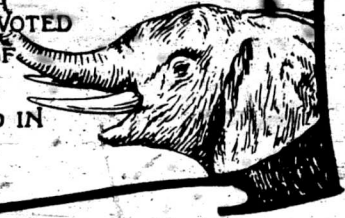


# EAST AFRICA

THE ONLY NEWSPAPER IN EUROPE DEVOTED  
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EAST AND CENTRAL AFRICA.  
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Convention of Associations of Nyasaland,  
Associated Producers of East Africa,  
Coffee Planters Union of Kenya and East Africa.

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## INDIRECT RULE IN EAST AFRICA.

The survey published in this issue of the conditions gradually obtaining in Northern Rhodesia and of the potential dangers of the precipitate extension of the policy of indirect rule will come as an unpleasant surprise to our readers, but the wide experience and proved judgment of our contributor entitle him to a hearing. We have more than once voiced our suspicion, founded on information from many and various sources, that all is not well in Tanganyika Territory. Increasing truculence is being shown there by Natives of widely separated districts; even in the Usambaras, where after the War the Natives were only too eager to work and to settle down once more to peaceful and profitable pursuits, considerable difficulty is, we hear, being experienced with the local tribes, and good employers of old standing are disturbed at the attitude taken up by their "boys." Discipline is at a discount, the old pleasant relations between master and men are disturbed, and a condition of things equally injurious to the development of a fertile district and to the best interests of its Natives is threatened.

Is Northern Rhodesia to copy errors committed in Tanganyika? If, as our correspondent states, District Officers in Northern Rhodesia are getting into the habit of running their districts from their headquarter office, of neglecting district travelling, and of losing personal touch with the people over whom they rule, the remedy is simple and ought to be promptly applied. Even a Governor to whom indirect rule is a fetish could scarcely claim that Natives must be left alone under the scheme; supervision—quiet, tactful, and persuasive—is still more essential to the success of indirect rule in its inception than under the old direct régime. We know that office work increases; that reports, more reports, and still more reports are the bane of

Government officials, who would, if their inclination were consulted, much sooner be on *safari* than tied to a desk; and it is more than probable that the Government is to blame for decreased and essential itineration. India has been through the same phase and Indian Civil servants had to make the same complaints. Whatever the cause, the remedy must be applied while there is yet time.

Discipline, be it remembered, is natural to the raw Native, who has ever been trained to obey his chief unhesitatingly, under the direst of penalties for disobedience. Such training has lasting results. To this day the Zulus are noted for their fringing and outspokenness; conspiracy was so trenchantly punished in the old days that anything which came to the ears of the underhand—the sly look, the furtive whisper—is *tabu* to-day. It is with amazement that African Natives have heard the white man's government and those in authority assailed in terms which to them meant disloyalty of the worst kind: "free speech," which in England has long since degenerated into licence, came as a revelation to the Native when practised in Africa. Having heard sedition preached with impunity, he has learned his lesson, for he is a clever imitator and a born orator. Some of his fellows have gone to Europe or to the States to "study," and have returned inflated with ideas dimly comprehended and unsettled by a freedom they are not competent to understand. They threaten to be the sparks which may ignite the inflammable gases now arising from the seething cauldron of tropical Africa, a cauldron in which ancient customs and ancient laws are disintegrating, heated reactions are going on, and from which final and stable combinations have not yet emerged. These reactions must be controlled, and to that end the views of experienced men, administrators, missionaries, and settlers, are all of value.

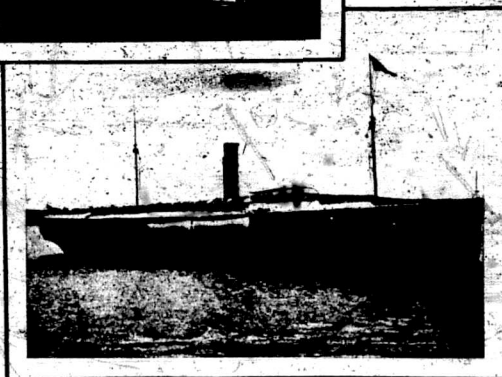
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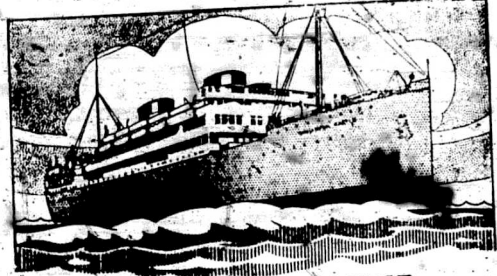
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## MATTERS OF MOMENT

According to the report which was published last week of the February meeting of the Executive Council of the Joint East African Board, that body still adheres to its three-year-old recommendation that a

**LONDON  
COMMITTEE  
SUGGESTED  
FOR AMANI.**

research body for the Amani Research Institute "should be set up in London, composed of official, business and scientific interests, which would operate with the assistance of an advisory committee in East Africa consisting of the various agricultural officers." Such a recommendation is, we are convinced, in direct conflict with the great mass of East African opinion, and its adoption by the Board three years ago is no argument for its resurrection to-day. In the meantime the whole aspect of East African co-ordination has changed, and closer union of the territories and their economic and research services, is but a matter of time. Amani, we have no hesitation in asserting, should come under the direct control of the High Commissioner and his Councils, not under that of a ponderous and entirely unnecessary London Committee.

The Director of a research station having been chosen—and every care should be, and in this case was, taken to see that a first-class man

**A PROPOSAL  
IS SELECTED, HE SHOULD AS MUCH AS POS-  
SIBLE BE LEFT ALONE TO PURSUE HIS WORK  
UNDISTURBED. THAT HE SHOULD BE OVER-**

seen by a mixed committee at home and "advised" by "various agricultural officers" in Africa is to handicap him unfairly. By all means let him consult regularly with the local Agricultural Departments, settlers, and others, but let it not be forgotten that the Director already reports directly to the Secretary of State, who has scientific advisers in his own office to enable him to judge of the reports and the work done; if, in addition, the Director has to keep his eye on a multitude of critics, only a fraction of whom have any pretensions to understand his work and his methods, his mind will be distracted, his life rendered a burden, and the vital work of the Institute must suffer. Moreover, the principle of London control is wrong, as the Colonial Office well recognises; the Dependencies would not listen to the Hilton Young Commission's idea of a London Advisory Committee, and they are not more likely to welcome the idea of "governing" Amani from this end. In practice, the committee would, in common phrase, be for ever pulling up the plant to see how it is growing.

The suggestion, unearthed from the limbo of things forgotten, is a poor compliment to Mr. Nowell, whose record of service fully justified his appointment; a danger to the Institute, which he is gradually, and in the face of immense difficulties, getting into working order and a challenge to the territories on a matter of principle. The "official, business, and scientific interests" enumerated by the Board will be adequately represented on the High Commissioner's Advisory Council. What contribution can be made by a London "governing body"? And how many men in this country can be shown to have taken a prominent and intelligent interest in the question? If

**A CHALLENGE  
TO THE  
TERRITORIES.**

the one or two people whose names suggest themselves have ideas to put forward, there are effective channels without the creation of a body which Mr. Amery and Mr. Ormsby-Gore persistently refused to sanction when it was urged upon them during their term of office.

As if to prove the unsoundness of its views on scientific agricultural research, the Executive Council of the Board proceeded to suggest that research at Amani would be as beneficial to Kenya coffee planters as research carried out by a station, or stations, to be established by the Coffee Planters' Union of Kenya and East Africa, as recommended by the Kenya Agricultural Commission presided over by Sir Daniel Hall. The very suggestion shows that the proposers do not realise the essentials of coffee research in East Africa and the position of Amani. That Institute is engaged on "long range" research; it possesses one coffee estate at an altitude of about 3,000 feet, which is much below the average altitude of Kenya coffee plantations; and its staff will have much else to do besides coffee work. What Kenya (and other) coffee planters want is intensive local research, by their own men on the spot, concentrating on local problems, and at hand to help planters—"short range" research, in fact, intensive and continuous. Any attempt to save money by pushing off the burden on to Amani is a mistaken policy. The experts of the projected Coffee Institute and of Amani will, of course, have much of interest and value to tell each other, and will work in unofficial co-operation; their investigations will be mutually supplementary, but they will be distinct in method and in detail. It is time East African planters copied the Dutch East Indies in these matters and struck out a line for themselves, instead of leaning helplessly on the Government.

**RESEARCH  
INTO  
COFFEE  
PROBLEMS.**

The recently published report shows that the second Imperial Mycological Conference discussed the control of insect pests by fungi.

**DANCERS  
OF BROKEN  
WINDBREAKS.**

The general opinion was that no such insect control is possible, though Mr. C. B. Williams, lately entomologist at Amani, and previously in Trinidad working on the frog-hopper pest, stated that scale insects are naturally controlled by entomogenous fungi in that island in Tanganyika, he added, such insect-killing fungi are not one-tenth as abundant as in Trinidad. But an observation of his appears to be worth further study as throwing light on scale attack: he "had noted many times that if a windbreak became broken, then an outbreak of scale insects occurred in trees radiating from the point of breakage." This he ascribed to increased virility in the insects; but Professor Britton-Jones thought that the effect of the gap in the windbreak would be to weaken the exposed trees, on which scale insects would then readily thrive—for there is much evidence that insect attack on plants is influenced by subtle alterations in the constitution of a plant. There appears to be a line of research indicated here which should be of value to coffee planters in East Africa who employ windbreaks.



### FLASHLIGHT DETECTION.

Bringing a Thief to Book.

Specially written for "East Africa."

By Frank Watts.

"Someone is pilfering the stores," said Boyd abruptly. "Last week a bag of salt disappeared and now a bag of sugar has gone."

"Sure it hasn't been moved and placed out of sight?" asked French, excavating a pawpaw with a spoon.

"No," replied Boyd. "I made Mwanza move everything so that I could check the place."

"Do you remember locking the shed?" asked Marion.

"Distinctly! Since missing the salt I have locked the door as soon as we have checked in the tools each evening. Last night I happened to think about the door after dinner and went over to make sure that it was locked."

"Do you suspect Mwanza?"

"No, he is a born storekeeper and has several times asked me to check the stocks. I am willing to vouch for his honesty. He is, as you know, an ex-~~slave~~ and served under a quartermaster in the K.A.R. To satisfy myself I searched the boys' quarters after they had gone to the fields this morning, but there was nothing out of the way there. Our boys are well fed, have plenty of salt and sugar, and have all been with us for a considerable time. It is quite possible, though, that they may be using the stuff for barter with the village people."

