

E. AFRICA
32825

32825
26 OCT 19

on Casell
Line

1910
4 Oct.

Shipment of sleepers
from Antwerp

at previous Paper.

Private notes complaining of E.O. action
in arranging matters in German line, is out giving
them to the opportunity of carrying them at the same rate

30961

Mr. Fiddes

See minutes on CA &
19448

Mr. Cameron's letter to me attached.

I think that we can only reply
that we understand that he (as in the case
of Mr. Cameron's reply to Capt. Birch of
the 24th of Oct. sent back down), says
that they may not assured that we
are anxious to give them all possible
support, but that in the present case it
is difficult to see how the CA could have
acted otherwise than they did.
Mr. Fiddes points out some points -
after getting the quotation from the

at subsequent Paper.

...the ...
Cattle ... I allowed, the latter to amend
their own original offer, we should never have
got another quotation from the ... & so
have been for the future entirely at the
mercy of the ... Cattle.

H. J. R.
26/5

Col Seely

Vol. 27

Please draft us in accordance with

9/5
31.10
2/11/10

ALL COMMUNICATIONS
TO BE ADDRESSED TO THE
CROWN AGENTS FOR THE COLONIES,
GIVE REFERENCE AND THE
DATE OF THIS LETTER BEING QUOTED.



TELEGRAMS "CROWN, LONDON"
TELEPHONE 1632 VICTORIA

WHITEHALL GARDENS,
LONDON, S.W.

D. H. Read,

1.10.10
1.10.10

I have the pleasure
of writing to inform you

Yours sincerely,

H. J. Read

H. J. Read Esq., C.M.G.

Colonial Office



Copy
Capt. Wisely to Major Cameron

The Union Castle Mail Steamship
Company Ltd

3 & 4 Fenchurch Street

London E.C.

21st October 1916

My dear Cameron,

I am much obliged to you for giving me the opportunity of seeing you today with reference to the shipment of railway sleepers from Antwerp. This to our surprise has been arranged by the Government with the German East Africa Line without giving our Company the opportunity of carrying the sleepers from that port at the same rate and at the very time when we were negotiating in respect of the rate with Messrs. Freeland, your Shipping Agents.

I understood you to say that this action has been taken by decision of the Colonial Office to whom you had referred the matter, and I gathered that you represented the matter on your understanding that we had made a definite offer, and you had also received an offer at a lower rate from the German East African Line. In this I pointed out to you that you were under a complete misapprehension that we had made no offer, nor had any offer of freight been made to us. What had occurred was that Messrs. Freeland had suggested our offering to take the cargo at 16/- per ton, but we pointed

pointed out that the rate of 16/- mentioned in our contract with the Government, was a rate for full cargoes of rails of 4000 tons and upwards, and accordingly we had suggested that the contract rate for sleepers viz. 20/- should apply. We understood that this suggestion was to be considered but no definite offer was made by us or to us neither were we given to understand that we were being asked to quote in competition with others.

Although it is some satisfaction to us that, so far as you are personally concerned what has been done is owing to this misunderstanding, we feel it is important that the facts should be correctly represented at the Colonial Office as we are anxious that the Secretary of State should not have the impression that we have taken up an unreasonable attitude. And further we should have expected that even if the facts had been as you reported, the Colonial Office would not have gone past us without at least some intimation to us that our proposals were unacceptable and without giving us an opportunity of making a definite offer. Our desire has been from the beginning to carry out the contract in a reasonable way and fulfil our obligations to the satisfaction of the Government. We are quite at a loss to understand why the support, on which we have been counting for maintaining our new service via the Suez Canal should be withheld under the present circumstances. I assure you that we need all the support which the Government can give us.

We must arrange for an early meeting with Colonel Seely and I hope you can make it convenient to be present

Yours sincerely

Sd) G.A.K. Wisely

24th October, 1914

Dear Sir,

I am obliged to you for your note of 21st October received this morning respecting the payment of sleepers from interest.

I do not know what anything will be gained by further discussing the matter now, especially as I gather from your note that you propose to communicate with Mr. [unclear] I could however explain that I was not under any impression that you had made a definite offer to carry the sleepers at 20s/- as I understood, and as to this and other points are perfectly clear, was that your people stated 20s/- as the rate which you desired to receive and were positive that you would not carry the sleepers for less. Further, that when Messrs. [unclear] mentioned 16s/- as a proper rate, the reply was that this was absolutely out of the question, 20s/- being

Yours

Wm. G. A. [unclear]

your minimum. In face of this there was no room for further negotiation.

