

E. AFRICA

ZANZIBAR

11383

Recd
10/11/15
MAR 15

11383

Gray Davies & Co.

1915

8 Nov.

Messrs van Helsing's goods
for E. Africa.

Last previous Paper.

10298

Represent difficulty & expense of removing
Messrs. Oswald & Co. name from each piece,
before proposed sale in E. Africa. Asks
for early decision.

Mr. Davis.

This is the result of
the interview which Mr. Nield (the
agent for 3' bar in this country & one
the partners in Messrs. Gray Davies & Co.)
had with you & me.

In view of what is stated in para:
+5, there seems to be some
ground for meeting the firm in the matter.

H. J. R.
9/11/15
AD 9.3.15

Alone

10.3.15

Next subsequent Paper.

12223

11383

23 Great Winchester Street

RAY, DAWES & CO

TELEGRAPHIC ADDRESS
"FIDELITY, AVE. LONDON"

AGENTS.
INDIA STEAM NAVIGATION CO. LTD.

London

8th March 1916

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Handwritten initials and signature

The Under Secretary of State,
Colonial Office,
WHITEHALL, S.W.

Sir,

With further reference to our letter of the 16th February, and to your reply of the 2nd March 1916 regarding Messrs van Vlissingen's goods for the East African market, we have the honour to forward herewith samples of the goods in question, from which you will see that Messrs Oswald & Co's name bears in some instances an imprint on the goods in native characters, in addition to the ticket attached thereto.

The goods being already packed ready for shipment, the expense entailed in opening up the bales, removing the tickets and re-packing for export, would be very great, and if the name is to be removed from the cloth itself, a further loss would be incurred, owing to the amount of cloth to be cut from each piece, besides which, the goods being manufactured in specified lengths and sold on that basis, any shortening of the length would most adversely affect their suitability for sale.

We would point out that our object in coming to an arrangement with Messrs van Vlissingen is to capture a considerable trade, which for the past twenty-five years has been in the hands of the German firm of Oswald & Co.

We fear, however, that if these goods (which were already on order when war broke out) are to have

p.t.o.

Messrs Oswald & Co's ticket and name removed before they will be allowed into the British East Africa Protectorate or Zanzibar, Messrs Vlissingen would prefer to retain the goods in Holland and await the termination of the war, when they will again revert to their former business with Messrs Oswald & Co.

We have endeavoured to induce Messrs Vlissingen to confine their business to us in future, but in view of their long business relations with Messrs Oswald & Co. they are not prepared to agree to this, but at the same time have undertaken after the war is over, to continue to do business with us on equally favourable terms as with Messrs Oswald & Co., instead of confining their business to that firm.

With these facts before you, we shall be glad to know what decision His Majesty's Government comes to in regard to the matter, and in order to save delay, we should be much obliged if the matter could be treated telegraphically with the Governor of East Africa.

We have the honour to be

Sir,

Your obedient Servants,
Messrs Oswald & Co.

W. Oswald

11383

6c



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Substance cyphered
and sent

N.P.D. 7.40 pm
11.3.15

11th March

Ans 12223

DRAFT.

Cypher tel. to
Governor
Nairobi

Dutch Firm has asked

MINUTE.

Mr. Read 11 March.
Mr. Davis 11.3.15

Gray Dances to dispose of

certain cloth originally

Mr.
Mr.
Sir G. Fiddes.
Sir H. Just.
Sir J. Anderson.
Lord Islington.
Mr. Harcourt.

ordered by Oswald + Co
for S.A.P. and Zanzibar
goods bear name of

letter firm with its
ticket on wrapper.

The removal of these would
entail considerable

expense and if insisted

Handwritten notes and signatures in the bottom left corner, including "S.H.C.", "P.T. 23/10/15", "P.T. 7 May 15", and "MO 2043.15".

Dutch Firm would probably
prefer to retain goods
till after war.

If Gray Dames can
dispose of goods Dutch
firm undertake to do
business with them on
same terms as with
Oswald, instead of
confining business to
letter.

Object of Gray Dames
to capture considerable
trade which for past

25 years has been in
hands of German
firm. On these grounds
are disposed to make
to

to application but should
be glad to know your
views.

2604

Harcourt