"It does not matter much what they do with it, your job is to discover the thief," declared Marion.

"Practical girl!" laughed French.

"Someone has to be practical," she retorted. "I don't like to think how you two helpless men would get along without my skilled assistance."

"Neither do we," agreed her brother teasingly.

"Poor old Jim would have pegged out if you had not brought him here for my treatment. I don't know that he would not have been better off just look at him; full of worry and anxiety ever since he married you."

Boyd grinned and French observed Marion's hand moving suggestively to the pawpaw rind on her plate.

"Come on, Jim, let us have a look at the shed. You come too, Marion; the boys will prefer to clear the breakfast things from the table instead of picking them up from the floor."

Marion laughed and accompanied her brother and husband to the shed.

"The lock does not appear to have been tampered with," observed French, "and it can be opened only from the inside without the key."

"That's so," agreed Boyd, "yet the door is the only means of entry. The place is windowless."

"Open the door, Jim," said Marion.

Compared with the bright light outside, the interior resembled a black cave, piled with boxes and tins and cases.

"Phew!" exclaimed Marion, "the place is an oven!"

"Someone has left a coconut shell here," she said, when her eyes had become accustomed to the darkness.

"Coconut!" said French, stooping quickly, "it's a skull!"

"Ugh!" Marion shivered, "a child's skull! How horrible! See, it has been pierced—even now there is a piece of Native string attached to it, which shows that it was carried about by the thief, and broke when he was here. That lets our boys out of the business. It is probably part of a witch doctor's stock-in-trade."

"I'm going over to the village at once," exclaimed Boyd.

"That will be useless," Marion pointed out. "The whole village, from Chief Funga Kamba to the tiniest *mtoto*, will swear they know nothing about it. If you tackle the witch doctor and charge him with the theft you will lay yourself open to ridicule, even if the Natives do not show open resentment."

"That is so," admitted Boyd. "What do you propose?"

"Whoever lost the skull will be wondering where he dropped it, and will come back to the shed in the hope of discovering it. We must keep watch—or better still let Mwanza sleep here for a few nights. There he is—" she broke off as the headman passed the open door.

\* \* \* \* \*

"Mwanza," began French, "*Bwana* Boyd has told you that someone is stealing the stores. Even when the shed is locked he gets in. Last night he dropped something. Look!"

The headman stared at the skull with its tail of bark.

"Bad business, *bwana*," he said at length. "That belongs to a witch doctor, who, if he does not come for it himself, may send the body. Bad business!"

"Yes, it is bad business," replied French, "but our business is to stop him stealing the boys' salt. Now I want you to bring your sleeping mat and spend the night in the shed, so that when he comes you will be ready for him."

"Lay my hands on a witch doctor, *bwana*!"

"Certainly, if you do not want all your rations stolen. You know what they do to thieves in the K.A.R.?"

"But they are men, *bwana*, and this is a witch doctor."

"You need not touch him, Mwanza," interjected Boyd. "All we want you to do is to sleep here and if anyone comes report to us in the morning. *Bwana* French and I will deal with him."

"I hear, *bwana*. I will sleep and report, but unless you wish me to die I cannot interfere with a witch doctor. If it is not a witch doctor I will arrest him and bring him to you, when I have finished with him. I will bring my *kiboko*, so that if he runs too fast we can recognise him by the marks of the lash on his back."

"You shall have my flash lamp," said French. "And don't wait until the morning to report; knock on the wall of the bungalow."

\* \* \* \* \*

About three o'clock in the morning Boyd was aroused by a dull clang which he recognised as a blow on the galvanised sides of the store shed. Hastily slipping his feet into his boots, he rushed across to join the headman. But the shed was locked.

"Mwanza, open the door!"

"Yes, *bwana*."

Boyd was surprised at the quiet reply and assumed that he had roused Mwanza from sleep without cause.

"He has been here, *bwana*," said the headman, as he opened the door.

"Did you see him? How did he get in?"

"*Bwana*, the body came back for its head," averred Mwanza solemnly.

"Nonsense!"

"It is true, *bwana*. I was asleep when I heard the roof lift up. I flashed the torch and saw two hands—child's hands. There was no head, and I did not see the body because my light frightened it away."

"Where was it?"

Mwanza indicated a spot on the sloping roof.

Climbing on the boxes piled beneath, Boyd touched the section of galvanised iron and discovered to his surprise that it lifted like the lid of a box.

"So that is how they get it," he observed. "A man lifts a child to the roof and after he has lifted the iron sheet he can drop inside and open the door to his companion. Mwanza, I think the body had a head, but you frightened it before it had time to rise to the level of the roof. You need not stay here any longer if you want to sleep in your own quarters. I can recognise the thief if he comes again. But tell the boys not to go near the shed after dark."

"None will disobey the order when I tell them what I saw, *bwana*."

Boyd smiled as he watched Mwanza roll up his sleeping mat and pick up his wooden pillow.

All the afternoon Boyd was busy preparing to identify the thief. He put a small hole in the side of the shed immediately below the loose section and fixed a camera, the shutter of which was connected with a wire running outside. Anyone touching the wire would be directly facing the camera and automatically ignite a magnesium flare for the exposure.

The fourth night after setting the trap he heard a yell that promised results. Inspection proved that the plate had been exposed, and when he produced the print at breakfast Marion and French had no difficulty in recognising the subject.

"Why, it's Funga Kamba!" exclaimed Marion.

"Yes, it's the chief right enough. There will be no need to take Joe to see him."

Marion and French smiled at his allusion to Joe, the ventriloquist's doll, remembering how Boyd had frightened the chief on a previous occasion when the Native had been interfering with French's boys.

But Funga Kamba had left before Boyd arrived at the village.

"He has gone to visit his sick brother," volunteered Upamu, the witch doctor. "He told me that he had received the news before dawn."

"H'm! How did he get the news?"

"That I cannot say, *bwana*, unless from his spirit son."

"What do you mean?"

"Soon after you showed him your spirit son who lives in a box without food and water he asked me to make him a son that would tell him men's secrets even as yours does. My magic is strong and I did as he wished, but as I did not want it to tell him my secrets I gave it neither lips nor ears, telling him that it must speak to his heart as all really great magic does. Then he lost the head. For days he sought it and promised a great reward of salt to anyone who found it. He even made a night search himself with the assistance of a dumb child. I think he must have found it last night and it spoke to him telling of his brother's illness."

"I think he saw the great light, Upamu, which is a good thing for you, even if you do not know it."

## SAA SITA ON THE SULTAN SAIDI CASE.

### The Native View of His Prosecution.

Set down for "East Africa" by Saa Sita's Master.

SAA SITA picked up my heavy gun from the veranda. News had arrived that an elephant was busily raiding the maize gardens, and as one of the Game Department's so-called cultivation protectors could not appear until after the raider had departed, well content with his plunder, it was up to me to go and see what was happening.

"*Bwana*," said Saa Sita, "I'm afraid that nearly all the big elephant have gone away. Even *Bwana Simba*<sup>1</sup> has had to work very hard to shoot them now. A little time ago I went on *safari* with an American *bwana*, who stayed in the bush many weeks, but they only saw some small ones."

"Well, what can you expect? Every time one comes to your gardens the people cry out for the white men to shoot him. How can they grow big if you will not let them eat your gardens?"

\* \* \*

"Truly, *bwana*."

"Tell me, where did you go with the American?"

"First we stayed at Tanga, where we bought many things. Forty cases of food did we have. There were guns, big ones, small ones, and those to shoot birds. It was like being at the *boma* in the time of war. After all was ready we went to Moshi and Arusha and shot plenty of meat, but no elephants. Then there was a big *safari* and we went on to Tabora. There was much trouble in Tabora, for the Sultan had been imprisoned for stealing the tax money of the Government, and the *Bwana* Judge had given him two years in gaol.

"*Bwana*, if I could get much money I would go to gaol for two years. You get good food and clothes, and if you are sick you get a doctor all for nothing. Then when you come out you can sit down, and buy plenty of women, and live like a white man."

"I laughed at Saa Sita's theory. "But you don't keep the money you steal. It has to be given back to the Government."

"No, *bwana*, look at the *akidas*<sup>2</sup>. Many were put in prison, and when they came back, oh, what a good time they had."

"Yes, you are right, Saa Sita," and I thought of a certain person who, having robbed the Government of a few thousand pounds, now lives at ease.

\* \* \*

"*Bwana*, the people in Tabora all say that the Government will not put the Sultan in prison really, but that after a short time they will let him off."

"Who told you that, Saa Sita?"

"Oh, I don't remember, but the people say that a big *bwana* told them that the Sultan would not be imprisoned. Besides, everyone says he has bought *dawa*<sup>3</sup> to keep him safe."

At this moment several Natives came to say that the raider had cleared off.

"I expect," said Saa Sita, as he put back my gun into its rack, "that the *bwana* from the Government will be here to-morrow."

<sup>1</sup> *Bwana Simba*, lit. Master Lion, a name sometimes given by Natives to a courageous European and sometimes to a white man who has shot many lions.

<sup>2</sup> *akidas*, Natives employed by the Government as super headmen.

<sup>3</sup> *dawa*, medicine.

## WATER PROBLEMS IN KENYA.

### Mr. A. Beeby Thompson's Important Report.

*East Africa* has been favoured with a copy of the report on "Kenya Water Problems" just issued by Messrs. A. Beeby Thompson and Partners, who are to be congratulated on what is one of the most valuable independent reviews of Kenya's water difficulties yet made, for Mr. Beeby Thompson, who visited Kenya last year, looks at the country not as an interested party, or as an official, but as a water engineer with a dispassionate and business viewpoint. During his investigations in the Colony his party travelled some thousands of miles in search of data, and, although the time allowed was not of the longest, a comprehensive idea of many districts of Kenya and portions of Uganda appear as the result.

His most far-reaching conclusion is of the tremendous potentialities of the Northern Province of Kenya, until lately considered to be more or less a barren waste, owing to inadequate facilities for irrigation and water storage. This generally accepted view is conclusively disproved by Mr. Beeby Thompson, and will be dealt with in a future issue of *East Africa*.

