labour cheap. No prospect of any great market at present.

*Preserved Jams, Fruits, Tinned or Bottled.*—This constitutes a very large figure in the imports, and a commodity which South Africa is particularly favoured in supplying. The large bulk of such goods has been imported from Europe in the past, but, with few exceptions, the South African product compares most favourably with the overseas article. As remarked before, it is impossible to deal with prices under the present circumstances, and if attempted the result would convey nothing, as prices continue to change almost daily and no one can forecast how long the fluctuations will continue. But it would seem that in this particular line of business the jam and fruit manufactures of South Africa should be in a position to hold their own against all competition in this market.

Included under the heading "foodstuffs" there are biscuits, maize products, etc., which the Union is turning out and which are in

general use throughout the Protectorate. I have noticed that "Quaker Oats," which corresponds with South African "Tiger Oats," is put up in one pound hermetically sealed tins—in order to safeguard against the rigours of the climate. The packing of this article as is done in South Africa in cardboard cartons, cannot compete with that imported, inasmuch as cardboard cannot resist the action of the heat and humidity which is so responsible for depreciation.

*Tea.*—This beverage seems to be very general, notwithstanding East Africa is a coffee growing country—"Lipton's" and "Brooke's" brands seem to have the monopoly—but there is an opening for the cheapest Natal product.

Among other articles which South Africa is producing and should be in a position to supply are condiments of all kinds; Pickles, vinegar, baking powder, essences, syrups, etc.—in fact any manufactured food products whatever.

*General.*—A point brought to my notice is the question of Insurance. Manufacturers only insure the goods from port to port, but should insure from warehouse to warehouse; I understand this is feasible.

The damage to be avoided invariably occurs at the Port of Kilindini, during the transference of the shipment from the boat to the harbour by lighters. From what I could learn the merchants of the Protectorate are quite agreeable to the extra charge incurred in this direction in preference to receiving damaged goods, which means a greater loss.

To stimulate and foster South African trade something more must be done than a hurried visit through the territories by a representative of the Union Government.

It may be questioned whether the time is ripe for the appointment of a South African Trade Commissioner with headquarters at Mombasa or elsewhere. In my opinion, considering the future possibilities and potentialities of the East African Protectorates, a move in that direction would be a particularly wise one. The interests of South African producers being watched over and attended to on the spot by an energetic and capable representative of the Government, would be productive of much good. Such a representative would be invaluable in keeping before the manufacturers the details and particulars of the requirements of the East African trade, and to keep the Government in touch with the produce and marketable raw materials.

I can see unlimited scope for anyone filling such a position, who naturally would have to have the confidence of the Government and manufacturers alike. Apart from the business and commercial side, a great deal of useful and necessary work could be performed in the interests of the Union of South Africa.

During the last few years representatives of South African firms have visited East Africa, but in many cases acting only as Commission Agents. With a few exceptions the impressions left amongst the merchants of these territories have been anything but favourable—orders have been booked and never filled, prices have not been adhered to, documents have been forwarded in the most careless manner, and substitute goods have been forwarded with no explanation as to the cause. The East African markets being hitherto controlled by old-established European or Indian firms, who in every case pride themselves on their immaculate business methods—which have been begotten by years of close study of their customers' requirements—it is quite reasonable to expect that such slipshod business methods and carelessness, as have obtained in the execution of South African orders, should be resented, and exercise a deterrent effect upon the trade relations between the Protectorate and the Union.

T. SLEITH.

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## APPENDIX.

## SCHEDULE "A." (See page 2.)

*Rainfall over a period of ten years.*

Athi River Station.				Eldamo Ravine.			
1904	..	..	Total 15.23 ins.	1904	..	..	Total 30.61 ins.
1905	..	..	41.70 "	1905	..	..	31.83 "
1906	..	..	35.27 "	1906	..	..	53.60 "
1907	..	..	24.35 "	1907	..	..	55.37 "
1908	..	..	16.84 "	1908	..	..	43.68 "
1909	..	..	18.35 "	1909	..	..	16.88 "
1910	..	..	22.16 "	1910	..	..	37.80 "
1911	..	..	28.52 "	1911	..	..	37.39 "
1912	..	..	39.21 "	1912	..	..	47.89 "
1913	..	..	30.01 "	1913	..	..	40.12 "
Fort Hall.				Kismayu.			
1904	..	..	Total 48.42 ins.	1904	..	..	Total 12.23 ins.
1905	..	..	48.11 "	1905	..	..	15.81 "
1906	..	..	44.83 "	1906	..	..	29.53 "
1907	..	..	51.64 "	1907	..	..	21.29 "
1908	..	..	40.27 "	1908	..	..	13.55 "
1909	..	..	49.96 "	1909	..	..	9.24 "
1910	..	..	39.63 "	1910	..	..	18.00 "
1911	..	..	48.08 "	1911	..	..	10.47 "
1912	..	..	60.52 "	1912	..	..	8.97 "
1913	..	..	44.33 "	1913	..	..	13.71 "
Kisumu.				Kitui.			
1904	..	..	Total 42.91 ins.	1904	..	..	Total 38.60 ins.
1905	..	..	53.28 "	1905	..	..	41.26 "
1906	..	..	71.24 "	1906	..	..	48.67 "
1907	..	..	30.43 "	1907	..	..	39.62 "
1908	..	..	52.63 "	1908	..	..	31.70 "
1909	..	..	33.84 "	1909	..	..	38.89 "
1910	..	..	32.71 "	1910	..	..	35.30 "
1911	..	..	36.38 "	1911	..	..	35.91 "
1912	..	..	42.28 "	1912	..	..	62.77 "
1913	..	..	43.15 "	1913	..	..	52.04 "

Records are also available for other districts and these vary to a greater or lesser degree.

SCHEDULE "B" (See page 8)  
*General Classification of Merchandise*

Article.	Class.	
	R.R.	O.R.
Agricultural and Dairying Machinery and Implements or parts thereof .. .. .	3	1
Alc. Imported .. .. .	5	4
Alc. C.P. .. .. .	4	3
Apple Rings as Fruit, Dried .. .. .	5	—
Arrowroot as Provisions .. .. .	5	—
Oats, Quaker .. .. .	3	—
Preserves, Fruit, C.P. .. .. .	3	2
Preserves, Fruit, Imported .. .. .	5	—
Powder, Baking, Custard, Egg, Jelly, Lemonade, Sherbet, and Pudding .. .. .	5	—
Provisions and Groceries .. .. .	5	—
Beeswax, Imported .. .. .	5	4
Beeswax, C.P. .. .. .	4	3
Biscuits, in tins Imported .. .. .	5	—
Biscuits, Local manufacture .. .. .	3	—
Biscuits, Dry .. .. .	3	—
Blankets, Woollen .. .. .	4	—
Bacon and Ham, Imported; as Provisions .. .. .	5	—
Bacon and Ham, Colonial Produce .. .. .	4	3
Paints and Colours .. .. .	5	4
Raisins .. .. .	5	—
Soap, C.P. .. .. .	3	—
Soap, Imported .. .. .	4	—
Wines, such as Claret, Port, Hock, Madeira, Moselle, Sherry, and South African Wines .. .. .	6	5
Jams, Imported .. .. .	5	—
Jams, Colonial Produce .. .. .	3	—

"R.R." indicates Railway Risk, and "O.R." Owner's Risk.

SCHEDULE "C" (See page 8.)  
*Table of Rates in Cents for each Class.*

Miles.	Class 1. Per 100 lbs.	Class 2. Per 100 lbs.	Class 3. Per 100 lbs.	Class 4. Per 100 lbs.	Class 5. Per 100 lbs.	Class 6. Per 100 lbs.	Class 7. Per 100 lbs.
10 ..	3	5	6	10	14	25	55
20 ..	6	9	12	20	28	50	110
30 ..	9	14	18	30	42	75	165
40 ..	12	18	24	40	56	100	220
50 ..	14	23	30	50	70	125	275
60 ..	17	27	36	60	84	150	330
70 ..	20	32	42	70	98	175	385
80 ..	23	36	48	80	112	200	440
90 ..	26	41	54	90	126	225	495
100 ..	28	45	60	100	140	250	550
120 ..	34	54	72	120	168	300	660
140 ..	40	63	84	140	196	350	770
160 ..	45	72	96	160	224	400	880
180 ..	51	81	108	180	252	450	990
200 ..	56	90	120	200	280	500	1,100
250 ..	70	113	150	250	350	625	1,375
300 ..	84	135	180	300	420	750	1,650
350 ..	98	158	210	350	490	875	1,925
400 ..	112	180	240	400	560	1,000	2,200
450 ..	126	203	270	450	630	1,125	2,475
500 ..	140	225	300	500	700	1,250	2,750
550 ..	154	248	330	550	770	1,375	3,025
600 ..	168	270	360	600	840	1,500	3,300



## SCHEDULE "D." (See page 8.)

*List of Articles upon which a special surcharge is levied.*

Description of Article.	Surcharge per 100 lbs.	
	Rupees.	Cents.
Ale .. .. .	3	—
Arms or Axles for Vehicles, Axles, Axle Boxes and Bushes	—	20
Baggage .. .. .	2	—
Beeswax .. .. .	4	—
Books, Bound .. .. .	2	—
Buildings, Portable, Wood or Iron, in parts .. .. .	—	50
Builders' Implements not new, as per classification .. .. .	—	20
Cement .. .. .	—	20
Chillies .. .. .	1	—
Clothing .. .. .	3	—
Cocoanuts, Whole, Kernels, Fibre or Husks .. .. .	—	50
Colours and Paints .. .. .	—	50
Contractors' Plant, not new, as per classification .. .. .	—	20
Cotton Goods .. .. .	4	—
Cigars and Cigarettes .. .. .	6	—
Fibre .. .. .	—	50
Flour Wheat, Imported .. .. .	1	—
Furniture .. .. .	3	—
Ghee .. .. .	—	50
Groceries .. .. .	3	—
Ground Nuts .. .. .	—	50
Hides .. .. .	2	—
Matches .. .. .	4	—
Provisions .. .. .	3	—
Rubber Raw .. .. .	3	—
Sien Sien .. .. .	1	—
Skins .. .. .	2	—
Snuff .. .. .	6	—
Soap .. .. .	2	—
Spirits, Alcoholic—Brandy, Rum, Gin, Whisky, and all Liqueurs	6	—
Stationery .. .. .	2	—
Stout .. .. .	3	—
Sugar .. .. .	2	—
Tea .. .. .	3	—
Timber, Imported .. .. .	—	20
Tobacco, Imported .. .. .	6	—
Trophies .. .. .	5	—
Ox Wagons (each) .. .. .	50	—
Two-wheeled Vehicles .. .. .	10	—
Four-wheeled Vehicles (each) .. .. .	20	—
Wattle Bark .. .. .	—	50
Wines .. .. .	5	—
Wood Preservatives .. .. .	—	50
Wool, Colonial Produce .. .. .	3	—
Woollen Goods .. .. .	4	—

## SCHEDULE I (See page 21.)

Principal Articles of Merchandise imported into East Africa and Uganda Protectorate during the year ended 31st March, 1917.

