

1925

E. AFRICA

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REC'D
JUN 25 1925

Enclosures
George, Jr.

Date

June, 1925

CIRCULATION

Boyle

Freight charges on
Caterpillar Tractors

Submits particulars

Previous Paper

MINUTES

Hoffb 12952

I submit this in accordance
with the note on slide within

16.6.25

18/6

18/6

(see in original)
June 25

32, Primrose Mansions,
Prince of Wales Road,
Battersea Park,
S.W.11.

24th July, 1925.

Major W. Ormsby-Gore, M.P.,
Under Secretary of State for the Colonies,
Colonial Office,
Downing Street,
London, S.W.1.

Dear Major Ormsby-Gore,

I have received your letter of the 20th July, the contents of which I have carefully noted, and regret that nothing can be done to reduce the freights.

I desire to thank you for the courtesy and interest you have shown in an endeavour to assist in the matter of freight reduction on "Sentinel-Roadless" Tractors to East African Ports.

Yours sincerely,

J. R. Crosswell

6/27/25 Africa

32, Primrose Mansions,
Prince of Wales Road,
Battersea Park,
S. W. 11.

2nd July, 1925.

Mr W. Ormsby-Gore, M.P.,
Under Secretary of State for the Colonies,
Colonial Office,
Downing Street, S.W.

Dear Major Ormsby-Gore,

I have to thank you for your letter of 27th June, the contents of which I have carefully noted.

The freight charges for a "Sentinel-Roadless" Tractor for Mombasa and Beira which I set forth in my letter of 11th June, were obtained from Messrs. Morison, Pollexfen & Blair Ltd., of 10, Fenchurch Street, E.C.3. I find on referring again to their quotation an error occurred in my letter of 11th June in regard to the freight charge to Mombasa, it should read £220.15.4, not £22.15.4, as stated. I trust this information will be of further assistance.

With reference to the last paragraph of your letter under reply, I know that up till January of this year our South African Agents - The Griffin Engineering Co. - shipped all "Sentinel" Waggon, etc. to South Africa by a Dutch Shipping Co. from Rotterdam, as the freights were lower than those of English Shipping Companies.

I now understand that this particular Dutch Shipping Co. have joined the Shipping Conference, and I hope to let you have the name of the said Company in the course of a few days.

Yours sincerely,

J. R. Crosswell George

Colonial Office.

Downing Street,

3rd July, 1925.

Dear Kysant,

I have found out from Mr. Bradwell George what the freight charges for the "Sentinel" Roadless tractor to Somers and Luina, which he quoted in his letter of the 11th June, were obtained from Messrs. Corison, Pelletier and Clair Limited, of 79, Research Street. Incidentally he corrects the figure of the freight charge to Somers (1222. 18. 4.) to 1220. 16. 4. He points out that up till January of this year his South African agents, the Griffin Engineering Company, shipped all "Sentinel" Wagons etc. to South Africa by a Dutch Shipping Company from Rotterdam, as the freights were lower than those of English Shipping Companies. He now understands that this particular Dutch Shipping Co., have joined the Shipping Conference and he promises to let me have in the course of

RIGHT HONOURABLE
THE LORD KYLSANT, G.C.M.C.

the next few days the name of the Company.

Yours sincerely,

W. D. G. G.

3, FENCHURCH STREET
E. C. 3.

26th June, 1925.

Dear Ormsby-Gore,

With reference to your letter of 18th June and mine of 22nd idem, I have now completed the enquiries to which I referred.

By all the Conference Lines interested in the East African Trade, including my own Company, I am assured that they have not carried a Sentinel Roadless Tractor such as is referred to in Mr. Cresswell George's letter, nor are they aware of any quotation having been given for this type. There was a recent shipment of a steel tyred steam tractor on which the gross freight amounted to £137.18.0. but this does not appear to be the type of tractor referred to.


Possibly Mr. Cresswell George could supply further particulars with the name of the Line which gave him the quotation he mentions.

/Mr.