### Drilling Recommended.

Mr. Thompson's conviction, in the main, is that the salvation of Kenya's water supply lies in drilling the subsoil, rather than in hoping to conserve any surface water there may be, since opportunities for such conservation are rarely to be found. The process of agriculture, he says, and the general settlement on the land have led to striking changes in the distribution of precipitated rain, while the ploughing of land, the clearing of scrub, and the greater needs for water for crops have tended toward a quicker run-off and a reduction in the period of flow from springs. This means, then, that the more uses there are for water above ground, so will natural springs lose their volume and strength. The only course then open is to drill for it, which course has in many cases been accomplished with considerable success.

The geology of Kenya has an important bearing on the conservation of underground water, as much of the underlying rock, being of volcanic origin, is impervious to water, and is incapable of holding any great quantity at any one time; thus much valuable water escapes underground, taking the line of least resistance through fissures in the volcanic rocks. Underground volcanic action has also a considerable effect on what have always been thought to be perennial streams. Writing of this Mr. Beeby Thompson says, *inter alia*:-

"Streams of importance flowing from the Aberdare Mountains and other ranges lose their water rapidly during their passage to the Great Rift Valley, and strange disappearances, and appearances, are said to be observed in water after earthquake shocks. There seem reasonable grounds for believing that much water finds its way into porous beds of the volcanic rocks which exclusively constitute Rift Valley structures below the lake deposits, and this water may travel for hundreds of miles in the nearly horizontal formations without meeting any obstacle which would force it to the surface. The wide differences in the saline contents of the waters of the various lakes lead one to regard these as more or less isolated units, influenced, rather, by local hydrological conditions than by widespread and general rainfall.

"Most of the waters are characterised by high soda contents, but the concentration in some lakes is much higher than others. Thus Nakuru and Elementeita are too saline for potable purposes. Naivasha contains nearly fresh water, whilst Lake Magadi contains a solid mass of crystallised sodium carbonate. Although Lake Natron in Tanganyika receives the whole flow of the river Uaso Nyiro, it is a concentrated mass of salts due to the intense evaporation in widespread swamps near the lake."

The author suggests that a borehole should be sunk in the middle of Lake Magadi, as this would certainly disclose data of the greatest scientific interest, and below the mineralised zone it is possible that fresh water might be obtained, conceivably under a head. Needless to say, any water that might be found here would be of importance to local Natives, whose cattle now only obtain such surface water as may be precipitated by rain.

With regard to the type of drill which, it is suggested, should be utilised by the Kenya Government, Mr. Thompson is in favour of using drive tube wells, which consist of "a perforated screened, or unscreened, steel-pointed drive pipe, with upper-screwed socketed joint, to which additional lengths may be added, as they are driven by a monkey, or otherwise, to the requisite depth. They usually vary from 1½ in. to 2 in. diameter, and can only be used in uncontrolled or loosely compacted strata, which suffer compression during the process of drilling, and thus provide space for the passage of the tubing. If struck within ten or fifteen feet from the surface good supplies of water can be obtained by simply attaching a suction pump to the surface pipe."

In a further passage he says:-

"No hesitation is felt in asserting that boreholes are likely to afford the best, safest, and cheapest solutions of the water supply of most districts where moderate quantities are needed. Where quantities in excess of, say, 50,000 gallons a day are requisitioned the question of some other source of supply should be considered."

### Water Storage.

With regard to the storage of water, the view is taken that although this is impracticable in many instances there are times when there is no other practical method of irrigation, or of conserving water for the use of human beings and cattle. In relation to this Mr. Beeby Thompson says:-

"Recent experiments in the Sudan under our direction have shown that valuable supplies of water can be collected and stored in deep excavations in cotton soil. Once the cotton soil is saturated it is practically impermeable, and the seepage losses are negligible. Contrary to expectation, the water has remained clear and fresh after storage for six months and longer during which period the measured evaporation was half-an-inch daily. The sustained purity of the water is attributed to the aeration resulting from wind and wave action, as no algae developed, nor did weeds grow. The rectangular excavations of 5,000 cubic metres (say, 1,000,000 gallons) capacity were protected by a fence, and water was drawn by Natives and placed into circular mud-troughs near the tanks, instead of permitting animals to enter and drink the water. Suitably constructed in depressed areas, where a surface flow of water can be directed during rains, whilst providing for the by-passing of storm water and silt, such tanks so constructed have suffered little damage or silting in face of ordinary tropical storm conditions."

Illustrations of these tanks are given in the report, including one in the Bhutana, Sudan, where large numbers of camels and cattle were daily watered for eight months after the cessation of rain. The completed tanks, ten feet deep, cost between 1s. 6d. and 2s. per ton of water capacity.

Details as to the best positions for boring, the probable costs, and other technical particulars are given at some length, but owing to their technical nature are not here repeated.

Mr. Thompson considers, however, that the most suitable type of portable "percussion" boring machine is the "Star," which has enjoyed sales far in advance of other forms of portable boring machines. A point is made of the difficulty of obtaining good drillers. A common mistake, he says, is made in the popular assumption that good drillers may be obtained from South Africa at any time. This is not so, for that country has her own drilling problems, and is constantly on the look out



for good drill hands.—A useful suggestion is that the Kenya Administration should always have a few local youths in training as expert drill men, thus ensuring that the supply would always be sufficient to meet the demand.

Altogether, this is a very valuable document, which cannot but be of help to the Kenya Government in its efforts to solve the many water problems with which the country is from time to time confronted. Unfortunately copies of the report are not available to the general public.

### THE MAN-EATER.

Wildly the death-scream ripped  
Through the night's deep;  
Villagers, terror-gripped,  
Startle from sleep.  
Hearts throb with hot blood's scorch,  
Limbs with fear lurch;  
Hands shake which hold each torch,  
Vainly they search.  
Faces pale-black as dawn,  
Dewed with cold sweat;  
Grey lips with horror drawn;  
Teeth bared and set.  
By a mud-hut they crowd—  
What have they found?  
This night has brought a shroud;  
Blood's on the ground.  
Bend low and enter in,  
Holding back fear;  
Sit still with hand on chin;  
No word can cheer.  
Roughly the torches flare;  
Swift the tale flows;  
Fear turns to harsh despair;  
Dull sorrow grows.  
Sudden the tawny beast  
Sprang on his prey;  
Jaws dripped with death's red feast;  
Life drained away.  
None saw the lion lurk;  
None smelt his breath;  
'Tis a witch-doctor's work,  
Magic and death!  
That snake-born son of shame  
Changed once before;  
Zigwa was he who came;  
There is no spoor!"  
Slowly the watchers rise,  
Why should they wait?  
Close the dead glazing eyes;  
It was his fate.  
Gone is the torch's flare;  
White the moon's light;  
Grimly the mourners stare  
Into the night.

C. BEVERLEY DAVIES.

## FARMS FOR SALE IN KENYA.

To be Auctioned Next Month.

The undermentioned highland farms are to be auctioned in Nairobi on March 31. The grants, which will be under the provisions of the Crown Lands Ordinance and the Registration of Titles Ordinance, will be for 999 years. Plans of the farms may be seen at the Survey and Registration Department, Nairobi, or copies obtained at 3s. each.

Locality	L.R. No.	Approx. Area Acres	Approx. Rent per annum Sh.	Upset Price Sh.
Solai	2657	1,643	328	32,800
Kiu	1749	2,925	585	5,855
Athri	3606	1,000	200	5,000
"	2704	2,574	514	25,740
"	2705	4,677	935	23,385
Kijabe	1558	2,678	535	20,685
Naivasha	1545	2,458	491	18,435
Eburru	6223	4,792	858	23,903
Nandi	1473	1,626	325	32,520
North Kenya	2820	4,530	906	33,975
"	2888	3,208	641	64,160
North Nyeri	2701	4,024	804	20,120
"	2702	3,485	697	17,425
Nanyuki	2761	4,274	854	42,740
Nyeri	3307	1,000	200	25,000
"	2266	1,018	203	40,720
"	2264/R2	260	52	10,400
"	2264/R3	270	54	10,800
Laikipia	2431/R	3,066	793	11,808
"	2451/R	3,890	778	11,670
"	2606	1,462	292	21,930
"	2401	1,860	373	11,214
"	2441	4,698	939	14,094
"	2561	4,308	861	12,924
"	2580	2,430	486	7,200
"	3281	2,075	415	8,300
"	3252	4,322	864	21,610
"	2451	4,512	902	13,536
"	2543	2,024	404	8,006
"	2454	2,733	546	14,100
"	3207	2,390	479	7,188
"	3205	2,433	486	9,732
"	2400	3,585	717	21,510
"	2495	4,628	925	27,768
"	2542	2,137	427	8,548
"	9307	2,441	188	12,205
"	9308	932	86	6,990
"	9399	1,815	363	13,612/50
"	6400	1,027	325	8,135
"	6940	4,405	881	66,075
"	6941	5,695	1,139	22,780
"	2471	2,913	582	34,950
"	2472	3,387	677	33,870
"	2465	3,997	799	19,985
"	2466	3,720	745	55,890
"	2646	1,480	296	29,600
"	2644	1,610	323	32,380
"	2642	1,342	268	26,840
"	2641	1,260	252	25,200
"	6942	9,452	1,890	47,260
"	6943	8,447	1,689	42,235
"	2627/1	1,340	268	6,700
"	4423/3	147	20	588
"	4423/2	624	124	2,490

The farms marked thus \* require survey. The area as finally determined may prove to be greater or less than that indicated in the Schedule. The purchase price and rental will be subject to alteration proportionately.

Survey fees are also payable in all cases. They range from a minimum of less than 1/4 to a maximum of £92 10s.

#### "EAST AFRICA'S" SPECIAL CORRESPONDENT.

Capt. H. G. Drwett, the Editorial Secretary of "East Africa," may be addressed c/o Standard Bank of South Africa, Dar es Salaam, until March 14. Any readers in East Africa who would like to discuss any matter with him are invited to write him to that address.

Congratulations to Mr. H. K. Binks on his enterprising move in supplying the Empire Theatre, Nairobi, with a weekly film of topical news under the title of "Binks's Kenya Gazette." Amongst its first features were pictures of the naming of the new "Moth" aeroplane presented to the Aero Club of Kenya by Sir Charles Wakefield and of the Rugby football matches played by the team of South African students now visiting East Africa.



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**KOLYNNOS**  
DENTAL CREAM

is little or no game; and that abundance of game can often be seen where there are no flies anywhere near.

If, as Professor Newstead and Dr. Davey assert, blood is an essential to them, the fly would invariably be found in close proximity to the game, and it is not. This point shows how the scientific investigator often fails to get at true facts, and how easy it is to write monographs on subjects supported by "assumptive evidence" which looks well on paper, but which circumstantial evidence on the spot shows to be wrong.