Description.	Total Value	Value of Imports from the United Kingdom.	Percentage of United Kingdom's share to the total value.
	£	£	%
Cotton Piece Goods .. .. .	1,060,997	413,500	40
Provisions .. .. .	201,310	185,311	93
Spirits, Wine, Ale and Beer .. .. .	102,384	96,482	60
Gram and Flour .. .. .	133,772	3,304	3
Tobacco, Cigars and Cigarettes .. .. .	101,383	55,823	55
Sugar .. .. .	91,974	1,151	1
Vehicles and parts thereof .. .. .	83,812	51,873	62
Soaps .. .. .	70,548	67,491	96
Machinery and parts thereof .. .. .	68,934	61,654	80
Bags and Sacks .. .. .	64,566	1,126	2
Cotton Manufactures, Unenumerated .. .. .	62,185	45,797	74
Cutlery and Hardware .. .. .	52,137	23,988	46
Haberdashery and Wearing Apparel .. .. .	47,399	37,110	78
Implements, Agricultural .. .. .	46,125	40,931	80
Oil, Petroleum .. .. .	44,717	29	—
Building Materials .. .. .	34,304	19,330	50
Leather and Leather Manufactures .. .. .	30,340	22,585	74
Iron and Steel Manufactures .. .. .	30,057	24,185	80
Stationery .. .. .	29,954	25,038	80
Matches .. .. .	25,257	—	—
Canvas .. .. .	21,109	20,987	90
Tea .. .. .	21,023	—	—
Salt .. .. .	11,394	1,005	9
Beads .. .. .	11,242	60	—
Arms and Ammunition .. .. .	5,780	3,422	59
All other sorts .. .. .	421,711	242,167	50
Total .. .. .	£3,024,123	£1,452,774	48

The value of articles imported into East Africa and the Uganda Protectorate during the year ended 31st March, 1917, and which are capable of being produced in South Africa, totalled £697,074 made up as follows:—

	£		£
Ale and Beer .. .. .	37,500	Tobacco .. .. .	1,200
Cement .. .. .	12,100	Wines .. .. .	24,800
Cigarettes .. .. .	57,500	Woollen Blankets .. .. .	2,600
Cigars .. .. .	7,300	Butter .. .. .	4,600
Foodstuffs .. .. .	104,800	Candles .. .. .	2,200
Flour and Wheat Meal .. .. .	48,200	Cheese .. .. .	2,800
Leather (unwrought) .. .. .	6,400	Bacon and Ham .. .. .	3,000
Leather Boots and Shoes .. .. .	20,200	Coal .. .. .	574
Leather Manufactures .. .. .	2,600	Fruit, Raw .. .. .	1,600
Matches .. .. .	25,200	Sugar .. .. .	91,600
Mineral Waters .. .. .	10,500	Tobacco, Manufactured .. .. .	35,200
Preserved Meats .. .. .	2,900	Vehicles .. .. .	3,700
Rope and Twine .. .. .	8,160	Preserved and Tinned or Bottled	
Brandy .. .. .	16,000	Fruits .. .. .	73,500
Soap .. .. .	70,000	Tea .. .. .	21,000





# UGANDA,

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## I. POPULATION STATISTICS, CLIMATIC CONDITIONS, RACIAL CONSTITUTION OF POPULATION.

Uganda is divided into Five Provinces, each Province being subdivided into Districts :—

(a) *Buganda Province* in which is incorporated the districts of Mengo, Entebbe, Masaka and Mufendi, embracing an area of 22,370 square miles of territory.

The population at the last census for this Province was officially returned as under :—

Europeans	..	..	..	..	514
Asiatics	..	..	..	..	1,429
Natives	..	..	..	..	668,309
					670,252
					Total for Buganda Province.

Of the above total 294,000 persons are engaged in agricultural pursuits; 14,647 are connected with manufactures and 7,915 with commerce.

(b) *Eastern Province*, embraces the districts of Busoga, Bukedi, Teso, Lango, Karamojo and Lolor, covering an area of 34,526 square miles. The population consists of :—

Europeans	..	..	..	..	152
Asiatics	..	..	..	..	1,755
Natives	..	..	..	..	1,376,615
					1,378,522
					Total for Eastern Province.

The number of persons employed in agriculture in this Province is 589,286, in manufactures 2,776, and in commerce 12,290.

(c) *Western Province*.—Districts Ankole, Tovo, Kigezi, taking up an area of 13,441 square miles. Population :—

Europeans	..	..	..	..	57
Asiatics	..	..	..	..	167
Natives	..	..	..	..	529,110
					529,334
					Total for Western Province.

In this Province 219,500 are engaged in agricultural pursuits, 2,900 in manufactures and 9,500 are connected with commerce.

(a) *Northern Province*.—Districts Bungovo, Gulu (includes Eastern and Western Maali), Chua and West Nile. Area in square miles 24,833. Population:—

Europeans ..	83
Asiatics ..	117
Natives ..	276,170
	<hr/>
	276,752 Total for Northern Province.

Those persons engaged in agricultural pursuits number 109,100; in manufactures 10,000 and in commerce 2,250.

(c) *Rudolf Province*.—Districts Turkwel, Turkana and Dabossa. Area in square miles 13,949. Population:—

Europeans ..	1
Asiatics .. ..	Nil
Natives (approx.)	100,000
	<hr/>
	100,001 Total for Rudolf Province.

No records are available concerning the pursuits of the population of the Rudolf Province.

From the above statistics it will be seen that the total European population for the whole of the Uganda Protectorate only numbers approximately 809 persons, and indeed at the present time, principally owing to the War and the consequent absence of a large number of the Settlers on Active Service, it is extremely doubtful if there are many more than 600 Europeans in the whole Protectorate covering an area of 109,119 square miles including 16,377 square miles of water.

The total Asiatic population is 3,548, and Natives 2,950,504, the total population for the Protectorate reaching a total of 2,954,861.

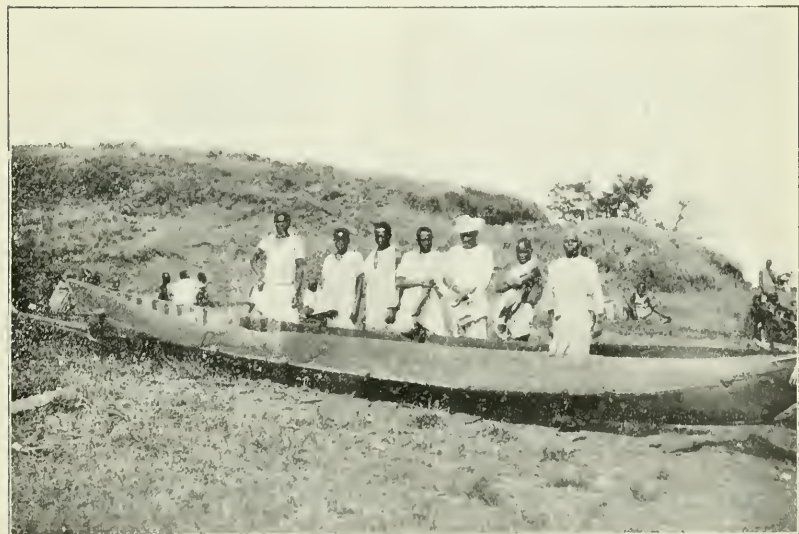
*Climatic Conditions*.—The average rainfall over the whole Protectorate is between fifty and sixty inches per annum. In 1916 the maximum rainfall was 73.41 and the minimum 1.74.

The short wet season begins in September and ends in November, and the long wet season commences in March and ends in June.

Unfortunately for the Province there has been a drought since October, 1917, up to the time of writing (December, 1918), which has caused much famine among the natives.



THE NILE AT THE OUTFLOW FROM LAKE VICTORIA NYANZA.



NATIVE CANOE AT JINGA, VICTORIA NYANZA.





## 2. SYSTEMS OF COINAGE—WEIGHTS AND MEASURES.

The system of coinage is the same as that prevailing in British East Africa, that is, Indian coinage as under :

1 Rupee	..	..	..	1s. 4d.	Unlimited tender.
$\frac{1}{2}$ "	..	..	..	8d.	} Legal tender up to 5 Rupees.
$\frac{1}{4}$ "	..	..	..	4d.	
50 Cents ..	..	..	..	8d.	
25 "	..	..	..	4d.	
10 "	..	..	..	1 $\frac{3}{4}$ d.	} Legal tender up to 50 Cents.
5 "	..	..	..	00 $\frac{3}{4}$ d.	
1 Cent ..	..	..	..	00 $\frac{4}{5}$ d.	
$\frac{1}{2}$ "	..	..	..	00 $\frac{3}{5}$ d.	} Unlimited tender.
Sovereigns	..	..	..	..	

The following East African Protectorate Currency Notes are also in circulation :—

Rupees	..	500
"	..	100
"	..	50
"	..	20
"	..	10
"	..	5

Legal tender currency is governed by Legislative Authority Currency Order in Council, 1905.

The estimated amount of coin in circulation is, Rupees 9,926,780. The amount of paper money in circulation is recorded by the British East African Protectorate.

*Currency in which Accounts are kept.*—Accounts are kept by the Government and by the Public-Indian with subsidiary central coins.

The Banks at present doing business in Uganda are The National Bank of India Limited, and Standard Bank of South Africa Limited, established under the Companies' Acts of 1862 and 1900.

*Weights and Measures.*—English standard ton of 2,240 lbs. Indians sell by Frasla—35 to 36 lbs. according to goods handled. The question of abolishing the frasla, gisela, etc., and substituting in their place a standard basis of 100 lbs. is still under discussion by the Chamber of Commerce.

## 3. SHIPPING FACILITIES.

There are six steamers running in normal times, but owing to the war there are only two steamers running. In addition to the Lake Steamers there are three tugs and a few sailing vessels.

For the year ended 31st March, 1917, 574 steamers were entered at Lake Ports on Lake Victoria, with a total tonnage of 505,708, 39,200 coming from Conquered Territory, 117,920 from British East Africa, and 348,588 from Protectorate Ports.