Also, with reference to your remark that you were not given to understand that you were being asked to quote in competition with others; you had known for some time that we had approached the Jensen line, in fact your people had already protested to Messrs. Freedland against our having done so. In these circumstances it was probably considered unnecessary to refer to the matter again.

You may rest assured that we are anxious to do everything we can to support the Company and we quite realise that you may have difficulties at starting; but there is another side to the question, namely the interest of the Government concerned, and I hope that you will take that also into consideration in your dealings.

Yours sincerely,

We are anxious to know
~~what~~ we have done to
merit the support it
was expected we should
receive from the Colonial
Office.

Will you be good
enough to say when
you could receive Capt.
Wiseley who would like

3

to call upon you at
an early date.

Your aff. cousin
Gurland

Mr. Vernon

Registered with the
Society of Engineers
but am engineering

Done

1855

26

10

C O
32825
L O N D O N
OCT 28 1910
21st October 1910

COPI.

Dear General,

I am much obliged to you for giving me the opportunity of seeing you lately with reference to the shipment of railway sleepers from Antwerp. This to our surprise has been arranged by the Government with the German East African Line without giving our Company the opportunity of carrying the sleepers from that port at the same rate, and at the very time when we were negotiating in respect of the rate with Messrs Freeland, your Shipping Agents.

I understood you to say that this action has been taken by decision of the Colonial Office, to whom you had referred the matter, and I gathered that you represented to them on your understanding that we had made a definite offer, and you had also received an offer

* 2 *

at a lower rate from the German East African Line. In this I pointed out to you that you were under a complete misapprehension, that we had made no offer, and that any offer of freight been made to us. What had occurred was that Messrs. Frøstland had suggested our offering to take the cargo at 16/- per ton, but we pointed out that the rate of 16/-, mentioned in our Contract with the Government, was a rate for full cargoes of rails of 4000 tons and upwards, and accordingly we had suggested that the contract rate for sleepers, viz. 20/-, should apply. We understood that this suggestion was to be considered but no definite offer was made by us or to us, neither were we given to understand that we were being asked to quote in competition with others.

Although it is some satisfaction to us that, so far as you are personally concerned, what has been done is owing to this misunderstanding, we feel it is important that the facts should be correctly represented at the Colonial Office, as we are anxious that the Secretary of State should not have the impression that we have taken up an unreasonable attitude, and further we should have expected that even if the facts had been as you reported, the

Colonial Office, could not have gone past us without at least some intimation to us that our proposals were unacceptable, and without giving us an opportunity of making a definite offer. Our desire has been from the beginning to carry out the Contract in a reasonable way and fulfil our obligations to the satisfaction of the Government. We are quite at a loss to understand why the support, on which we have been counting for maintaining our new service via the Suez Canal, should be withheld under the present circumstances. I assure you that we need all the support which the Government can give us.

We must arrange for an early meeting with Colonel Seely, and I hope you can make it convenient to be present.

Yours sincerely,

(Signed) G.A.K. WISELY.

Major Maurice A. Cameron, C.M.G. R.E.,
 Whitehall Gardens.



ALL COMMUNICATIONS

TO BE ADDRESSED TO THE

CROWN AGENTS FOR THE COLONIES,

THE ROYAL EXCHANGE, AND THE

NATURE OF THE MATTER BEING QUOTED.

WHITEHALL GARDENS,

LONDON, S. W.

October 1910

Dear Read,

In continuation of my letter of the 27th

October I enclose a copy of further private
correspondence with H. C. Mann Wissele.

Yours sincerely,

W. H. C. Mann Wissele

H. J. Read

Captain Wiseley to Major Cameron

3 Leadenhall Street, E.C. 3

27th October 1910

My dear General,

I thank you for your note of the 24th October, in which you were kind enough to explain more fully to me your view of the negotiations between us in regard to the Antwerp shipment.

I would re-iterate most warmly my belief in the wisdom and ability of the fact of our losing no responsibility in freight as a consequence to us I am not desirous of carrying out discussion. Our only reason here for presenting the matter to you is that we understood from you and Messrs. Precland that the action taken had been done in accordance with the decision of the Colonial Office and we were requested to send you the matter. My visit to you and the reference to the Colonial Office, have been proposed with the object of clearing away any misunderstanding in regard to the working of our contract with the Government.