Dr. Davey remarks: "The whole tsetse fly question has become hopelessly confused by the acceptance of statements about the distribution and habits of fly from persons without entomological training who are quite unable to distinguish a tsetse from other flies." This looks like a shot at Mr. Ritchie or myself, perhaps at us both. Speaking for myself, I know *Glossina morsitans* very well indeed, as I have seen hundreds of thousands of them and been bitten by many. Perhaps the localities where I have seen them in greatest abundance were along the Rukuši and Nyamazi streams in North-Eastern Rhodesia when after elephant, and there they were such a nuisance at times that one could not get peace until the darkness of night put a stop to their attentions. It has often amused me to think that the Masai tribe knew that mosquitoes infected humans with malaria long before our medical men discovered the fact with their powerful instruments. This point shows that science, notwithstanding its manifold scope for making discoveries, is a bit behind the people who have the advantage of being able to observe things through practical experience on the spot.

Although it is extraordinary how tsetse hang on to one locality, there is little doubt that grass fires, strong winds, and probably the effect of temperatures make them change their range. In Africa, south of the Zambezi, the movements of buffalo influenced them greatly, but though I have often seen them in buffalo country in Northern Rhodesia, I do not think they were attracted by the presence of these animals in the degree they were in southern Africa.

Certainly, as Dr. Davey infers, the whole question is most complicated, for it is possible to cite cases where the fly are attracted by mammals and others when they are certainly not. The herbivorous animals spend long hours in sunlight, though they seek the shade when the sun gets very hot; but there are other creatures, not classified as game, which spend the whole time under cover, and these are doubtless bitten more than the game.

One thing certain is that humans seldom see many tsetse without being bitten, and I think they probably prefer human blood to animal blood. It is possible, too, that tsetse may only seek blood intermittently. However, considering they spend the greatest part of their existence in the shade, the probability is that their main food is vegetable matter, and notwithstanding Dr. Davey's quotation of Professor Newstead's opinion, facts show that the fly do not always follow the game. If they did, one would always find game and tsetse together, and this is anything but the case.

Yours faithfully,

Belmont,  
Moffat, N.B.

DENIS D. LYELL.

**TSETSE ARE NOT VEGETABLE FEEDERS,**

Declares a Tsetse Entomologist.

To the Editor of "East Africa."

SIR,  
In reading the letter by Mr. Denis D. Lyell in your issue of February 6, I notice that he remarks that "tsetse, as well as mosquitoes affd all biting flies, are by habit vegetable feeders, and a blood diet is not essential to them." I am afraid that Mr. Lyell is incorrect in making this statement. There is no evidence to show that tsetse feed upon anything except blood. Tsetse are not by habit vegetable feeders, but blood feeders.

Yours faithfully,

TSETSE ENTOMOLOGIST.

Richmond,  
Surrey.

**MR. HOBLEY'S CARRION PLANT.**

Specimens lodged in Nairobi Museum.

To the Editor of "East Africa."

SIR,  
You recently referred to the carrion plant mentioned in my book. I lodged specimens in the Nairobi Museum, and hoped that the Curator would take steps to get them named. They are awkward things to preserve, for, being so fleshy, they have to be placed in a dilute formalin solution or something of that sort, and on safari one rarely has this reagent, to say nothing of the big, wide-mouthed bottles in which to deposit such specimens.

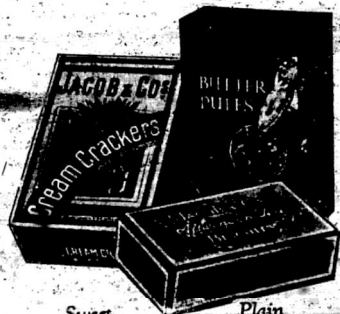
Yours faithfully,

C. W. HOBLEY.

London, N.W. 8.

**LAST WEEK'S RAINFALL IN KENYA.**

HIS MAJESTY'S EASTERN AFRICAN DEPENDENCIES' TRADE AND INFORMATION OFFICE has received a cable to the effect that the rainfall in Kenya during last week was as follows: Rumuruti, 3.2 inches; Limuru, 3; Eldoret, 2.75; Naivasha, 2.25; Nakuru, 1.8; Nairobi, 1.5; Songhor and Kiambu, 1.25; Nyeri, Njoro, and Meru, 1.16; Ngong, 1.1; Kericho, .8 inch; Lumbwa, .6; Machakos, .5; Nanyuki and Voi, .4; Moiben and Kisumu, .2; and Kitale, .125.



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The last inward mail brought news of torrential rains in the Songea district.

## PERSONALIA.

Captain R. O. R. Kenyon-Slaney has arrived home on leave.

Mr. W. E. Kingsford has returned from Alassio to Hindhead.

Mr. G. C. T. Harvey has been appointed a Game Warden in Kenya.

Mr. C. T. Davenport leaves England to-morrow to return to Kenya.

Mr. G. D. Kirsopp and Mr. W. Manning are on leave from Zanzibar.

Mrs. C. F. S. Shaw, of Lujari Estate, Mlanje, has arrived from Nyasaland.

Major and Mrs. Barlow and Mrs. W. Fawcett have arrived from Mombasa.

Messrs. J. C. F. O'Brien and L. S. Miller are on leave from Tanganyika Territory.

Mr. Neville Chamberlain, M.P., is now on his way back to England from East Africa.

Lord Woolavington, whose East African interests are extensive, has returned to London.

Professor Josef Mansueti, a well-known German student of African ethnology, has died in Berlin.

Mr. and Mrs. A. F. Barron are on their way back to South Africa by the R.M.S. "Edinburgh Castle."

Mr. Temple-Perkins, District Commissioner at Mbarara, has left Uganda for leave in New Zealand.

Mr. T. Kreglinger has returned to Belgium from his visit to Tanganyika, Ruanda-Urundi, and Kenya.

Captain M. S. S. Moore, V.C., is now stationed in the Mwanza district of Tanganyika as a Game Ranger.

Sir Roderick Ross Wilson has been appointed to the board of the Standard Bank of South Africa, Limited.

Miss Cynthia Stockley, the novelist, recently passed through Mombasa en route for Southern Rhodesia.

Mr. W. Crompton recently won the Jackson Golf Cup of Nyasaland, Mr. G. Wright being the runner-up.

Mr. F. D. Warren has been appointed a member of the Nyasaland Native Tobacco Board vice Mr. A. F. Barron.

Mr. W. J. Woolwirth has been elected Vice-Chairman of the Anglo-Portuguese Colonial and Overseas Bank.

The Rev. J. G. Mills, of Livingstone, has been appointed Principal of a missionary institution in Southern Rhodesia.

Dr. H. A. Gilkes, until recently Medical Officer at Kasama, is now at Fort Jameson, and Dr. R. B. S. Smith at Balovale.

Mr. C. H. A. Grierson has been confirmed in his appointment as Deputy Provincial Commissioner, Tanganyika Territory.

Among recent arrivals from East Africa are Mr. and Mrs. J. F. C. O'Brien, Mr. C. S. Paul, and Captain and Mrs. F. J. Sheedy.

Mr. F. A. M. Webster, formerly of the King's African Rifles, has just had published a book entitled "Athletics of To-day."

Mr. and Mrs. J. D. Lawson have arrived in London from Nairobi, having travelled from the Cape by the M.V. "Llangibby Castle."

Messrs. F. E. Irving and H. L. Renwick are now Acting Comptroller of Customs and Acting Assistant Comptroller respectively in Zanzibar.

Mr. A. J. Storey, the well-known Nyasaland merchant, is to leave England for the Cape on Friday of next week by the s.s. "Grantully Castle."

Mr. F. C. J. Fry has resigned his post as flying instructor to the Newcastle Aero Club to take up an appointment with Wilson Airways in Kenya.

Brigadier-General Sir Samuel Wilson, Permanent Under-Secretary of State for the Colonies, has appointed Mr. C. A. La Chiffe to be his private secretary.

Mr. Reginald, and Lady Margaret Loder, who have visited many parts of East Africa, including the Sudan and Abyssinia, have left England for Venezuela.

The Prince of Wales, whose first camp in the Voi district was at Maungu, has moved on to a camp near the Ziwani Swamp, about twenty miles from Mbuyuni station.

Gialdini, the absconding director of the Hatty group, who is now in Italy, is reported to have declared his intention to take up farming in Portuguese East Africa.

Messrs. J. G. Montecath, G. N. I. Morrison, and D. J. Bethnell have been appointed respectively Deputy Governors of the Fung, Darfur, and Kordofan Provinces of the Sudan.

We regret to report the death in Nairobi of Mrs. S. Humphreys, who had been in Kenya for the past twenty years. She was a daughter of Mr. Marcus, the well-known Nairobi business man.

Mr. N. H. Vicars-Harris, of the Department of Tsetse Research, is returning to Tanganyika. Mrs. Vicars-Harris has left for Rio de Janeiro, and will rejoin her husband in East Africa in August.

Mr. Frank Wood, who is now on his way to Nyasaland to take up an appointment as an Assistant Postmaster, has for the past eight years served on the staff of the General Post Office, Stockport.

Among recently elected Fellows of the Royal Empire Society are Mr. D. Graham Burns (Tanganyika Territory); Mr. John P. Birch (Uganda); Mr. Edward F. Carter (Southern Rhodesia); Mrs. J. P. Mitchell (Uganda).

The return of Father Woodward from South Africa to work with the U.M.C.A. in Zanzibar will be hailed with pleasure by his many friends. The Archdeacon has already spent fifty-five years in mission service in Africa.

Mr. W. H. Martin, manager of the Nairobi branch of Messrs. Smith, Mackenzie & Company, and Miss Peggy Jansen, who were recently married in the Kenya capital, are the first couple to take an aerial honeymoon in Kenya.

A marriage will take place in April, at Beachcroft, Clevedon, Somerset, between Mr. Humphrey John Sankey and Elizabeth, only daughter of Mr. Charles Frederic Belcher, Chief Justice of Cyprus, and formerly of Nyasaland, and Mrs. Belcher.

Kenya Kongonis are to make another cricket tour of Great Britain. The first match is to take place in the middle of July, and any members who will be on leave then, and who are desirous of playing, should communicate with the Hon. Secretary, P.O. Box 80, Nairobi.