*Steamers entering at Ports on Lake Albert and Nile* during the same period, numbered 81 from Sudan, Congo-Belge and Protectorate Ports, with a total tonnage of 6,262.

*Lake Kioga and Victoria Nile* steamers entered at these ports, all coming from Protectorate ports, numbered 261, with a tonnage of 36,250.

Steam vessels cleared at all Protectorate ports for the year ended 31st March, 1917, to Conquered Territory (German East Africa) British East Africa Protectorate ports, Sudan, Congo-Belge, numbered 882 vessels, with a total tonnage of 535,663 tons.

*Sailing Vessels* entered at all Lake Ports during the above-mentioned period from all sources numbered 278, approximating 7,080 tons, and the vessels cleared at Ports to all sources numbered 268, with a total tonnage of 7,019 tons.

The following is a list of the Ports on the various lakes in the Protectorate :—

“*Lake Victoria.*”—Ports: Entebbe, Port Bell, Kibanga, Jinja, Mjanji and Bukakata.

“*Lake Albert and Nile.*”—Port Butiaba.

“*Lake Kioga and Victoria Nile.*”—Ports: Masindi Port, Namasagali, Bugondo and Lalli.

Excellent piers exist at the principal ports on Lake Victoria, viz., Entebbe, Port Bell and Jinja and all goods from and to South Africa would enter one of these ports. There is ample storage accommodation at the wharves, and the handling of goods is expeditiously carried out, steamers arriving and leaving punctually to scheduled time. Most of the work, including the clerical work, is carried out by Indians and Natives.

#### 4. CUSTOMS DUTIES.

The Customs Departments of the Uganda and East Africa Protectorates were amalgamated in April, 1917, when the road and wharfage dues hitherto in force, were abolished.

There is an *ad valorem* duty of ten per cent. (10%) imposed on all goods entering the Protectorate, unless otherwise stated in the Blue Book of the Protectorate. This Official Book gives all the necessary information relative to Customs matters.

All Customs matters are arranged at Mombasa, which is the port of entry to British East Africa, and from there goods are carried by rail to the terminus Kisumu, from which point the goods are picked up by the Lake Steamers and taken to the various Lake Ports.

## 5. RAILWAY FACILITIES AND RATES. WATER AND ROAD TRANSPORT BETWEEN PRODUCING AND DISTRIBUTING CENTRES.

The Uganda Railway, as it is called, would appear to be a misnomer, seeing that the line does not enter Uganda proper, but ends on the Eastern shore of Lake Victoria. The apparent misnomer is excusable, however, as in the early days the Eastern shore of the Lake was also included in the territory known as Uganda.

The line commences at Mombasa, running through British East Africa to Nairobi and from there on to Kisumu, or Port Florence, which is the terminus.

In Uganda proper there are two branch lines—the most important one being from Jinja pier to Namasagali, the length open for traffic being 62 miles. This is known as the Busoga Railway but is controlled by the Uganda Government.

The other line is known as the Port Bell—Kampala Railway and connects with Port Bell and the town of Kampala, the distance being only six miles.

*Railway Tariff Rates.*—The classification of goods Tariff rates, etc., over the Uganda Railways and also over the Lakes—the latter service being also administered by the Uganda Railways,—is set out in official Tariff Book No. 9, issued on the 1st April, 1915, by the Administration. Since the issue of this Tariff Book, however, various alterations and amendments have been made, such alterations and additions being published in pamphlet form.

In addition, it is most important to remember that a special surcharge is made on certain classes of traffic conveyed at Goods rate and on Parcels Traffic. This surcharge came into operation on the 1st April, 1918, and has presumably been levied to meet war expenses connected with the Railways.

All goods are classified, each classification having a special rate applicable plus the special surcharge should the goods specified fall under the category of surcharges.

Special rates are in force for the products of the country, and there is also a special tariff operating for explosives imported into the country. For example, Cotton Seed, which is one of the most prolific products of the country, is conveyed at a special tariff, which is in operation from any of the undermentioned stations to Mombasa, Kilindini or Kilindini Pier:—Kisumu, Jinja Pier, Port Bell Pier, Entebbe, Bukakata, at the rate of Rs. 0.90 cents per 100 lbs.

From Karungu, Sio Pier, Mjanji Pier, Shirati Musoma, rate Rs. 1.00 per 100 lbs.

From Bukoba and Mwanza rate Rs. 1.05 cents per 100 lbs.

The above rates apply at "Owner's Risk" only, the alternative "Railway Risk" being Class Rate No. 2.

cents; Stationery, Rs. 2-00 cents; Stout, Rs. 3-00 cents; Sugar, Rs. 2-00 cents; Tanks, galvanized iron, Rs. 0-50 cents; Tar, Rs., 0-50 cents; Tea, Rs. 3-00 cents; Timber, imported Rs. 0-20 cents; Tobacco imported, Rs. 6-00 cents; Trophies, Rs. 5-00 cents; Wearing apparel, Rs. 3-00 cents; Wines, Rs. 5-00 cents; Wool, Rs. 3-00 cents; Woollen goods, Rs. 4-00 cents. All the above-mentioned are surcharges per 100 lbs., either entering or leaving the Protectorate.

Vehicles are surcharged from Rs. 10 to Rs. 50 each, according to classification. Motor Cycles are surcharged Rs. 10 each and Cycles not motor, Rs. 3 each.

Many of the products of the country are not surcharged, such as Castor Seed, Cocoa and Coffee Beans, Cotton raw, ginned or unginned, Cotton pressed, Cotton Seed Cake, Flax, Flax Seed, Flour, Fodder of all kinds, Grain, Maize, Plants and Shrubs, Returned empties, Seeds, Agricultural and Garden, Sien Sien Seed Cake, C.P., Soda, Sunflower Seeds, C.P., Stone, Timber, C.P., etc.

It is probable that after the war the surcharges will be reviewed.

*Water and Road Transport.*—A Motor and Porter Service is maintained by the Government and is controlled by the Director of Transport, Kampala.

During the year 1917-1918 the total tonnage handled by the Department was 5,282 tons, being a decrease of 1,343 tons compared with the previous year. The following table will give some idea of the methods of transport :

Motors	..	..	..	..	..	..	..	1,626 tons.
Carts	..	..	..	..	..	..	..	1,292 "
Porters	..	..	..	..	..	..	..	1,621 "
Contractors, Steamers, Railway, etc., etc.	..	..	..	..	..	..	..	743 "
Total	..	..	..	..	..	..	..	<u>5,282 tons.</u>

Motor figures do not show to advantage run over long distances. Carts and Porters only perform delivery work in towns, whereas Motors travel distances from 50 to 150 miles.

There are at present twelve (12) Motor vans in service and two more are on the way out from England.

Appended is the mileage table. (See Schedule "A.")

*Bullock Transport.*—When available and not required for Government work, goods may be accepted for conveyance by bullock cart or wagons at the rate of Rs. 1-00 per ton per mile. Enquiries should be addressed to the Director of Uganda Transport, Kampala.

All charges must be prepaid.

*Hiring.*—Vans may be hired by the day, when available; they are capable of carrying 20 passengers or one-half to two tons of goods.

Empty returning vans may be hired by planters and others at a rate of Rs. 1-25 cents per mile, the hirer to provide the necessary labour for loading.





NATIVE DHOW ON LAKE VICTORIA NYANZA.



RIPON FALLS, UGANDA.

The Government maintains an up-to-date repairing workshop at Kampala, complete in every detail, controlled by Captain Hill, and it was pleasing to see the state of perfection to which things were brought. No better workshop exists in the Union of South Africa.

All motors are driven by paraffin, with the exception of 10 per cent. petrol. About 1,000 (one thousand) gallons of oil are used per month by this Department, and they are anxious to experiment with Natalite, and the Nairobi representative is now in communication with the Director of Transport at Kampala.

An important route likely to be greatly used after the War is the Kampala-Congo route. The Uganda Government motors at present run to Mile 160—Matere—and the remaining 56 miles of road is now being completed to Tovo (Fort Portal).

From Masindi Port to Butiaba, connecting Lake Kioga and Albert, there is a service of motor vans—partly Belgian and partly British, the Belgian service feeding the mines.

The following roads are in existence in the Protectorate :

Entebbe to Kampala	.. .. .	Distance	25 miles.
Mukomo to Port Bell	.. .. .	..	3 ..
Kampala to Nakosongola	.. .. .	..	97 ..
Kampala to Fort Portal	.. .. .	..	210 ..
Masindi Port to Butiaba	.. .. .	..	76 ..
Masaka to Bukakata	.. .. .	..	24 ..
Jinja to Mbale	.. .. .	..	94 ..
Kampala to Jinja	.. .. .	..	58 ..
Kampala to Hoinia	.. .. .	..	128 ..
Hoinia to Masindi	.. .. .	..	34 ..
Hoinia to Butiaba	.. .. .	..	30 ..
Entebbe to Masaka	.. .. .	..	72 ..
Masaka to Mbarara	.. .. .	..	87 ..
Iganga to Kabri	.. .. .	..	20 ..
Jinja to Kakindu	.. .. .	..	45 ..
Mbale to Kumi	.. .. .	..	35 ..
Mbale to Mjanji	.. .. .	..	63 ..
Kumi to Aga	.. .. .	..	16.93 ..
Sovoti to Lale	.. .. .	..	12.10 ..
Kamuli to Mbulaviuti	.. .. .	..	8 ..
Luzinga to Kaleri	.. .. .	..	27 ..
Serere to Bugondo	.. .. .	..	15 ..
Tororo to Magingera	.. .. .	..	1 $\frac{1}{2}$ ..
Lake Kuga (Sangai—Pilitok)	.. .. .	..	15 ..
Katchuy to Lira	.. .. .	..	25 ..
Kumi to Salisbury	.. .. .	..	8 ..
Pollisa to Gogonia	.. .. .	..	10 ..

It is possible to travel from Jinja, a lake port on Lake Victoria, to Namasagali by rail, from Namasagali by boat up the Nile (in stern wheelers), through Lake Kioga to Port Masindi, from Port Masindi to Masindi itself (which is a Government centre and Planting station), from Masindi by motor transport to Butiaba on Lake Albert, from Butiaba by boat on Lake Albert to Wadelai on the Nile, from Wadelai to Nimule either by road or boat to just inside the Egyptian Soudan, and from the Soudan by road to Gondokovo and from Gondokovo by boat to Cairo. It will thus be seen that this may eventually develop into an important route.