We quite appreciate that the interest of the Colonial Government is always to be taken into consideration, and we have always assumed that it is their interest that the Antwerp shipment should be carried by the Suez Canal, and we have always accepted such a view as a fair interpretation of the policy of the Government in giving effect to these considerations. We fail to see how the Colonial interests would have been prejudiced if the shipment of Antwerp from Antwerp, instead of being given to a foreign steamship company, had been offered at the same rate to the Union Castle Line. We

submit with all deference that the rate of freight under our contract charges at London or other ports should have been applied to Liverpool, and further we are disappointed to have expected, if the rate of freight at Liverpool had been applied, that the rate of freight under our contract with the Government would have been applied, if not its reverse, and that it should have been given the refusal of the freight on the above conditions.

You are quite right to remind me that we made inquiry of Messrs. Messageries regarding their having approached the German line, but your agents made light of the matter and assured us that the Government would prefer not to ship by a foreign line of steamers. We certainly were not given to understand that we had to vote against the German.

But as I have said I do not wish to trouble you with all this. I hope we may arrive at a practical way of giving effect to the friendly attitude of the Government towards our new venture, and that you will see your way to make a generous arrangement for dealing with cargo at Liverpool and Glasgow. Any limitation of the amount of cargo for which rates are to be agreed at these outports appears to us as striking at the root of the contract. The additional rate of freight you are offering does not cover our expenses for bringing the cargo round to our steamers, and it would need a very large parcel indeed to make it profitable for steamers to call at the outports.

(sd) G.A.K. Wisley

Whitehall Gardens
21st October 1914

Dear Wisley,

I have your note of 27th October re the Antwerp shipment to East Africa. I agree with you that there is no use in carrying on a discussion. I will only remark that shipments from the Continent to East Africa have been extremely rare in the past and I see no reason why they should not remain so.

Your concluding paragraph touches upon a different matter. I hope with respect to this that we shall be able to arrive at a more satisfactory solution to all concerned and I do not think there should be much difficulty in doing so.

Yours sincerely,

J. A. Cameron

J. A. Wisley.

3rd Nov 1910

My dear husband

I have enquired

into the matter of the shipment of the military rifles from Antwerp to East Africa

that I would do as you know from the letter addressed to you of the 22nd of Oct. do not consider

that the agreement with the U.C.C. covers shipments of freight from foreign ports

and that was the reason why he considered it better at that time to accept the D.P.A.

offer in the present case which will result in the freight to your Company

DRAFT.

husband Evans
Paris

MINUTE

- Mr. A.B. 1/4
- Mr. Butler 1
- Mr. Puddles 2
- Mr. Just
- Mr. Cox
- Sir O. Lucas
- Sir F. Hopwood
- Col. Seely
- Lord Crewe

para 2 for concern the
 been assigned to the
 to the for our decision can
 because we do not consider
 the above agreement address
 shipment from foreign ports
 in amounts in 29048 (also 29043)
 this case it seems to me that
 should have been made first
 P.D.O.

at the lower rate, as should
in clause 3 of the agreement

~~to be the property of~~
~~the office~~
~~the C.A. was not~~

The impression that
we had made a definite
offer to carry the shippers
at a rate, ~~which~~
understand
that
representative
stated that
we were to have a
but you had come
from the fact and
which when he
stated that
at a proper rate

to put the freight to
the U.C. under clause
3 of the agreement & b

3. But we only act in respect of
the rate was a proper proposal
8. We are

to give you freight and
from foreign ports where
we can legitimately
do so, and you will
remember that, in the
letter referred to above
the C.A. expressed the
hope that the U.C. Co.
would see their way
to quote a rate for
sleepers, etc. from
Australia which are
now in question.
Learn that the C.A.
laying the matter before
the Board of B. and that

has
been
made
the
U.C. Co.
will
not
do
it

useful purpose would be
served by my being
Case wisely as you
request, but

he replied that he was
not of his direction, and had
not seen your minutes
in his file of files

we did not see
for further business
In the case of the
negotiation

You may rest assured
that we are anxious
to give the U.C. Co. all
possible support
in the present case it is
difficult to be hard on the
C.A. but we could have acted otherwise
than they did

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