The Nairobi Municipal Council has recommended the appointment of Mr. F. R. Morgan, at present Clerk to the Urban District Council of Seaford, Sussex, as Town Clerk of Nairobi, with the present acting clerk, Mr. W. W. Ridout, as his assistant at a salary of £840 per annum.

The marriage between Mr. Richard Martyn Creswell, youngest son of Mr. Frank Stenhouse Creswell, Crumpsall, Wimbledon, and Dorothy Edmée Grannum, eldest daughter of Mr. R. C. Grannum, C.M.G., and Mrs. Grannum, will take place quietly in Nairobi, Kenya Colony, on March 14.

The appointment of Mr. S. Marston, Deputy Treasurer of Uganda, to the post of Treasurer on the retirement of Mr. C. K. Dain, has given general satisfaction in the Protectorate. The new Treasurer's promotion has been unusually rapid, for it is only twelve years since he entered the Colonial Service.

Sir Piers Mostyn, the well-known Kenya settler, who flew from Kenya to England early last summer, left Nairobi again by air on Saturday last, but was forced to land in Kisumu owing to the breaking of the propeller. Fortunately, neither Sir Piers Mostyn nor his passenger, Major Wynne Eyton, were injured.

The engagement is announced between Mr. I. C. Raftesath, of Kenya Colony, second son of the late Mr. and Mrs. I. C. Raftesath, of Port Shepstone, Natal, and Mary Valerie, eldest daughter of Mr. and Mrs. E. W. Baker, Gâte Pa, Tauranga, New Zealand, late of Great Holland, Essex. The marriage will take place on March 3 at Nakuru, Kenya Colony.

Sir Daniel Hall, Chief Scientific Adviser to the Imperial Ministry of Agriculture, who recently visited Kenya Colony, is one of the members of the new Economic Advisory Council set up by the Cabinet.

Mr. C. M. Barlow, M.C., of the Nigerian Administrative Service, who in 1928 drove a car across Africa to Mombasa, has, we regret to say, been killed by a primitive tribe on the Nigerian Plateau. Mr. Barlow was the son of Canon Barlow, former Dean of St. John's College, Cambridge, and a nephew of Sir Montague Barlow, who has twice visited East Africa in recent years.

Mr. B. T. Watts, the newly-appointed Land Officer and Director of Surveys, who recently arrived in Uganda from Cyprus, had previously served in the Sudan and Egypt. It is betraying no secret to say that there was strong local feeling in both official and unofficial quarters that the appointment might have been given to a Protectorate official whose long service and known competence had led the general public to anticipate his promotion.

Among those outward-bound by the "Matiana" are Dr. and Mrs. W. M. Brown, Dr. and Mrs. R. P. Cormack, Mr. J. T. Chittenden, Mr. C. T. Davenport, Mr. R. W. Dykes, Mr. J. A. C. Falconer, Mr. and Mrs. F. C. Gaffney, Mr. and Mrs. L. C. Lea-Wilson, Lieutenant-Commander J. C. Marshall, Captain H. R. Mather, Mr. and Mrs. R. A. C. Oliver, Lieutenant G. H. A. Perceval-Maxwell, Mr. and Mrs. A. T. Robinson, Mr. and Mrs. C. W. Ruddick, and Mrs. M. A. Strange.

## DEATH OF THE REV. H. A. BREWER.

One of Uganda's Best-known Missionaries.

By the death in London last week from black-water fever of the Rev. Henry Alexander Brewer, son of the late Canon Brewer, Uganda has lost one of its best-known and best-loved missionaries. On his arrival in England on leave only a few days previously he was weak from the effects of a bad attack of malaria, which had kept him in bed for several days in Paris, and he had to go into hospital in London. There he passed away.

Mr. Brewer, who was Principal of the Busoga High School boarding school for the sons of chiefs, had spent some twenty-four years in Uganda, and on this last occasion had done a tour of five years' duty. At the outbreak of the War he promptly volunteered for service, and was first attached to the Carrier Corps. After serving with them for some time, he returned to Europe and went with the Australian troops to France (and, we believe, for a short while with them in Gallipoli).

His happy disposition was always an inspiration to those with whom he came in contact, and he must have been as successful a chaplain as he was a missionary. He was a keen sportsman, proficient at almost all games, infectionally optimistic in his outlook on life, and, as one of his oldest friends said last week, "a champion all-round fellow."

The Rev. H. Bowers, now on leave from Uganda, conducted the burial service at Islington Cemetery, which was attended by a number of Uganda people, some of whom first went out to the Protectorate nearly forty years ago. A sad circumstance is that Mrs. Brewer, an Australian, and their three daughters are at present in Australia.



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SPRINGS!*

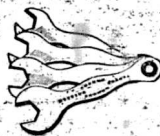


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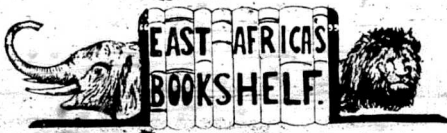
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## AFRICAN GAME AND ITS SPOOR.

Advice by Mr. D. D. Lyell.

MR. DENIS D. LYELL has long made a hobby of recording the spoor of African game, on which subject he wrote a most interesting work in collaboration with the late Major C. H. Stigand. He recognises the difficulty of portraying spoor on paper, and he knows—no one better—that the vast majority of game tracks are imperfect impressions owing to the hardness of the ground and their being over-trodden by other animals. Nevertheless, in "The Hunting and Spoor of Central African Game" (Seeley Service, 31s. 6d.) he discharges his task with considerable success, and with the hope that his drawings, being of well-defined specimens, will help the beginner to identify them. He adds, however, very modestly,

"The best thing a young man can do if he wants to know what a certain animal is like is to go to some good Natural History Museum and examine a well-mounted specimen of the beast, which will give him a better idea of its size and morphology than any illustration could possibly do."

It is rather curious, by the bye, that Mr. Lyell does not recommend a visit to the Zoological Gardens. By no means all mounted specimens in a museum give a real idea of the live animal; many, unfortunately, are only too obviously "stuffed."

But apart from the pictures of spoor, this book, written as it is by a hunter of much experience, will be found extremely interesting, especially in the matter of advice. Mr. Lyell wisely confines himself strictly to the country he knows—Central Africa—and his experiences and conclusions differ in some respects from those of sportsmen in other parts of the continent. He will not have it that a herd charges *en masse* :—

"Elephants and buffaloes often stampede, and rush past the hunter, and I have often had this happen, but even when a beast is heading straight for one this is not a real charge with intent, for the animals are only trying to get away. I am afraid some men would call this sort of thing being 'charged,' which is nonsense. There is no attacking when a beast intends to be offensive."

And again :—

"Like all herds when alarmed, they (buffaloes) may run directly towards the hunter and his men. The best thing is to get out of sight, and when they are near show oneself, when they will almost invariably split up and pass to either side. Inexperienced hunters often relate stories of being charged by herds of buffaloes (or elephants), which is pure nonsense, as the animals are simply trying to escape and nothing more."

He is of opinion that the cost of capturing, training, and feeding the African elephant will always be too great to cover the value of the work he is capable of performing. He is contemptuous of the "elephant cemeteries" stories with their treasure of ivory, and thinks that

"When an aged or badly wounded elephant instinctively feels his days are numbered, he will naturally go away alone (for animals are usually unkind to the weaklings, and this point has certainly something to do with the survival of the fittest); and the animal will certainly make for water in fairly flat country, for some rivers can only be reached by going down steep banks. Therefore, marshy low ground will likely be chosen, and there the elephant will likely get bogged, and being too weak to struggle out will eventually go under and disappear completely."

The author seems to have encountered many of the wild or hunting dog, and he declares that "the Natives fear hunting dogs greatly"—which is certainly not the case in some parts of Tanganyika—though he himself found them quite harmless even when wounded. He, like so many African hunters, refuses to accept any theories of "protective coloration" in animals, though he thinks they may apply to insects. He has a chapter on "Big Game and the Tsetse Fly" in which he exonerates the game from harbouring the fly and maintains that: "Only one thing can supply a rational remedy for all tsetse-borne diseases, and it is for scientists to discover some contagious deadly disease with which to inoculate and kill off the fly." Which is, perhaps, more easily said than done.

His "Notes on Equipment and other Matters" are based on his own wide experience and are valuable. The book, which is beautifully printed on thick art paper, would prove a most useful gift to a youngster going out to Africa for sport; it would help him in a thousand ways, and might very possibly save his life. A. L.

## LIFE ON A RHODESIAN FARM.

Miss Sheila Macdonald's New Novel.

PHYSICALLY Nicholas Lovell was the fine type of the Rhodesian settler—born in the country and determined to make good on his own farm, "Ntaba." "I'm a Rhodesian," he exclaims proudly, "and I wouldn't give one Ntaba for fifty Wrays"—that being the name of his rich uncle's demesne in England, to which he was at the time heir presumptive. But mentally, or sentimentally, he had his soft spot, which he proved by espousing a girl of the period whose idea of life was a Rolls-Royce and week-ends in Brighton. The interests of the farm were "shop" to her, she lacked the maternal instinct, and she loathed everything primitive, such as Native servants and bath water heated in petrol tins. So the trouble for which Nick seemed to have been looking developed; the *trek* was uphill; but the journey's end was perhaps worth the experience. Miss Sheila Macdonald tells the story of "Uphill Trek" (Cassell, 7s. 6d.) with all the skill and local knowledge she displayed in "Sally in Rhodesia." Her characters appeal and she has a fine sense of the pathetic. The book may be recommended to all interested in life in British Africa. A. L.

MRS. MILLIN'S new book, "The Fiddler" (Constable, 6s.), though told with all her well-known skill, does not rise to the level of her "God's Stepchildren." The story depicts probably the most complaisant husband in fiction, who, having rescued the woman he loved from a dull and aimless life in a small English town, took her to the open spaces and interest of a Nyasaland farm. The reader, assured that she really loved him, is asked to believe that she would desert him for a consumptive, neuritic, selfish, and already married violinist in a travelling orchestra for the sole reason that "she felt like it." The characters do not convince.

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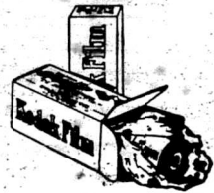
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**Camp Fire Comments.**

**A One-Man Department.**

Has the Somaliland Protectorate any rival in claiming the smallest Government Department in the whole Empire? Its Department of Agriculture and Geology consists of one man, Mr. R. A. Farquharson, M.A.(Oxon), M.Sc., F.G.S., with a "menial staff"—one does not recall that phrase being used elsewhere—of one Arab gardener and one Somali ploughman!