Chief houses doing business in Uganda are as follow :—

African Mercantile Co. Ltd.  
 Alldine Visram.  
 B.E.A. Corporation Ltd.  
 Besson, L.  
 Borup, K.  
 Bousted & Clarke  
 British American Tobacco Co.  
 Burn, W. A.  
 Cameron, A. J. M.  
 Cameron, A. W.  
 Childs & Joseph.  
 Dastur, P. F.  
 Figuerredo, H. de  
 Gill & Johnson.  
 Hunter & Greig.  
 Klein, Max.  
 Leggett, M. C. M.  
 Levi, A.  
 Matira Forest Rubber Co., Ltd.  
 Mengo Planters Ltd.  
 Moses, M.  
 National Bank of India Ltd.  
 Singer Sewing Machine Co.  
 Societe Coloniale Italiana.  
 Tate, Smith & Henderson.  
 Uganda Co., Ltd.  
 Uganda Cotton Buying & Ginning Co., Ltd.  
 Uganda Printing and Publishing Co., Ltd.

All the above-mentioned firms are registered at the Uganda Chamber of Commerce, Kampala.

Most of the firms, European and Indian, with the exception of the Uganda Coy., Ltd., have at one time or another interested themselves in South African products.

The general opinion of these firms engaged in South African trade is that a large trade, principally native, can be developed with the Protectorate. The principal requirements of the *Native Trade* are :—Cotton Piece Goods, Blankets, Soaps, Cheap Tea, Sugar, Boots and Shoes, Hoes (digging), Enamelware such as plates and small basins, etc., and Cycles.

*European Trade* :—Agricultural Implements such as Ploughs, Hoes, Picks, Hammers, Crowbars, are all much needed.

Cultivators are also in good demand and are imported from America. Ploughs and Lawn Mowers are imported from the United Kingdom—the latter also from U.S.A.

#### SOUTH AFRICAN PRODUCTS.

Biscuits, Confectionery, Saddlery, Footwear, Jams, Syrups, Canned and Dried Fruits, Rubber Tyres, Brushware, Rope and Twine, Rickshaws, Bullock and other Carts, Sugar and Tea, Tobaccos and Cheese will find a ready market if prices can compete with the European article, " *but so far prices have not rendered this possible.*"



## CHEESE.

A great deal is imported from Holland in normal times, and retailed from 1s. 4d. to 1s. 8d. per lb. The local supply is moderate and South Africa should be able to come in strongly here.

## EUROPEAN TRADE.

The following South African products might find a ready sale, provided some energy were displayed in their introduction, *viz.* :—Biscuits, Confectionery, Saddlery, Footwear, Jams, Syrups, Canned and Dried Fruits, Rubber Tyres, Brushware, Rope and Twine, Rickshaws, Bullock and other carts—made to suit the local idea—Sugar, Tea, Tobacco, etc.

European merchants interviewed respecting South African products were not in any way enthusiastic respecting either quality or price. The complaints may have been, and I think in some instances were, exaggerated, and were not borne out by Indian and Goanese merchants who have handled South African Goods. But if manufacturers are desirous of opening up overseas trade with Equatorial Africa, the greatest care must be exercised in the packing, and all articles susceptible to depreciation by heat or humidity must be forwarded in strong hermetically sealed cases. I have been shown samples of a certain class of goods, including biscuits and tobacco, which through the want of suitable packing were, when opened up, unfit for sale. This point cannot be emphasised too strongly.

It has been most difficult to get at the actual figures ruling in normal times of the cost of such articles enumerated above for comparison with Union prices, but I am satisfied that, for the most part, the latter prices were higher. Owing to the lack of imports at present, merchants are only too anxious to procure goods from any markets when freightage is possible, and small consignments of South African products have found their way to Uganda; but there is every possibility of a fair trade being developed in certain lines, and the fullest advantage should be taken of the opportunity—when commodities are unprocurable in other markets—to push South African goods, which up to the present has only been done in a half-hearted way. I shall make certain suggestions respecting this important matter elsewhere.

The European population of Uganda is so small that any trade arising in South African products covering their requirements only would be very limited, but it must be borne in mind that a very large portion of the native population, *viz.*, Buganda, is making rapid advancement in European ideas, and the consumption of European articles of food, clothing, and household requisites, is very large, and is on the increase.

In pre-war times practically all requirements were imported from Europe or India, and the total imports for the year 1916-1917 amounted to £866,000—exclusive of specie or bullion. Of this total less than £3,000 worth came from South Africa.

Appended is a detailed list of such imports. (See Schedule "B.")

Leaving out the item "Cotton piece goods," which is probably three-fourths of the total, it is apparent that there is still a very large scope for the expansion and development of South African trade.

As far as time allowed I interviewed the leading European and Indian General Merchants, and was struck by the quantities of imported provisions which are to be seen in all the stores and which South Africa produces to-day, and from a wide experience in the handling of this class of goods in the past, both imported and local, I am quite satisfied that if many of our lines are taken up they will hold their own as regards quality. One prominent merchant, who stated that hitherto he had not handled South African provisions, had now placed an order for the following lines: Confectionery, Baking Powder, Chutney, Sauce, Pepper, Currants and Dried Fruits, Cheddar Cheese, Cape Lobster, Macaroni and Vermicelli, Pickles and Flavouring Essences, Ink, Biscuits, Cigars and Cheroots—and further stated that his future trade relations with the Union would be influenced by the way the goods opened up and the landed cost, as compared with the imported article, when normal times arrived.

It strikes me forcibly that South Africa should in future play a good part in the supplying of Wines, Brandies, Gin, Liqueurs, etc., in this Territory—at present the public taste is educated to the French and Italian products, and in some quarters where it has been tried, the Cape article (wine) has been considered too alcoholic and heavy. I consider now that a start has been made in introducing Cape Wines, the suppliers should carefully study the taste requirements, and it would appear an easy matter to supply a lighter wine if the consumer so desires. The climatic conditions are such in Uganda as to preclude the popularity of table wines of a heavy nature. If advantage is not taken at the present time to popularise Cape Wines by every possible means, when the European market is again accessible there will be a return to the imported brands generally used in the past. The Cape Brandies, Gin, and Liqueurs where tried have proven very satisfactory, and there is no reason why there should not be an increased demand, as it is the general opinion that they are equal, if not superior, to the imported article—excluding, of course, the very high-class French brandies, which are not in everyday use but for special and medicinal purposes. There is a fair demand for Beer, which is at present particularly scarce. The Japanese article, strange to say, has got into this market, and is competing with the South African product—and has the advantage with merchants and others handling Beers, of being better and more carefully packed. The quality of the Japanese Beer is in no way considered up to the high standard of the South African article, and the retail prices are the same, *viz.*, Rs. 2-25 cents per nominal quart bottle. If the Union brewers consider the exploiting of this market to be worth their while, they must fall in line with their competitors from Japan, and exercise the necessary care as regards packing, etc., to ensure landing their consignments in such a way as to sustain minimum loss by breakage.

To sum up the position, as it occurs to me, there is an opening for any South African manufactured article or product in general use by Europeans in Uganda, and owing to the fact that South Africa has not been a competitor in the past, the present industrial activity of the Union is practically unknown.

#### NATIVE TRADE.

The principal manufactured article used by natives—as mentioned elsewhere—is Cotton Cloth, and at present this may be passed over—the Union not being a producer. But some of our industries might contribute largely to their requirements. At present, as the Tanning Industry of South Africa is expanding and a large demand exists here for leather goods, principally footwear, there is no reason why the Union should not get its share of the trade. I am not at present in a position to state whether conditions in the leather trade permit of footwear being exported, but the fact should not be overlooked that there is undoubtedly a market for the finished article in Uganda—better class as well as cheap—and the merchants I have consulted are only too eager to acquire all information and get into touch with manufacturers. Of course it is only a question of time when the Protectorate will manufacture its own leather goods, as all the raw material is in abundance and at hand. That being so, South Africa should make use of the present opportunity and try to establish a market for its leather output, for although hides and skins are plentiful it does not follow that the Tanning Industry will be established on a commercial basis within a short period of time.

#### BLANKETS.

This article finds a ready sale throughout the entire country, and practically is in use by all inhabitants. The purely cotton article is not in favour, and has little demand—all wool and mixed wool being the ruling feature. The importations have been from England and Holland—these two countries controlling the entire market. If the woollen industry of the Union expands at all, and if overseas markets are sought after, there is undoubtedly an excellent opportunity to develop the Native Blanket trade, always providing competition in price will favour the Union manufactures. The demand is here, and it is for the manufacturers of any country to acquire the trade by the superiority in quality and favourable prices. It should be remarked that the natives catered for in this line are particularly wide-awake, and having a commercial tendency—due probably to their long intercourse with Arab traders—are very quick to discern if the article they are purchasing is not in every way satisfactory as regards quality and price.

#### HARDWARE.

There is an unlimited demand for a cheap class of Hoe—which is used by the Native Cotton planters. Prior to the War German manufacturers had almost the sole trade in this article—due exclusively, from what I have been told, to their ready adaptability to

supply the article as required by the native planter. The article in question is devoid of any finish whatever, and is particularly serviceable for the needs required. As South Africa has now established industries capable of turning out such goods, it seems to me that it would be well worth while for those interested to consider the advisability of competing in this particular line in this market, especially as freights must tell in favour of the South African manufacturer. There are other hardware lines in demand, such as Enamelware, Pots, Pans, Plates, Small Basins, Ironmongery of all descriptions, Tools, etc., but at present, from a South African producing point of view, hardly worthy of consideration. Paints and Distempers are also in demand, being largely used by the native as well as the European in the building of their abodes. The trade in articles of this nature and use is capable of much further development.

Cheap perfumery is very popular, and commands a ready sale. A very large business is carried on with the natives in such articles, the perfumery being put up in fancy bottles, which seems the particular attraction.

Cheap tea, tobacco and sugar are also in daily use by a fair percentage of the population. Ceylon has hitherto supplied the tea requirements, but the Natal product, which is put up for native trade exclusively, might easily replace this.

The tobacco in favour with the natives, and exclusively used by them, is an inferior article of the cheapest kind known in the trade as "shag." This can be used in pipes or made up by the consumer into cigarettes. The tobacco for native consumption, as far as I can find out, in pre-war days came from Holland. South Africa can supply the required article, and dealers have told me that it is in many respects superior, but the packing is at fault, and for some unaccountable reason it does not remain in condition as long as the Holland product. More trouble and pains taken to put up the packets to meet the requirements of the Uganda market, and more care bestowed on the actual packing to guard against depreciation, might easily result in this commodity being entirely imported from South Africa—even when normal conditions are restored. In fact, there is no reason whatever why Equatorial Africa should not be an important customer for all South African tobacco products. I have noticed that in most instances the stores did carry small stocks of Union tobaccos, but it was surprising to me that in many cases they were brands which were practically unknown in the South African market. The better qualities of South African tobaccos were unprocurable, and certainly some of the brands which were on sale could not do otherwise than create an unfavourable impression. Where good South African tobaccos have had a trial they have upheld their great reputation, and it is to be regretted if cheap and uninviting brands are dumped on this market at the start. A good deal has yet to be done in the way of introducing the various brands of South African cigarettes, which on their merits as regards price and quality should easily replace the lines at present in use.