Mr. Crosswell George says that German and Dutch trade is increasing and apparently desires it to be inferred that the rates of freight from the Continent are lower than rates from the United Kingdom. This in fact is not the case as the Continental and British rates are identical, and I am therefore unable to understand what is meant by the suggestion that "these Governments insist on the Shipping Companies placing the interests of their country's trade before their selfish financial interests".

So far as my Company is concerned we have maintained our East African service from its inception up to the present time at a considerable financial loss and it has been and is a matter of much concern as to how long our service can be maintained on its present basis.

Yours sincerely,

Kylesail


Major W. Ormsby Gore, M.P.

Downing Street,

27th June, 1925.

Dear Kylesant,

I am very much obliged to you for the information which you sent me in regard to Mr. Cresswell George's complaints of the severe freight charges on "Sentinel" Roadless Tractors to East Africa. I have written to him to ask him for further details of the quotation which he mentioned.

Yours sincerely,

W. D. G. G. G.

THE RIGHT HONOURABLE
LORD KYLSANT, G.C.M.G.

Downing Street,

27th June, 1935.

Dear Mr. Cresswell George,

I have been making inquiries into the questions of freight charges on tractors to East Africa about which you wrote to me on the 11th of June.

I cannot find that any of the Conference Lines interested in East African trade have either carried a "Sentinel" Roadless Tractor or know of any quotation having been given for this type. It would help me further if you could give me more particulars about the quotation which you mentioned.

I understood from your letter that it was to be inferred that the rates of freight from Continental ports are lower than rates from the United Kingdom, but my inquiries now show that this is not so, but that in fact the rates are identical, and so low as

G.R. CRESSWELL GEORGE ESQ. F.R.C.I.

to

to warrant no prospect of further
operations being made by the Shipping
Companies.

Yours sincerely,

W. H. ...

32 Primrose Mansions,
 Prince of Wales Road,
 Battersea Park,
 S.W.11.

195

11th June, 1925.

Major W. Ormsby Gore, M.P.,
 Under-Secretary of State for the Colonies,
 The House of Commons,
 Westminster. S.W.

Dear Major Ormsby Gore,

With reference to the Paper you read on East Africa to the Royal Colonial Institute at the Hotel Victoria on the 12th May last, during the course of which you laid emphasis on the need for Caterpillar Traction in that country.

At the close of the meeting you kindly gave me a few minutes conversation, in the course of which I mentioned that the firm I am with - The "Sentinel" Waggon Works Ltd. - have already realised the need for such form of traction abroad, and that we were being inundated with inquiries for our "Sentinel-Roadless" Tractors, especially from East Africa, Kenya in particular. I explained also that owing to the high freight charges (which were at least 1/6 of the total cost of the Tractor) it made the price of this type of Tractor prohibitive to an intending purchaser.

You stated that if I supplied you with particulars of freight charges to ship these Tractors to East Africa you would then see if the Colonial Office could take this matter up with the Shipping Board. After some delay I have now been able to procure the latest freight charges to these Ports, which are as follows:--

Price of "Sentinel-Roadless" Tractor f.o.b. is £1400.

Freight charge to Mombasa -

£222.15.4. less deferred rebate - £19.15.4.

Freight charge to Beira -

£199.12.10. less deferred rebate - £19.7.10.

These charges do not include unloading and landing charges at the docks of the above mentioned Ports, nor

do they include insurance costs. You will observe from this that the freight charges are roughly one sixth of to one seventh of the price of the Tractor, exclusive of the charges at the East African Ports above mentioned, which to my mind is out of all proportion. I believe the Dar-es-Salaam freights are even higher.

British trade is to succeed and be maintained with our Dominions and Possessions, it seems to me that some very drastic measures will have to be taken by His Majesty's Government to compel these Shipping Magnates to lower their freights, thus encouraging and increasing our trade abroad, instead of discouraging and depressing it as is apparently the case today.