**Eels in the Indian Ocean.**

A piscatorial correspondent writes:—"I suppose most anglers in East Africa concern themselves mainly with fishing for imported trout and despise sea sport; but there may be a few who are interested in marine fish. If so, they will congratulate the Danish Professor Johannes Schmidt on his discovery of the breeding grounds of eels in the Indian Ocean. The Professor is famous for his researches on the eel and his demonstration, after many years of hard work, that European and American eels breed in the depths of the Sargasso Sea. Now he has identified six species of eel in the Indian Ocean and has discovered two breeding places, one in the east and one in the west. The whole story is not yet complete, but if it runs parallel to the life-history of the Atlantic eels it will be another romance of biology."

**The Soya Bean.**

An interesting example of the different values of a foodstuff to different types of humanity is offered by the soya bean. It is not exactly a case of "one man's meat being another man's poison" as happens in Africa among maize, meat, and banana-eating tribes; but it is stated on good authority that though the soya bean has been the staple food of the Northern Chinese for two thousand years and is said to be responsible for their hardihood as opposed to the rice-eating Southerners, an attempt to popularise the bean as a diet for Europeans has not been a success. It has been reported that in Germany during the War its consumption led to digestive disturbances and other disagreeable after-effects, "so that the diet could not be tolerated for any length of time." As a good many East African farmers are interested in the bean, it is welcome news that a process has been devised by which the obnoxious constituents can be removed and a meal of highly nutritive value obtained. The secret lies in the milling combined with fractional distillation, and, if proved successful in commercial practice, the process will enhance the value of the bean as a crop one is buying or selling.

**Bird Breeding as a Hobby in East Africa.**

The many settlers in East Africa who keep pets may take a hint from what has been done recently in the London Zoological Gardens, which a few years ago acquired a few pairs of the beautiful blue love-birds—then worth about £100 a pair—and by mating them with the common green type obtained a large stock of the pure blue birds. The principles of Mendelism are not difficult to understand, and there are several books on the subject suitable for amateurs.

A well-kept aviary is a great addition to the amenities of a settler's home, and its interest would be immensely increased if breeding experiments were conducted. The African starlings, for instance, and the orioles are wonderfully beautiful groups of birds; remarkable results might be achieved by cross-breeding the types. It does not seem right that the Zoo should have the monopoly of the business. Something might be done, too, in experimenting with the food of the birds: the "black" bullfinch is said to be made by feeding the ordinary bullfinch on special seed; the "Buck" Indians of Guiana, who always keep a number of bird pets, modify the colours of the macaws by special diet. Why should some of our readers not try something of the sort with African birds? The idea is new, and the results would be of extreme interest if the experiments were intelligently and persistently carried out.

**Water Storage in the Baobab Tree.**

"Can it be the fact," writes an old Tanga resident, "that the baobab tree so uniformly contains a supply of potable water that it can be relied upon by Natives in desert regions? The tree is common enough, and I have seen innumerable specimens at Tanga and Mombasa; but I cannot recall that any resident on the coast has remarked on what must be the tree's most valuable property, for a regular and reliable water supply is of vast importance in tropical Africa. I note that Dr. T. F. Chipp, quoted by you, states quite definitely that in Kordofan the water stored in the baobab is the only supply the tappers have while engaged in their work. I see, too, that Mr. John Boyes, in his 'Company of Adventurers,' records that while he was on safari in the sansevieria bush between Voi and Kibwezi, one of the local Natives discovered water in the heart of a hollow baobab. But it was clearly a surprise, for he writes: 'We never expected to find water in a tree in this manner,' and calls it a 'lucky incident.' We had also learnt a trick that came in useful afterwards; for we searched baobab trees when water was scarce and often found some which contained a small reservoir." Now Mr. Boyes has had great experience of roughing it in East Africa, and one would imagine that if the water-storing property of the baobab were common knowledge, he would most certainly be aware of it, for it might mean the difference between life or death to his safari. There seems to be a puzzle here."

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East Africa is to be seen week by week at the Hotels marked with asterisk

## BILL ON LEAVE.

### 1.—Arrival in London.

They told me on the ship that I should find London very much changed after my eighteen years in East Africa; that the new Tube stations were "too marvellous for words"; that the girls all looked so much alike that there was no means of telling a woman's age unless you went to Somerset House and looked it up. All these things they told me, and more besides, so that when I stepped off the train at Victoria Station it was with feelings of suppressed excitement, and undefined expectation that "something exciting was going to happen."

I had been met by no fussy relations, for, indeed, I hardly knew where most of them were. Moreover, I was not going to be tied to any programme. I meant to start by revisiting the scenes of my youth—and if I wanted to stand at the corner of Piccadilly Circus and gaze at the lights, I should jolly well do so.

Parking my luggage in the cloak room, I sauntered down the steps leading to the Tube station. No taxi for me, I said; I will see the Heart of London as I used to know it.

Half-way down the staircase, however, I was met by about three million people, all going the opposite way to myself. Desperately I battled against the human tide, but it was no use, and the best I could do was to clutch frantically at a railing. Like a tropical storm, however, they passed, and I lifted up my head and breathed again, only to dash down the remaining stairs before being caught in the maelstrom of yet another few million men and girls, each fighting their way up the stairs with grim determination written on their faces. I just missed them, and breathed a sigh of relief.

The men were all dressed alike, it seemed to me, and they all wore that expression of humility that seems ubiquitous to the Londoner. The women, on the other hand, were attired as the pansies of the conservatory. All except, that is, their hats, for these were all of the same shape, and black. Close fitting they were, and all ending abruptly at the top of the forehead.

"Where to?" inquired the ticket salesman. (I had, I confess, been scared at the penny-in-the-slot machines.)

"Piccadilly Circus," I said, smiling.

"Tuppence," he replied, looking as if my smile must have some hidden significance. "Change at Charing Cross."

I passed the barrier and awaited my train. The platform was crowded to suffocation, and people were standing six deep. Presently the train came in.

"Does this train go to —?" I asked someone, but he was already fighting his way to the fore, umbrella and parcels all being used as weapons of offence.

Moving toward the doorway, I was violently jabbed in the ribs by a woman carrying an umbrella. "I beg your pardon," I said, but she looked at me blankly.

"Letemorfirstpliz," yelled an attendant. We stood back.

Carried as if by some huge human-machine, I was pitched into the compartment, and sat down in the nearest vacant seat. The train gave a lurch, and seemed barely to have started when suddenly I noticed the name of Charing Cross.

Without going into further distressing details, I "arrived" at Piccadilly Circus. To say that I knew how, or by what means, I got there would not be the truth, but let it suffice that a taxi rescued me from a street island, where I had been marooned for what seemed some hours, and drove me to Piccadilly.

I entered a restaurant. A waitress sauntered across to my table and looked at me with contempt.

"Yes?" she queried, disinterestedly.

"Could I have," I said, "a nice English steak, underdone, with mushrooms and nice new potatoes?"

"Donservsteaktoosdays," she retorted, swinging her pencil.

"Oh! well," I said, apologetically, "perhaps I could have something to drink before I decide."

"Musorderfirst," she yawned.

I rearranged my tie and consulted the menu.

Uganda's cotton crop for 1980, estimated at 200,000 bales in October and November, at 160,000 in December, and 140,000 in January, is not now expected to exceed 120,000 bales, on account of damage done by excessive rains and some disease in the Eastern and Northern Provinces. The minimum prices paid in the last week of January were 14 cents in Buganda, 13 cents in Banyoro, and 8 cents in the West Nile district. All these prices were reduced 1 cent in the first week of February, and another cent during the second week of this month.

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**East Africa in the Press.**

**OF SPECIAL INTEREST TO COFFEE GROWERS.**

EAST AFRICAN coffee planters are obviously affected by the course of coffee growing and coffee marketing in Brazil, which produces such an overwhelming proportion of the world's total output. We therefore quote the following concise and interesting account of the Brazil situation contributed by a São Paulo correspondent to the Annual Financial and Commercial Review just issued by *The Times*:-

"The coffee crop for 1929 was originally expected to reach 17,000,000 bags, but owing to heavy rains in the early part of the year the estimate was reduced later to 12,000,000 bags. Later it was again revised upwards. New regulations were brought in by the São Paulo Coffee Institute regarding the handling of coffee in the interior. It had been found that, in order to obtain precedence in marketing their crop, planters had allowed the quality of coffee to be affected through rushing the harvesting and preparation of the bean. The new regulations, which provided for shipments in series instead of in one lot, were intended to make it worth while for planters to pay more attention to harvesting and improving the quality of their coffee.

"The stimulation of an artificial price has, since the inauguration of the Defence Scheme in 1926, caused an immense amount of planting to take place, both in Brazil and other countries. In the early part of 1929 the main source of hope of many Brazilian planters was that a severe frost would occur, as in 1918, in order to enable existing stocks to be drawn upon and reduced. During the year each coffee-producing State established its own Institute, some with policies in conflict with those of other States. The State of São Paulo, the largest producer of coffee, wished to conserve, the others to expand, coffee production. As harvest time approached, uneasiness regarding the increased surplus grew, and various suggestions were made with a view to reducing the surplus, one of which was the burning of the crop! It was held, however, that such measures would mean only a temporary alleviation.

"Planters complained that coffee put into the warehouses in October, 1927, arrived in Santos only in June, 1929, and that given two average crops in succession they would have to wait more than two years to sell their coffee. Measures adopted to finance coffee retained in the interior were considered inadequate. Theoretically the Bank of the State of São Paulo undertook to finance planters by advancing money on mortgage, or against coffee way-bills, but in practice many obstacles were placed in the way. Consequently, those planters who had no cash reserves were obliged to dispose of their crops for Rs.80,000 per bag, while quotations in Santos were Rs.200,000 per bag.

"Instead of the heavy rains experienced early in the year having damaged the crop, it was found that the condition of many of the older estates had improved, and the actual total of the 1929 crop was about 21,500,000 bags. It is interesting to note that other countries have increased their production from 5,000,000 bags in 1914 to 9,000,000 bags in 1929.