COUNTRY AROUND ENTEBBE.



THE NILE AFTER LEAVING LAKE VICTORIA NYANZA, GOING NORTHWARD.

Trade in such articles as Sugar, White Flour, Cheese, and High-class Tea, is capable of development. Uganda has hitherto drawn these commodities from overseas.

It is quite possible that the drawing of raw products from Uganda will be infinitely more important to South African commerce than supplying the territory with a share of its manufactured articles. There are at the present time many drawbacks, inasmuch as the absence of rail transport in the country retards development, and renders it impossible to place on the market of South Africa or elsewhere many products which, under different circumstances, would be valuable assets to the country and in ready demand elsewhere—notably cotton seed, timber, citrus and other fruits, maize and products thereof, potatoes, etc. Notwithstanding this fact Uganda has made wonderful strides in its producing capacity, and the future possibilities are boundless.

For the purposes of this report (Trade) I shall only deal with the products of the territory that interest, or are likely to interest, South African manufacturers or merchants.

#### COTTON.

This is the main crop, and by its proportions overshadows every other product at present taken from the soil of Uganda.

The export for the year 1917 amounted to £560,000—being two-thirds of the entire exports of the Protectorate.

The acreage under cultivation is estimated at 133,000 and the yield approximately 30,000 bales of 400 lbs. each—and the areas under cultivation are yearly increasing.

It is a matter of great interest to a stranger to observe that practically all the cotton production is in the hands of the natives, who own their own lands, and make a feature of cotton growing. The native grower disposes of his crop to the middleman or Ginner direct, and according to the latest returns to hand there are ample ginning plants in the Protectorate to cope with all the raw material, which, after treatment, is exported to various British and Indian markets, to come back in value in the manufactured article, which constitutes such a large portion of the wholesale and retail trade of the country.

*Cotton Seed.*—The Agricultural Department has informed me that from 10,000 to 15,000 tons of this seed is available annually. This seed produces under treatment about 12 per cent. of oil, but under present conditions is a commodity of practically no value whatever, being used up in any way possible, such as for fuel and manuring purposes.

The cost of transport and shipping facilities prohibit its exportation to markets where it would be most useful and desirable and command a ready sale. In normal times the standard value was about 30/- per ton, but depreciation has taken place to such a considerable extent that the present market value does not exceed 7/- per ton.

## COFFEE.

The development in this country (Uganda) of this article is particularly interesting. At present there are divergent views amongst the growers themselves as to the future success of the crop. I was given an opportunity of inspecting several large plantations, and was shown the different methods of culture. Where labour and attention were expended it was obvious to me that the result was satisfactory, but where plantations were neglected (as many were, overrun with noxious weeds and grasses) the coffee crop, as it would be with any other crop, was a dismal failure. Notwithstanding the fact that Fungoid and insect pests are prevalent, and often cause considerable anxiety, the prospects for coffee in the parts best suited for its cultivation are extremely promising.

The area under Arabian Coffee is approximately :—

European Planters	..	14,000	acres.
Native Planters	..	10,000	..

and the exports for the last three years were, in cwts. :

1915-1916	..	..	Husked	8,600	Parchment	34,500
1916-1917	..	..	Husked	31,000	Parchment	17,400
1917-1918	..	..	Husked	15,000	Parchment	4,500

The war is responsible for the fall-off in 1917-1918, and under normal conditions the figures would have been considerably greater.

At present, most of the coffee is cured in the country, and the export figures show the decrease in parchment coffee by comparison with milled.

The Uganda coffee has not entered largely into the South African market—due to several causes—but the principal one would appear to be its high grade, which commands a much higher price in the British markets than South African dealers would be prepared to consider at present. There have been sample consignments forwarded to South Africa, and the quality found perfectly satisfactory, but coffee consumers in the Union have hitherto been satisfied with a much cheaper quality, and supplies to meet the South African requirements are easily obtainable elsewhere. At the same time a good deal of high-grade coffee is being used in South Africa for blending purposes, and there is no reason why Uganda should not have a large portion of that trade direct, as it is a fact that Uganda Coffee, in small parcels, before the war, found its way to South Africa from London for the purposes mentioned. At the present moment growers and dealers are turning to South Africa as a future possible market, and are awakening to the fact that there is an opportunity, if handled properly, to place their product not very remote from their own doors.

I have made it a special point, when discussing the matter with either growers or merchants, to state that the success of operations on the South African market will be due entirely to the price, which must fall in line with all other competitors for coffee of similar quality.



## RUBBER.

The acreage under Rubber is approximately as under :—

Para	..	..	..	6,000 acres.
Others	..	..	..	1,500 ..

and the exports, in lbs., for the last three years were :—

1915-16.	1916-17.	1917-18.
52,349	71,995	144,727

The area under Para is being rapidly extended, as this rubber does well in the country. Coara rubber also flourishes, but has gone out of favour, giving place to Para.

It may be mentioned that most of the area mentioned above as being under Para has not yet reached the producing stage.

The indications are that rubber producing will be a very important factor in the future development of Uganda—the soil, climate and conditions being especially in its favour.

It may be of interest to mention that rubber trees are usually planted 100 to the acre, and in the seventh year yield one pound per tree dry rubber, but many trees give three pounds at ten years and some individual trees produce even greater yields. It is usually reckoned to cost from 1/- to 1/3 per pound to put rubber on the English market. The yield increases from the seventh year for several years.

## HIDES AND SKINS.

The number of cattle in the Protectorate has been estimated at 660,000, but there are parts of the country where any accurate estimate is impossible, and the figures given do not represent the full total.

Hides exported in recent years have been as under :—

1914-15	..	..	..	38,000 cwts.
1915-16	..	..	..	18,000 ..
1916-17	..	..	..	19,000 ..
1917-18	..	..	..	22,000 ..

Heavier hides are more plentiful than the lighter kinds, the proportion being 60 per cent. heavy, 40 per cent. light. From 12 to 13 lbs. is considered a light hide.

According to the Uganda Chamber of Commerce an effort is now being made to improve the quality by impressing on the natives the fact that higher prices will be paid for well stretched and cleaned hides than for those on which meat and fat have been left to increase the weight.

The United States of America has in the past taken practically all goat skins, and probably will continue to do so when times are normal, as the demand for that country's requirements of this article seems unlimited.

## OIL SEEDS.

The quantities of Oil seeds exported from Uganda in recent years are as follows—

*Exports of Seeds, Sim Sim.*

1913-14	..	..	..	17,000 cwts.
1914-15	..	..	..	8,514 ..
1915-16	..	..	..	39,201 ..
1916-17	..	..	..	38,000 ..

The exports have been greatly interfered with by war conditions and other causes. The amount available for export of these seeds could be much increased on a return to normal conditions, as all three crops are extensively cultivated throughout the Protectorate. The export of Sien Sien and ground nuts was largely to France, but in future there is no reason why South African industries which are using the product of these seeds should not draw supplies from this Protectorate. Up to the present, as far as I can learn, there have been no enquiries from South Africa—at any rate, I have been so informed by merchants in Uganda dealing in same.

There are other crops producing oil seed such as Castor Oil and Bulyrospermum Parkie, but up to the present they have not been commercially developed.

Castor Oil plants grow wild in Uganda, and there are several varieties, and they are grown extensively by natives for the sake of the wood only—the seed not being utilised. B-Parkie is the tree producing Shea Nuts, and it is plentiful in the Northern parts of the Province. There are other crops which have seed of potential value for oil extraction, and which grow in the country, such as rubber trees, sunflowers, soya beans and linseed, the last three only in a very small way.

Beeswax can also be obtained in small quantities.

## FIBRES.

Up to the present Uganda has practically no cultivated crops producing fibres. Sisal was tried some years ago, but for certain reasons its cultivation was abandoned, although the soil and climatic conditions of certain parts of the Province are distinctly in its favour, and there is no reason why its cultivation in the future should not prove a success.

Flax has recently been planted on an experimental scale only. The future of this is entirely problematical.

It may be as well to include Plantain as a possible source of fibre, as it is very extensively grown for food in many parts of the Protectorate.

## TIMBER.

The Protectorate has imported large quantities of timber in the past, and there is no present indication that any export of this article will take place. But since the war native timber has been used successfully in construction work, buildings and furniture making, which is now carried on extensively throughout the Protectorate.

## MISCELLANEOUS.

Maize can be grown successfully, but the cost of transport prohibits its exportation, and all that is produced is consumed locally.

Other products which are capable of development include raw silk and paper pulp—the latter from elephant grass which is found growing on a large scale in many parts of the country.

The following also grow readily:—Pineapples, all citrus fruits, vanilla, black pepper, onions, peaches, bananas, capsicums, beans, cinchona and sweet geranium for perfumes.

There is quite a large export trade carried on in chillies—amounting last year to £27,000 worth—which are used largely in the manufacture of condiments, etc., and the demand is still maintained in the British markets.

The growing of sugar cane is still in its infancy. There has been little attention paid in the past to this crop, and at present crushing does not take place on a large scale—only small hand machinery being in use. Coarse brown sugar, known locally as “jaggery,” is produced and used solely by Indians. Better mills are at present being imported, and it must be only a question of time when the sugar production will become very important.

The cultivation of cocoa is also still in its infancy, and all the cocoa so far produced has been required for seed purposes.

## INDIAN TRADE.

The Indian Trader is prominent everywhere throughout Uganda where business is to be done either in a large or a small way, and is a very important factor in the commercial life of the place. He outnumbers the European merchant by ten to one, and his influence is still extending. He is meeting at the present time a little competition at the hands of the Buganda, who is interesting himself in cotton dealing as a middleman between the grower and the ginner, and in other small branches of trade.

The Indian trader for the most part transacts his business through European wholesale houses, but there are amongst them a number of independent shippers who indent for their requirements in any markets they desire.

There is naturally amongst the Indian business element an inclination to foster trade as far as practicable with India, and the Indians' personal requirements—foodstuffs and so on—which have to be imported, are brought largely from that country.

#### COAL.

Up to the present there has been no discovery of coal in the Protectorate, and for years to come there cannot be any demand, as wood fuel is plentiful throughout the length and breadth of the land, and takes the place of coal for domestic and all other purposes.