As you are no doubt aware (and I believe you mentioned in your Paper) both German and Dutch trade is rapidly increasing in East Africa, and unless we combat this now we shall have a very small share of the large trade, which I feel sure is bound to develop in East Africa. The success of foreign competition abroad which is so seriously affecting us, is no doubt due to the fact that these Governments insist on the Shipping Companies placing the interests of their country's trade before their selfish financial interests, so I am led to believe.

I must thank you for your courtesy in offering to see if the Colonial Office can do anything in the matter of obtaining a reduction in freight charges, especially in regard to East African Ports.

Yours very truly,

Genl. J.R. Cresswell ^{George}
F.R.C.I.

Seel 16.6.25

Allen 18

Stamley 18/25

Green 16.6

W. M. [unclear]

W. [unclear]

W. [unclear]

~~W. [unclear]~~

W. [unclear]

N.L. 26816/25

East Africa

Jent

GRA

AFT.

18 June

1925

Dear Keybank

Keybank - G. [unclear],
Horse
[unclear] Place
SW1.)

I have received the enclosed letter from Mr. R. Crosswell George on the subject of the difficulties which his firm, the "Sentinel" [unclear] works, Ltd. experience in establishing a market for their Tractors in East Africa.

6.10.25

matter of freight on
tractors and small loads.

~~to be in a position to write~~

to you further on the subject as soon as
I am in a position to do so.

Yours sincerely

W. E. G.

Mr. Stanley M. Gant
 Officer

In continuation of the letter to
 Cresswell George on 27 June.

In reply - You need say
 as a result of further enquiries
 that he has not been
 understood.

1 - on the basis on which New
 Mrs. on Pollexfen & Blair quoted
 the particulars settled & then
 a rate. The charges of the
 Welsh Conference lines would be
 as stated by how Keffraunt in
 letter,

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at in the reasons at A the charges
 not regarded as in any way excessive

W.P.S. 20/7

5, FENCHURCH STREET,
E.C. 5.

8th July 1925.

Dear Omsby-Gore,

I thank you for your letter of 3rd July informing me that Mr. Cresswell George obtained his quotations on 'Sentinel' Roadless Tractors from Messrs. Morrison, Pollexfen & Blair and I have caused enquiries to be made of this firm. I am informed that the quotations given by them were the current rates of freight with the addition of the usual advances for heavy lifts - one piece of the tractor alone weighs 2 tons. On this basis, on the particulars supplied to Messrs. Morrison, Pollexfen & Blair, my freight people make the freight come to £196.10.9 less 10%, or net £173.7.6 to Mombasa, which does not include landing, and £193.10.7 less 10% to Beira, or net £174.10.9, which includes lighterage.

There is evidently a considerable discrepancy between the figures originally given

By

by Mr. Cresswell George and the charges calculated here. In view of the very heavy weight of the packages and the difficulty of dealing with them in lighterage ports such as Mombasa and Beira, it does not appear to me that the charges are in any way excessive.

It is probably correct that the Holland East Africa Line, to which Mr. Cresswell George no doubt refers, was carrying 'Sentinel' waggons at lower rates than the British Lines when they were endeavouring to force their way into the trade and it will, I feel sure, take them a long time to make up the losses which they incurred in this process.

Yours sincerely,

Hyland

Downing Street,

20th July, 1975.

Dear Mr. Cresswell George,

In continuation of my letter of the 17th of June, I think you may like to see that as a result of further inquiries I understand that on the basis on which Messrs. Morrison, Collexfen and Blair quoted their rates and on the particulars supplied to that firm, the charges of the British Conference Lines would be £192. 12. 9 less 10% or net £173. 7. 6 to Bombay which would not include landing, and £193. 18. 7 less 10% to Beira or net £174. 10. 9 which includes lightage.

In view of the very heavy weight of the packages and the difficulty in loading with them in lighterage ports such as Bombay and Beira I am advised that the charges are not regarded as in any way excessive.

Yours sincerely,

W. D. Jones

J. R. CRESSWELL GEORGE ESQ.