"In October, owing to the money stringency in London, the Coffee Institute was unable to obtain renewal of the £5,000,000 revolving credit arranged by Lazard Brothers. The Bank of the State of São Paulo immediately suspended all credit against coffee, causing serious disturbance in the São Paulo and Santos markets and consternation among planters. The extent to which markets were affected may be gauged by the movement of the following quotations in Rio de Janeiro and Santos:-

	Rio (Reis per arroba)	Santos (Reis per tolo)
February 15, 1929	44,200	38,300
September 6, 1929	36,000	34,400
November 1, 1929	25,000	24,000

One arroba = about 32 lb.

In Rio de Janeiro there was a fall of 43% and in Santos a fall of 37% in the price; business in both markets was suspended for a few days in order to avoid a panic.

Meetings were held in the interior at various points by planters to discuss the situation. It was generally considered that the Bank of the State of São Paulo and the Coffee Institute had been unwise in locking up a large part of their funds in urban real estate, and in overlooking the possibility of a contraction of credit. Resolutions were carried involving the immediate reduction of wages to plantation labourers by about 30%, and a petition was presented to the President of the Government requesting assistance by granting credit through a new emission of paper currency. Dr. Washington Luiz firmly declined to resort to inflation, but stated that the Bank of Brazil was in a position to offer financial aid to the extent of £2,500,000. In spite of numerous rumours of loans negotiated in London and New York, the only credit to materialise was one of £2,000,000 to the Government of São Paulo made by Messrs. J. Henry Schroder and Co., Baring Brothers and Co., and N. M. Rothschild and Sons for seven months, New York, Amsterdam, and Stockholm banks participating.

"It is generally felt that this will merely tide over the crisis for the time being, and that the only solution lies in the prohibition of further planting, the fixing of a lower price level in the hope of eliminating the competition of other countries, and an improved system of classifying the different types of coffee. Exports of coffee for the first seven months of 1929, compared with the corresponding period of 1927 and 1928, were:-

	1927	1928	1929
Bags	7,770,000	8,267,000	7,840,000
Value	£31,025,000	£40,863,000	£40,304,000
Percentage of total exports	74.3%	72.2%	73.7%
Value per bag	£4 2 0	£4 19 0	£5 3 0

It will be noted that the volume exported was less than in 1928, while restriction of shipments increased the value per bag to 26% above the prices obtained in 1927.

A Wilson Airways aeroplane is to survey the flooded area of the Central Tanganyika Railway near Kidete.

**PERSONAL ANNOUNCEMENTS**

Private, not trade—advertisements are now accepted by "East Africa" for publication in this column at the PREPAID rate of 3d. per word per insertion, with a minimum of 5s. per insertion; three consecutive insertions for the price of two. For Box No. advertisements there is an additional charge of 1s. per insertion towards cost of forwarding replies. Advertisements reaching "East Africa," 91, Great Titchfield Street, London, W.1, after Tuesday morning will not appear until the following week. In Memoriam announcements can be inserted for five or ten years at special rates.

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**BLANTYRE & EAST AFRICA, Ltd., Blantyre, NYSALAND,**  
**SAMUEL BAKER & Co. (East Africa), Ltd., Dar es Salaam,  
TANGANYIKA TERRITORY.**

"East Africa" advertisers will gladly quote you prices.

**THE MOTOR BUS A SLAVE!**

A most interesting instance of Native imagination leading to the re-introduction to common speech of words seldom used in recent years has been brought to our notice by Sir Claud Hollis, until recently British Resident in Zanzibar, who, during his thirty-six years' service in East Africa, has been a keen student of African languages, cultures, and customs. *Mtwana*, the old Swahili word for a slave boy, is, it appears, now the current term in Zanzibar for "motor bus," which is so labelled because it carries everything, whereas the motor car is dignified by the word *mngwana*, literally a free man! Can readers cite other instances of the application of ancient African terms to modern inventions?

**EXHIBITION OF TROPICAL KIT.**

An exhibition of tropical kit and equipment is being held this week at 4, Regent Street, Cambridge, by Messrs. Way & Everitt Penn, Ltd., who invite anyone to attend the exhibition—at which, by the way, copies of the books and special numbers published by *East Africa* are obtainable. Messrs. Way & Everitt Penn write us that their object "is to make things simple and easy for people going out for the first time, and not the 'heavy weather' that inexperienced firms sometimes make about this matter. We want newly-appointed people to obtain the essential outfit, and shall avoid loading them up with all sorts of useless and superfluous kit."

**BEIRA RAILWAY REPORT.**

The report of the Beira Railway Company for the year ended September 30 last shows a profit of £102,625 (against £100,221), after providing for interest and sinking fund charges, pension liability, and taxation reserve of £35,000 (against £20,000). After paying a dividend of 1s. 9d. per share (against 1s. 6d.), and transferring £50,000 to reserve (the same as last year), the carry-forward will be £20,850. Shareholders are to be asked to agree to the amalgamation of the Beira Railway with the Beira Junction Railway. Both companies are controlled by the British South Africa Company.

**FIRST KENYA GRAIN CHARTER.**

For the first time in the history of Kenya, says a telegram from Nairobi, a charter party has been arranged for a full shipment of grain from the Colony. It provides for approximately 6,000 tons of wheat and maize to be shipped in February to the United Kingdom, and represents a saving of a few shillings per ton on existing Conference freights.

**FIGHTING LOCUSTS IN TANCANYIKA.**

A *communiqué* issued by the entomologist to the Tanganyika Department of Agriculture indicates that the Territory takes the locust menace seriously and is armed for combative measures. It states that the locust stores on hand include 34 tons of arsenite of soda, 20 motor power sprayers, 90 poison dusting guns and supplementary arsenite canisters, 1,500 hand pumps, and supplies of poison antidotes; arrangements are also in hand to obtain flame throwers similar to those successfully used in Palestine. An encouraging fact is the statement of the entomologist that "a break in the prevailing drought cycle and a return to normal seasons would favour the natural controlling factors of locusts, and, instituting conditions biologically unsuitable to them, go very far to end the present locust menace of Eastern Africa." A definite break has now occurred in the drought cycle, and it is to be hoped that the effect will be as prophesied.

**EAST AFRICAN POLICE MARKSMEN.**

The East and West African Police Shooting Cup for 1929 has been won by the Somaliland Police, with an aggregate score of 601 out of a possible 672. Twelve teams competed, and it is pleasing to report that the first six places were secured by the East African territories, Nyasaland totalling 599, Uganda 586, Tanganyika 584, Northern Rhodesia 571, and Kenya 567. Zanzibar occupies tenth place with a total of 539. It will be remembered that the Challenge Cup was won by the Nyasaland Police in 1928, and by the Tanganyika Police in 1927.

**ARTICLES ON ZANZIBAR.**

*The Samachar*, of Zanzibar, has issued a Silver Jubilee Number of seventy pages, printed on art paper, containing articles on the Sultan, the retiring British Resident, other British officers who have served in the island, the various communities of Zanzibar, and the principal trading concerns. Numerous photographs of past and present Zanzibaris are also included. The number can be commended to anyone interested in Zanzibar.

**NOT AS SERIOUS AS REPORTED.**

In our issue of October 17 we quoted a statement of the Standard Bank of South Africa that mealy bug was reported to have caused a loss of £800,000 worth of coffee in Kenya during that season alone. The Bank now informs us that that figure was erroneous, and that £300,000 would in its opinion have been a generous estimate of such damage.

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Application invited for agencies for all classes of Building Material and Hardware.

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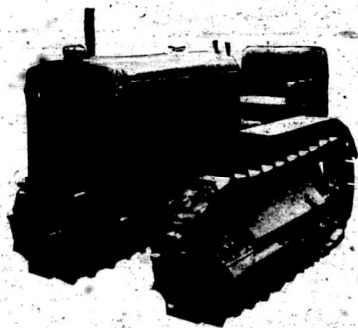
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Tracks That Wear But Slowly Even In Abrasive Dust and Grit



If Need Be "Caterpillar" Tractors Walk Through Mud



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for road-builder,  
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PEORIA, ILL., and SAN LEANDRO, CALIF., U. S. A.  
Track-type Tractors, Combines, Road Machinery  
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REGISTERED TRADE MARK  
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HOUSE IN  
TANGANYIKA—  
LUPA RIVER  
NEWS

MINING, MEN, AND MATTERS

CONGO BORDER  
HOLDINGS—  
NATIONAL MINING  
LOSSES

RHODESIAN Congo Border Concession Shares still occupy a certain amount of attention—chiefly, no doubt, by the unwary who now find that the shares they bought in a rising market do not appear to be attracting the general public as buyers at even higher prices. The register at Somerset House discloses the fact that of 700,000 Ordinary shares and 49,678 "A" shares (carrying twenty votes each), the total capital issue of the R.C.B.C., the whole was held by only 460 individuals or their representatives. Since this return a number of changes have doubtless been made, but it is significant that the control is in the hands of so relatively small a body. Amongst the largest shareholders are E. N. de Rothschild, the Anglo-American Corporation of South Africa, Rhodesian Anglo-American Selection Trust, and Minerals Separation Ltd.; while all the small shareholders, numbering some 440, held an average of under 300 shares apiece! In the event, then, of any movement in the market, control was in the hands of our old friends the Anglo-American group, with Sir Edmund Davis and Mr. A. Chester-Beatty at the helm. It would be interesting to know what percentage of the large turnover of R.C.B.C. shares during the last fortnight was originally owned by this group, or by its directors and their associates.

enhance the value of Goldfields Rhodesia and Rhodesia Corporation shares, which stand at about 9s. 10d. and 1s. 10d. respectively. Goldfields Rhodesia Development Co. also own a copper property not far from Broken Hill, Northern Rhodesia, and it is expected that this will be valuable some day. This information, however, is not intended to be considered as a "tip," for the mining market is in a very uncertain state, and few would dare prophesy when the next move will be and what form it will take.

THE Central Mining and Investment Corporation—better known in South Africa as "The Corner House"—has taken options on several gold claims and licences in the Tukuyu district of southern Tanganyika. These cover large areas in the neighbourhood of the Lupa River and Lake Rukwa. The Corporation has also been granted a large area under special prospecting licence. Presumably some of the options cover the reef formations around Lake Rukwa which were "turned down" by another group some time ago. It would be an excellent thing for Tanganyika generally if this Corporation could institute a mining centre in the Tukuyu district, for The Corner House has played a large part in the opening up of mineralised Africa, and, what is equally important, can be said to have played the game by the small man whose interests have been developed by it.