#### MINES.

There are no minerals of any consequence whatever, and the country has not yet reached the manufacturing stage.

#### T. SLEITH.

## APPENDIX.

## SCHEDULE A.

See Page 38.

## MILEAGE TABLE.

	Bombo.	Entebbe.	Kampala.	Matere.	Mityana.	Mubendi.	Mukono.	Tovo.	Masindi Port.	Masindi.	Butiaba.
Bombo .. ..	..	50	25	185	75	130	41	232	..	..	..
Entebbe .. ..	50	..	25	185	75	130	41	232	..	..	..
Kampala .. ..	25	25	..	160	50	105	17	207	..	..	..
Matere .. ..	185	185	160	..	110	55	177	47	..	..	..
Mityana .. ..	75	75	50	110	..	55	67	157	..	..	..
Mubendi .. ..	130	130	105	55	55	..	122	102	..	..	..
Mukono .. ..	41	41	17	177	67	122	..	224	..	..	..
Tovo .. ..	232	232	207	47	157	102	224	..	..	..	..
Masindi Port .. ..	..	..	..	..	..	..	..	..	..	30	77
Masindi .. ..	..	..	..	..	..	..	..	..	30	..	47
Butiaba .. ..	..	..	..	..	..	..	..	..	77	47	..

## CLASSIFICATION OF GOODS.

Class 1.—Native Crops, *i.e.*, Cotton, Sien Sien.

Class 2.—General Merchandise, Hides, Skins, Plantation Crops.

Class 3.—Passengers' Luggage, Personal Effects and Equipment.

Class 4.—Specie, Ivory, Petrol and Cartridges.

(Bulky Articles Double Rates.)

TABLE OF RATES PER 10 LBS.

Miles.	Class 1. Rs. cts.	Class 2. Rs. cts.	Class 3. Rs. cts.	Class 4. Rs. cts.
5	1½	2	2½	3
10	3	4	5	6
15	4½	6	7½	9
20	6	8	10	12
25	7½	10	12½	15
30	9	12	15	18
35	10½	14	17½	21
40	12	16	20	24
45	13½	18	22½	27
50	15	20	25	30
55	16½	22	27½	33
60	18	24	30	36
65	19½	26	32½	39
70	21	28	35	42
75	22½	30	37½	45
80	24	32	40	48
85	25½	34	42½	51
90	27	36	45	54
95	28½	38	47½	57
100	30	40	50	60
105	31½	42	52½	63
110	33	44	55	66
115	34½	46	57½	69
120	36	48	60	72
125	37½	50	62½	75
130	39	52	65	78
135	40½	54	67½	81
140	42	56	70	84
145	43½	58	72½	87
150	45	60	75	90
155	46½	62	77½	93
160	48	64	80	96
165	49½	66	82½	99
170	51	68	85	1 02
175	52½	70	87½	1 05
180	54	72	90	1 08
185	55½	74	92½	1 11
190	57	76	95	1 14
195	58½	78	97½	1 17
200	60	80	1 00	1 20
205	61½	82	1 02½	1 23
210	63	84	1 05	1 26
215	64½	86	1 07½	1 29
220	66	88	1 10	1 32
225	67½	1 00	1 12½	1 35
230	69	1 02	1 15	1 38
235	70½	1 04	1 17½	1 41

Fractions of five miles to be charged as five miles.

Fractions of ten lbs. to be charged as ten lbs.

Minimum charge, 25 cents.

Passenger rates are at the rate of Rs. 1—25 cents for every five miles for the single journey, and Rs. 2—50 cents for the return journey for Europeans. For Asiatics Rs. 0—75 cents for every five miles for the single, and Rs. 1—50 for the return journey.

African Natives are charged at the rate of Rs. 0—50 cents for every five miles single journey, and Rs. 1—00 for the return journey.

In no case is any allowance made for the return journey. Fractions of five miles are charged as five miles.

In conjunction with the Motors on the Tovo Road a bullock cart service is maintained between the Motor terminus and Fort Portal. The combined Motor and Bullock Transport Rates for this service to or from Kampala and Fort Portal are, per 10 lbs. —

Class 1.	Class 2.	Class 3.	Class 4.
cts.	cts.	cts.	Rs. cts.
51	67	84	1 01

## SCHEDULE B.

See Page 41.

Articles.	Totals.
Ale and Beer .. .. .	£5,943
Bacon and Ham .. .. .	2,010
Butter .. .. .	3,558
Cheese .. .. .	564
Cigarettes .. .. .	6,312
Cigars .. .. .	1,148
Coffee .. .. .	2,100
Condensed Milk .. .. .	3,284
Fruit and Vegetables (Fresh) .. .. .	435
Dhall .. .. .	610
Flour .. .. .	9,538
Maize .. .. .	143
Rice .. .. .	6,753
Wheat .. .. .	85
Grain, other kinds .. .. .	382
Live Animals .. .. .	38
Mineral and Aerated Waters .. .. .	445
Provisions .. .. .	26,052
Salt .. .. .	18,706
Brandy .. .. .	1,678
Whisky .. .. .	14,497
Gin .. .. .	1,874
Liqueurs and other sorts .. .. .	492
Sugar and Molasses .. .. .	11,125
Tea .. .. .	4,389
Tobacco, Manufactured .. .. .	20,435
Wines .. .. .	8,339
Miscellaneous (Beans, etc.) .. .. .	54
Cotton, unginmed .. .. .	92
Hides, ox and cow .. .. .	900
Hides, Buffalo .. .. .	27
Hippopotamus Teeth .. .. .	48
Ivory .. .. .	27,741
Petroleum, Kerosene .. .. .	15,167
Petroleum, other sorts .. .. .	6,716
Oils, other kinds .. .. .	3,772
Fats and Grease .. .. .	435
Horns, Rhinoceros .. .. .	4
Rubber .. .. .	1,324
Seeds, Plants and Trees .. .. .	78
Skins, Goat .. .. .	71
Skins, Miscellaneous .. .. .	14
Timber .. .. .	492
Trophies .. .. .	2
Unenumerated Items .. .. .	280
Ammunition .. .. .	899
Apparel, Wearing .. .. .	16,307
Bags and Sacks .. .. .	24,589
Beads .. .. .	874
Blankets, Cotton .. .. .	33,541
Blankets, Woollen .. .. .	1,481
Books .. .. .	1,498
Building Material .. .. .	1,634
Camp Equipment .. .. .	1,426
Candles .. .. .	577

Cement .. .. .	20,853
Chemicals and Drugs .. .. .	9,758
Cutlery .. .. .	1,482
Disinfectants .. .. .	626
Dyes and Colours .. .. .	664
Earthenware, China and Glass .. .. .	4,200
Electrical Goods .. .. .	1,001
Explosives, other than Ammunition .. .. .	161
Fire Arms .. .. .	1,552
Furniture .. .. .	784
Haberdashery .. .. .	510
Hardware .. .. .	8,472
Implements, Agricultural .. .. .	19,795
Instruments, Scientific .. .. .	170
Surgical Instruments .. .. .	813
Instruments, Pianos .. .. .	100
Instruments, Musical, other sorts .. .. .	151
Ivory, Curios .. .. .	61
Jewellery .. .. .	5
Lamps .. .. .	2,351
Leather, Unwrought .. .. .	728
Leather, Wrought, Boots and Shoes .. .. .	3,791
Leather, Wrought, Saddlery and Harness .. .. .	21
Leather, Wrought, Manufactures, Unenumerated .. .. .	1,804
Lime .. .. .	84
Machinery, Agriculture .. .. .	1,739
Machinery, Industrial .. .. .	7,205
Machinery, other kinds .. .. .	5,088
Manures and Insecticides .. .. .	7
Matches .. .. .	5,229
Metals, Brass and Copper Wire .. .. .	1,107
Metals, Brass and Copper, Unenumerated .. .. .	1,347
Metals, Galvanized Iron, Sheets or Plates .. .. .	2,576
Metals, Iron or Steel Wire .. .. .	951
Metals, Iron or Steel, Unenumerated .. .. .	12,787
Metals, other kinds .. .. .	1,635
Perfumery .. .. .	529
Plate and Plated Ware .. .. .	335
Rails and other Iron Materials .. .. .	208
Rope and Twine .. .. .	1,705
Rubber Manufactures, Unenumerated .. .. .	423
Ships, Boats, Launches, Lighters and Parts .. .. .	315
Silk, piece goods .. .. .	368
Silk, Manufactures, Unenumerated .. .. .	249
Silk, Manufactures of, and other Materials .. .. .	263
Silk Yarn .. .. .	13
Soap .. .. .	25,644
Stationery .. .. .	11,638
Toys and Games .. .. .	343
Vehicles, etc., Wheeled, other than Motor .. .. .	1,456
Vehicles, etc., Wheeled, Motor .. .. .	6,208
Vehicles, Bicycles and Accessories, Motor .. .. .	9,096
Vehicles, Bicycles and Accessories, other than Motor .. .. .	17,108
Watches and Clocks .. .. .	328
Cotton, Piece Goods—American .. .. .	132,700
Cotton, Piece Goods—Bafta .. .. .	32,486
Cotton, Piece Goods—Other kinds .. .. .	197,702
Cotton, Piece Goods—Yarn .. .. .	3,042
Woollen Manufactures .. .. .	1,749
Wool Yarns .. .. .	35
Yarns, Flax, etc. .. .. .	52
Unenumerated Items .. .. .	17,938
Live Animals (Horses, etc.) .. .. .	82
Miscellaneous .. .. .	1







# ZANZIBAR.

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## SITUATION AND AREA.

The Island of Zanzibar is situated in 6 degrees S. latitude and is separated from the mainland by a channel  $22\frac{1}{2}$  miles across at its narrowest part. It is the largest coralline island on the African coast, being 48 miles long by 15 broad, and having an area of 640 square miles. To the north-east at a distance of some 30 miles lies the island of Pemba, in 5 degrees S. latitude. It is smaller than Zanzibar, being 40 miles long by 10 broad, and having an area of 380 square miles.

## CLIMATE.

The annual rainfall amounts approximately in Zanzibar to 58 inches and in Pemba to 83 inches. The rainy seasons are well defined; the heavy rains occur in April previous to the setting in of the south-west monsoon, the light rains in November and December before the recurrence of the north-east monsoon. The thermometer ranges from 77 degrees to 90 degrees with an average of 80 degrees. The climatic conditions though trying in the hot season, which lasts from November to March, are not necessarily unfavourable to Europeans provided that periods of residence are limited to terms of from 20 to 30 months.

## PEOPLE.

The Arabs were the conquerors and are the principal landowners of the islands. The conditions of life in a malarious and tropical country have deprived them of much of the vigorous temperament which distinguished their ancestors, and the stoppage of the supply of slaves has left many of them almost without any resources. Nevertheless, though shaken by the ordeal through which they have passed, they still possess most of the land, and carry on the Clove growing industry for which the two islands are famous. They understand the natives, and the natives understand them, and accept their control more readily than that of any other race, except Europeans. \*The bulk of the Zanzibar population consists of representatives of all the tribes of East Africa, intermingled with an Asiatic element. The name given to this mixed population is Swahili, a term formerly used to denote the coast tribes from Somaliland to Moçambique, "sahil" in Arabic meaning Coast. The descendants of the early settlers of the island of Zanzibar are called Wahadimu and live on the Eastern portion of the island, and especially on the East coast. They are the principal cattle breeders of the island. A Wahadimu is literally a servant—a term bestowed by the Northern tribes when they conquered the country.

The natives of Pemba are known as Wapemba ; they do not live in such seclusion as the Wahadimu on the larger island, but intermingle more freely with the Arabs and Swahili.

Khojas, Bohoras, Hindoos, Parsees and Goanese possess most of the trade of Zanzibar, either as merchants, shopkeepers, moneylenders, small traders or skilled mechanics. Goanese keep the European stores and provide both cooks and dhobies. They and the Parsees are also employed largely as clerks.

There is a considerable contingent of natives of German East Africa and of the Comoro islands who have settled in Zanzibar and with the North-east monsoon arrive numbers of Somalis, Shihiri Arabs and Baluchis in dhows laden with the products of their countries. These people usually return with the south-west monsoon, but a few remain and settle permanently.

The total population is as under :—

Zanzibar	..	..	114,069
Pemba	..	..	83,130

#### CURRENCY AND BANKING.

Gold coins, whether coined at the Royal Mint in England or at any Mint established as a branch of that Mint, are legal tender in payment or on account at any rate of 15 rupees to the £. The silver rupee of British India of the standard weight and fineness enacted in the Indian Coinage Act, 1906, is the standard coin of Zanzibar. All other silver coins of British India of the standard weight and fineness enacted in the Indian Coinage Act, 1906, are legal tender for the payment of an amount not exceeding 5 rupees. These coins are  $\frac{1}{2}$ ,  $\frac{1}{4}$  and  $\frac{1}{8}$  of a rupee. Seyyideh copper pice are legal tender at the rate of 64 pice to 1 rupee for the payment of an amount not exceeding 5 rupees. There is a Government note issue of the denominations Rupees 5, 10, 20, 50, 100 and 500.

The National Bank of India, Ltd., and the Standard Bank of South Africa have branches in Zanzibar.

#### SHIPPING AND COMMUNICATIONS.

The port of Zanzibar is one of the finest in Africa, and was for long a main centre of commerce between India, Arabia and the mainland. Of late years, however, the importance of Zanzibar as a port of trans-shipment and distributing centre has largely decreased owing to the development of the mainland, to the opening up of the coast ports to direct steamship service with Europe, and to the transfer to Aden of the seat of trade with the Banadir coast. Recent figures, nevertheless, tend to indicate that the island will continue, by reason of its geographical position, to retain control of the local traffic.





LANDING PLACE AT ZANZIBAR.



SEA FRONT, ZANZIBAR.

The British India Steam Navigation Company and the Union-Castle Steamship Company maintain monthly services between London—Zanzibar—Durban and Southampton—Zanzibar—Durban respectively, the Clan—Ellerman—Harrison Line between Glasgow Liverpool—Zanzibar—Beira (cargo only), and the Compagnie des Messageries Maritimes between Marseilles—Zanzibar—Madagascar.

The British India Steam Navigation Company also maintains service twice a month between Bombay—Zanzibar—Durban, and there are local services between Zanzibar—Mombasa—Aden and the Benadir Coast. The Government possesses two steamers which maintain regular weekly connection with Pemba.

There is cable communication with Europe either *via* Aden or *via* Durban.

There are 75 miles of roads throughout the island of Zanzibar suitable for motor traffic. The Government maintains wireless stations in Zanzibar and Pemba and a telephone system in the town of Zanzibar which is connected with the District and Agricultural stations in the country. A light railway runs north from the town to Bububu, 7 miles distant.

No direct parcels mail between the Union of South Africa and Zanzibar exists. The Postmaster, Zanzibar, states that the Government are quite willing to enter into an agreement with the Union about this and that their request has been refused up to the present.

Parcels for the Union are consigned to Mombasa and then on to Zanzibar and this leads to endless delays.

#### CUSTOMS.

*Import Duty.*—On all goods and merchandise of whatever description imported by sea from Foreign Countries (except liquor)  $7\frac{1}{2}$  per cent. *ad valorem*.

On distilled liquors, Eau de Cologne and Lavender water (other than drugs, etc., imported for bona fide medical purposes) Rs. 5 per gallon @ 50 degrees of the Gay-Lussac Alcoholometer at a temperature of 15 degrees centigrade; the duty is augmented proportionately for each degree above 50 degrees and diminished proportionately for each degree below 50 degrees.

For the purpose of assessing duty on the value of goods the following percentages are added to the value at port of shipment from Asia and the Far East.

Piece Goods	..	..	..	..	..	..	9 per cent.
Groceries	..	..	..	..	..	..	15 "
Hardware	..	..	..	..	..	..	15 "
Hosiery	..	..	..	..	..	..	15 "
Cutlery	..	..	..	..	..	..	15 "
Grain (all sorts)	..	..	..	..	..	..	20 "
Rice	..	..	..	..	..	..	25 "
Bullion	..	..	..	..	..	..	5 "
Jewellery of all kinds and Precious Stones	..	..	..	..	..	..	15 "
Furniture, teak wood and woodwork by dhow	..	..	..	..	..	..	25 "
Furniture, teak wood and woodwork by steamer,							
cost price, plus charges	..	..	..	..	..	..	(no addition).

Upon goods from Europe and America cost price, plus charges, plus 5 per cent. if commission be not charged and specified in invoice.

If no charges are included in invoice, 15 per cent. being c.i.f. and c., plus landing charges, when not included in freight, are added.

Free go-down . . . . .	No addition
Free Zanzibar Harbour . . . . .	Plus landing charges when not included in freight
Indent Price . . . . .	No addition.

Upon goods the produce of Africa and the Islands in the Indian Ocean, West of longitude 60 degrees E., the selling price in the town of Zanzibar less 10 per cent., or such value as the Chief of Customs may fix. Duty on transit grains, groceries and ghee, when removed into town are charged at the current wholesale market price less 10 per cent.

On goods received on consignment and sold within six months, duty is assessed on the selling prices less 10 per cent.; if not sold within that period duty is assessed on the selling price in Zanzibar Town at the time less 10 per cent. and the deposit returned in full to the depositor.

The following are exempt from duty :—

Agricultural implements, beeswax, castor seeds, coal, coconuts, coins, Colombo root, copal, copra, fresh dairy produce of East Africa, fresh meat, gold bullion, gum arabic, gunny bags, hides, hippopotamus teeth, ivory, live-stock, machinery for treating agricultural produce, makanda (ready made), mangalore tiles, maps and charts, mats for clove drying, orchella weed, photographs not intended for sale, printed books and commercial documents, rhinoceros horns, rubber, Sem Sem, shells, skins, spades, shovels, trees, plants and seeds intended for cultivation, tomb stones and ornaments for graves, tortoise shells, vegetables (fresh), and ships whether imported entire or in section, samples of wine and spirits imported in miniature bottles, commercial samples, trade catalogues, price lists and other commercial advertising matter.

The following are considered to be agricultural implements : Hoes, draining tools, forks, syringes, shears, garden scissors, rakes, sickles, bill hooks, mattocks, trowels, pruning saws and knives, ploughs, harrows, grabbers, grass knives, bush knives, slashers, scythes, cultivators, copra cutters, hatchets, sowers, and mowers.

*Export Duty.*—On the produce of H.H. the Sultan's Island Dominions :—

Chillies . . . . .	.. .. .	10 per cent.
Cloves and Mother of Cloves . . . . .	.. .. .	25 ..
Hides . . . . .	.. .. .	10 ..
Rubber . . . . .	.. .. .	15 ..
Sem Sem . . . . .	.. .. .	12 ..
Shells (other than Cuddy) . . . . .	.. .. .	5 ..
Tobacco . . . . .	.. .. .	5 ..
Stems of Cloves . . . . .	.. .. .	10 ..







A STREET IN ZANZIBAR.



A STREET IN ZANZIBAR.

## INDUSTRIES AND TRADE.

The clove industry is by far the most important in the Protectorate, the islands of Zanzibar and Pemba yielding the bulk of the world's supply. The clove was first introduced into Zanzibar from Reunion, in 1818, and Sir Richard Burton remarks that as early as 1835 it had "almost supplanted the vulgar valuable cocoanut and the homely rice necessary for local consumption." He advised the Arabs of Zanzibar to follow the example of Mauritius and to give up cloves in favour of sugar. Colonel Rigby wrote in 1860:—"Were the prosperity of the Zanzibar Dominions dependent upon these degenerated Arabs it might well be despaired of," and complained of their lack of initiative in refusing to cultivate anything else. In spite of advice, however, and notwithstanding disasters—the hurricane of 1872, which devastated the main island cutting off every clove and cocoanut tree, and the small-pox epidemic of 1898, which decimated the population—the Arabs clung to their cloves, and, by thus concentrating on one product "surpassing all plants in value," to quote Lord Acton, have given Zanzibar a position on the world's market which she would probably never have attained had her energies been dissipated over a large variety.

It is estimated that there are in both islands about 60,000 acres under cloves, and about 5½ million trees in bearing. The output varies considerably, the trees yielding heavy crops every three to five years; the average output of recent years has been about 14 million lbs. The large plantations are chiefly owned by Arabs, but many natives possess small holdings.

The quantity and value of cloves exported from Zanzibar during the last five years, is as follows:—

1913	..	7,952 tons	£412,547.
1914	..	7,576 ..	£346,037.
1915	..	11,350 ..	£460,301.
1916	..	9,055 ..	£433,314.
1917	..	7,641 ..	£436,242.

The principal destinations, quantity and value of cloves exported during this period are shown in the following table:—

	United Kingdom.		India.		United States of America.		Germany.	
	Tons.	£	Tons.	£	Tons.	£	Tons.	£
1913 ..	1,405	67,080	2,864	152,570	831	47,102	1,900	104,849
1914 ..	1,394	58,674	3,327	153,767	1,562	73,937	864	40,821
1915 ..	3,427	134,986	5,015	208,022	2,006	82,482	..	..
1916 ..	3,061	141,330	4,067	204,221	975	42,058	..	..
1917 ..	1,557	73,456	4,355	266,286	812	45,498	..	..
Average	2,169		3,925		1,247			

India has for many years been the biggest buyer in the market, Germany up to the outbreak of the war, occupying second place, the United Kingdom third, and the United States fourth. Since the outbreak of war India has not only maintained, but increased, her demand. In 1915 and 1916, the United Kingdom largely increased her takings, but during the last year priority cargo and restricted tonnage adversely affected export and at present there are no facilities for shipment thither.

The cocoanut industry ranks next in importance after cloves, the conditions in both islands being favourable to the growth of the tree and its nut-bearing properties. It is estimated that there are about 45,000 acres under cultivation, and 2½ million trees in both islands. The export of copra is steadily increasing. Much is produced by the small grower or trader, neither of whom possesses proper drying facilities, with the result that the quality of the product compares unfavourably with that of Cochin and Ceylon.

The present production of Copra in Zanzibar amounts to about 6,500 tons a year and the total amount which is marketed in Zanzibar is about 11,000 tons.

The principal destinations, quantity and value of copra exported during the period 1913-17 and this year to date, are shown in the following table:—

	France.		British South Africa.		Italy.		*Total.	
	Tons.	£	Tons.	£	Tons.	£	Tons.	£
1913 ..	9,365	215,063	..	..	..	..	9,451	216,842
1914 ..	9,948	192,278	..	..	..	..	9,978	193,574
1915 ..	8,040	125,543	2,058	35,412	..	..	10,285	163,695
1916 ..	4,200	85,571	1,760	32,557	1,271	28,199	7,613	154,514
1917 ..	390	10,011	2,281	51,001	7,065	229,717	11,090	299,653
1918 ..	1,109	38,001	1,711	40,848	186	2,567	3,008	84,418

\*Other countries omitted.

Up to the end of the year 1914, Marseilles was practically the sole market for Zanzibar copra. In 1915, British South Africa stepped in and became a factor in the market; in 1917 the demand from that source increased and it is known that during the current year exports thither will exceed those of the three preceding years. In 1917, Italy, for reasons which are common knowledge, was by far the largest buyer in the market.

#### SOUTH AFRICAN PRODUCTS.

At the present time a certain number of South African products are in use on the Island, but, owing to the very limited European population the future trade in these articles can never be extensive. I interviewed a number of leading merchants who gave me the following particulars respecting goods that had already been forwarded from South Africa and will be required in the future.

*Hams.*—These should weigh from 8 to 12 lbs. each, and should be properly packed and stitched in canvas.

*Bacon.*—Pieces 2 to 3 lbs. each, and the same remark applies.

*Beer.*—The usual complaint respecting the very high price of this article but the quality particularly satisfactory.

*Ammonia Gas.*—Shipments are urgently required for ice plants at Zanzibar and Dar-es-Salaam, but I understand the export of this article is prohibited at the present, although it is manufactured in South Africa.

*Sulphuric Acid.*—Commercial quality. I understand there is great difficulty in obtaining freight from Durban to Zanzibar for this article, and some of the lines of steamers refuse to ship same.

*Jams and Provisions of all kinds.*—The opinion freely expressed to me was that these were not well finished, and were badly packed, consequently very unsatisfactory, as a great percentage of loss accrues through shortage and breakage brought about by the rough handling which is dealt to all goods when landed at Zanzibar.

*Chocolates.*—There is a great demand for this commodity and large quantities can be disposed of here, but sufficient attention is not given to the packing. The goods invariably arrive unfit for consumption.

*Cheap Confectionery.*—The same remarks apply.

*Biscuits.*—The quality is perfectly satisfactory, but 2 lb. air-tight tins are essential for the Zanzibar market, the larger sizes are not required. Packing in crates is also not suitable and results in heavy shortage.

*Wines and Spirits.*—These are very satisfactory and are gaining in popularity, many of the European population stating that they now prefer them to the French and Italian brands.

*Brooms and Brushware.*—These are usually of a very inferior binding, and consequently wear out very quickly.

*Soaps and Candles.*—Very satisfactory, but the prices are extremely high.

*Refined Sugar.*—The quality of this article is very satisfactory, but the prices are out of all proportion to other sources of supply.

*Cigars, etc.*—There is very little demand for these.

*Leather Goods.*—The South African manufactures are not greatly in evidence at present. Leather is imported from India and Muscat, and boots are made locally by Indian workmen who have become experts at the trade. The result is that boots and shoes are probably cheaper in Zanzibar than in any other part of the world at the present time. There is no future for the South African manufactured article at the present, as far as can be seen.

*Wine.*—There are large demands for this article, but it must be put up in cases and not in casks, each case to contain three dozen pint bottles.

*Flour.*—There is a market for a quantity of cheap flour which would have to compete with the Bombay article.

The manufactures of Zanzibar are: pottery, coir fibre and rope, soap, oil (cocoanut and simsim), jewellery, and mats.

The crops grown for local consumption are rice, sugar (of which formerly there were large plantations), tobacco, areca-nut, cassava, castor-oil, kapok, maize, nutmegs, vanilla and cinnamon. Tropical fruits, especially oranges, mangoes, pine-apples and bananas, are in abundance.

*Coal.*—Previous to the war, Welsh coal was imported. This was exclusively for the Navy and bunker purposes. There is practically no coal consumed on the island, and South Africa now supplies the shipping requirements. At the present moment, Zanzibar is urgently in need of coal for bunker purposes, and there is a great possibility of a continuance of the South African supply when times are normal.

The following is a list of the chief business houses and the nature of business :—

Smith Mackenzie & Co.	..	Shipping, General.
African Mercantile Co.	..	Shipping, General
Cowasji Dinshaw & Bros.	..	Shipping, General.
L. Besson	.. ..	Cloves, Copra, Piece Goods, Tea, etc.
Childs & Joseph	.. ..	Cloves, Copra and General.
Wm. Parr & Co.	.. ..	Cloves, Copra and General.
Ali & Abdur Rasul	.. ..	Cloves, Copra and General.
Karimji Jivanji & Co.	..	Cloves, Copra and Oil Mill Owners.
Esmailji Jivanji & Co.	..	Cloves, Copra, Soap Manufacturers and Oil Mill Owners.
Visram Murani	.. ..	Cloves, Copra, etc.
Lakha Velani & Co.	..	Cloves, Copra, etc.
Ali Nathu	.. ..	Rice, Grain, Sugar and General.
Mahomed Saleh Kassam	..	Rice, Grain, Sugar and General.
Remtula Visram Ladhani	..	Rice, Grain, Sugar and General.
Remtula Alarakhia Tejani	..	Rice, Grain, Sugar and General.
Jafer Hamir	.. ..	Rice, Grain, Sugar and General.
Damoder Jeram	.. ..	Grain, Piece Goods, Tobacco, Copra and General.
Janmahomed Hansraj	..	Cloves, Copra, Grain, Piece Goods and General.
Hamir Hasmani	.. ..	Hides, Gum, Copal, etc.
Visram Harji & Sons	..	Piece Goods, etc.
Mahomed Vali Dharsi	..	Piece Goods, etc.
Sakerchand Panachand & Co.	..	Piece Goods, etc.
Mahomed Alarakhia	..	Piece Goods, etc.





A STREET IN THE NATIVE QUARTER, ZANZIBAR.



## FURNITURE

This article, made from the local timber, is manufactured by at least one Arab Merchant. The work is all done by Indian and Native workmen.

I inspected a workshop and saw several articles of furniture, such as wardrobes, sideboards, washstands, chests of drawers, tables and chairs, etc., splendidly made and beautifully finished—in fact, this furniture possesses a quaintness and style distinctly unique, being particularly solid and heavy, much resembling the Old English style.

The prices also compare very favourably with similar articles of furniture in the Union.

Although the demand for furniture is not very great in Zanzibar, owing to the smallness of the European population, a fair trade is nevertheless done with Europeans, the better class Indians and Arabs, Goanese and Zanzibar Natives.

There is not much field for the South African article at present, and the freight would prevent the Union competing successfully.

One prominent gentleman in Zanzibar experimented by ordering his household furniture from the Union, and regretted doing so as he could have purchased the locally made furniture at a much lower figure.

## INDIAN TRADE.

As will be seen from the list of houses carrying on business, practically the whole of the commerce of the island is in the hands of the Indian Community.

A very large trade is done in silks, cloths, ivory, jewellery, fancy goods, cotton piece goods, groceries and provisions, footwear, enamelware, crockeryware, glassware, ironmongery, machinery, etc.

Many articles manufactured in South Africa—principally food-stuffs, such as jams, baking powder, cereal foods, corn flour, sauces, pickles, condiments of all kinds, vinegar, custard and jelly powders, raisins, currants, and also tobaccos, cigarettes, cigars, etc., would always find a ready market if the prices were in line with the British and Foreign markets.

It was very regrettable to note the same complaints regarding defective packing methods as were made in the other territories that were visited, and manufacturers cannot pay too much attention to this matter. It is most necessary that a great effort be made in order to remove the bad impression at present prevailing, otherwise the small footing that the Union has obtained in this market will be speedily lost as soon as normal conditions obtain.

## WINES AND SPIRITS.

The South African article is giving great satisfaction, with the exception of South African (Natal) Whisky, which is very unpopular.

The Union producers will require to watch the French markets very carefully as soon as normal conditions return, as the French article has always maintained a very strong hold on this market.

ENAMELWARE, which is at present manufactured in South Africa, would find a ready market here, provided of course that prices are on a competitive basis with the British and American article.

OIL CRUSHING MILLS, principally for the extraction of Coconut Oil, are in the hands of one or two Indian merchants, but there appears to be plenty of scope for further enterprise in this connection.

SHELLS, for making enamel, can be procured in large quantities on the Coast of Zanzibar, and several excellent samples were recently brought down to Durban by a well-known gentleman. Prior to the war, this industry was largely in the hands of Germans.

FERTILIZER (Bird Manure or Guano) can be obtained in large quantities on the islands adjacent to Zanzibar, and also on many islands on various parts of the East Coast.

This should prove a profitable industry to the Union, seeing that good fertilizers are always in great demand.

## GENERAL.

General Agencies representing South African interests already exist on the island, but there is ample scope for further agencies, and if at any time a Trade Commissioner is appointed to represent South Africa in East Africa, Zanzibar could concurrently be included in his sphere of control.

T. SLEITH.

Gaylord  
PAMPHLET BINDER  
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