I HAVE been given a chart, issued by an American magazine, showing what are called the "corporate relations" of the various Northern Rhodesian mining companies. The chart comprises a sort of genealogical tree of all the companies interested in copper in that part of the world, and shows in what manner they join interests. Twenty-five companies are concerned, ranging from Rothschilds and the Spanish Rio Tinto to the Chartered Company, this, of course, excluding any new companies (such as Mifulira and, I understand, yet another subsidiary company) formed since the chart was published. A more intricate maze of interwoven interests it would be hard to find in any financial group, and those who gaze upon it will not wonder that the average investor is often puzzled as to the relations existing between these companies. In nineteen companies out of the twenty-five the principal directors appear to be the same, or, if they are not actually on the board themselves, they have an alternate. I wonder what the directors' fees paid to these gentry total. Probably they represent a not inconsiderable amount of the profits which the operating companies hope to make—when they start producing.

ONLY three years ago the wise ones said that the Lupa River was played out as an alluvial proposition, and that there was only a bare living to be made by the individual prospector. Far from this being the case, however, gold is still being extracted in fair quantities. By this mail I hear that one prospector has won 270 ounces of gold in the space of eight days, while another has found a nugget weighing 27 ounces. The record nugget, I believe, was found by Mr. J. Martin in 1927, and weighed over 70 ounces. When found it was covered with decomposed schist, and only its abnormal weight prevented it from being thrown away as waste rock.

IT is pleasing to notice that the Wanderer Gold Mine, Southern Rhodesia, made a profit of £3,388 during January, compared with £1,034 in December, for it shows that the confidence in this property shown by Goldfields Rhodesia Ltd., and the Rhodesia Corporation, Ltd., has not been misplaced. The Wanderer has passed through many vicissitudes, and seems, at long last, to be really through its troubles. If profits continue to advance, as they should do, the maximum output not yet having been reached, the result should considerably

THE National Mining Corporation, which has interests in Central Africa, being the foster parent of Nyasaland Minerals, Ltd., shows a very poor balance sheet, the net loss for 1929 being £12,822, compared with a net profit of £159,197 in 1928. The securities account has depreciated £82,196, making a total depreciation during the last three years of £279,628, and by carrying £50,000 to reserve that fund is now exhausted. The Corporation's 8s. shares, which stood at 5s. 3d. last year, are now marked down to 1s. 6d.

Sekenke Gold Mines, Ltd., have again started production, and a ten-stamp battery is in course of erection at Kirondatal, Tanganyika.

"BWANA FEZA."

## THE ROBEY SUPERDECOR



**T**HE Robey Superdecor embodies many important developments suggested by an expert whom we recently sent to East Africa to make a special study of present day conditions. The re-designed machine embodies improvements for gripping the leaf nearer the butt end, and a wider drum and concave for dealing with this part of the leaf. This results in a much gentler treatment and a higher percentage of fibre extraction. Another important new feature is that a *special arrangement of concave clearance* adjustment as developed by Major Notcutt is fitted, enabling easy and frequent adjustment to be made while running. An illustrated booklet, containing specification, will gladly be sent on request.

Enquiries are also invited for Oil Engines and Steam Engines for use as prime movers. As makers of all classes of engines to meet the requirements of various countries, we are always able to supply the type most suited to local conditions.

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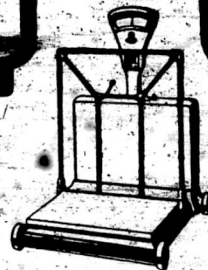
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**"EAST AFRICA'S" INFORMATION BUREAU.**

"East Africa's" Information Bureau exists for the free service of subscribers and advertisers desiring the Editor's aid on any matter. One of its principal objects is to contribute to the development of British trade throughout East and Central Africa, and any information which readers are willing to give for that purpose will be cordially welcomed. Manufacturers wishing to appoint agents, and agents seeking further representations, are invited to communicate with the Editor. No charge is made for the service rendered by this Journal in such matters.

Dar es Salaam has now a new cinema.

The Pan-African Exhibition project has been deferred for at least twelve months.

The Standard Bank of South Africa has opened agencies in Nyasaland at Mlanje and Luchenza.

Mr. W. H. Cochrane, of the Planters Engineering Co., London, is now touring East Africa. He was in Nairobi when the last mail left.

There were approximately 160,000 registered Natives in employment in Kenya at the end of the last month for which statistics are available.

Mr. E. Everett, who has been in business in Dar es Salaam for the past four years, has joined the staff of Messrs. J. S. Davis and Company of that town.

The partnership lately subsisting between Niels Andreas Brinck and Peter Ervin Andersen, carrying on business as farmers at Kiambu under the style of Brinck and Andersen, has been dissolved by mutual consent.

An Indian trader in Dar es Salaam has been cautioned and fined 5s. for selling "Parisian dolls," which he described as objects of art, but which the C.I.D. thought would have a deplorable effect on the Native mind.

Mr. E. C. Phillips, now deputy manager of the British-American Tobacco Company Ltd., and previously for some twenty years resident in East Africa, mainly in Mombasa, is making an extended tour through East Africa.

Favourable weather has increased the probable production of coffee and maize in Kenya Colony this season, it now being anticipated that the coffee yield will be about 9,908 tons and that of maize rather more than 2,000,000 bags.

The partnership business carried on in Nairobi under the style of Colonial Blankets Syndicate Company by Devaraj Hirji, Hirji Jivaraj, and Iswarbhai Khushalbhai Patel has been dissolved by the retirement of the last-named, but the remaining partners are continuing the business.

It is interesting to note that 73% of Uganda's cotton harvest in 1929 was ginned by Indian ginners, 24% by Europeans, and 3% by Japanese, and that 95.5% of the total was roller-ginned and 4.5% saw-ginned. The average number of working months per erected gin was only 4.3.

The London Committee of the Mozambique Company states that the Customs receipts for the port of Beira during December amounted to £33,359, against £22,580 for the corresponding period of 1928.

The Association of Chambers of Commerce of Eastern Africa has requested the Tanganyika Administration to introduce British standards in order to co-ordinate standards of weights and measures in the three territories. The Government has promised to consider the matter in the 1930-31 Estimates.

There have been a number of recent cases of misappropriation of public monies by Native authorities in Tanganyika. Now a Native official in Uganda has been sentenced to four years' rigorous imprisonment, with a fine equal to the amount of his defalcations, or, in default, a further year's imprisonment, for the embezzlement of £1,046.

Details of the amounts payable for hut and poll tax of Tanganyika during the year beginning April 1 next have been published in the *Official Gazette*. They range from the 15s. payable by the Masai down to 3s. in the sleeping sickness areas of the Tabora and Kahama districts. Fifty-three different districts are listed; in twenty-nine the amount payable is 10s., in five 8s., and in five 6s.

The future site of the administrative capital of Northern Rhodesia being still undecided, it has been decided to move the headquarters of the Mines Department to Ndola, of the Agricultural and Veterinary Departments to the Central Research Station at Mazabuka, and the Roads Department to Lusaka. The accommodation built for the purpose will be utilised by the local staff when the departmental headquarters are centralised at the new capital.

At the last sale of leasehold plots in the Luanshya township, Northern Rhodesia; only twelve of the twenty-three trading sites offered found buyers, the prices ranging from £160 to £430. The purchasers included the Standard Bank of South Africa, Barclays Bank (D.C. & Co.), the African Lakes Corporation, Roan Antelope Copper Mines Ltd., the Public Association of Northern Rhodesia, the Luanshya Trading Company, and Messrs. H. C. Werner and J. Thom. The hotel site was sold at the upset figure of £1,200, and the second-class site prices ranged from £80 to £350.



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**"BAMWORE" LINEN.** A really sound linen of medium weight, beautifully soft, at a remarkably low price. This linen makes up well into Ladies' and Children's garments. In a good range of colours. 1/9  
36 in. wide, per yard

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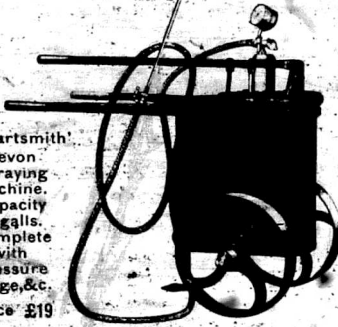
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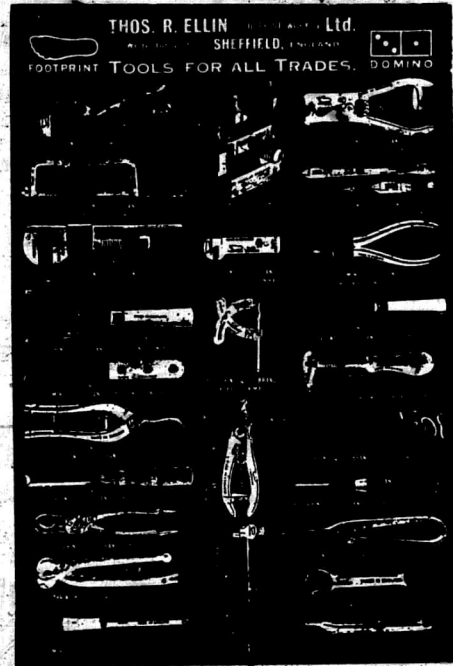
are second to none. They represent the latest in up-to-the-minute sprayer design and are eminently suitable for all overseas uses.

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18 galls.  
Complete  
with  
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Messrs Solignum Limited,  
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London, S.E.1.

PENBA.

Ref. A/JL/GMP

Dear Sirs,

Your letter to the Friends Foreign Mission Association, Friends House, Euston Road, of July 12th has been forwarded on to me. The two lots of Solignum which you sent out I received in good condition and it was used to the last drop. It will no doubt interest you to know that I find Solignum the only thing that will resist the white ant. I have used it on all woodwork where there has been any possibility of a white ant getting to it, and this is in most places where wood is used.

Last November I was building a small Meeting House of deal frame work and every bit of wood used in the construction was coated three times with your Solignum.

Solignum will be used on all woodwork I do in Pemba.

Yours faithfully,

*William J. C. White*

In addition to its unequalled value as a preservative Solignum is an attractive stain for wood. The Red, Blue, Brown, Green, Yellow and other shades in which Solignum is made enable it to take the place of paint for decorative work, both inside and outside, at an enormous saving in initial cost and upkeep.



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When writing to Advertisers mention "East Africa" and ensure Special Attention.

**EAST AFRICAN PRODUCE REPORTS.**

**COFFEE.**

GOOD to fine qualities of East African coffee have been realising unchanged rates, though lower grades have been weaker and a little erratic. The last prices at auction were:—

<i>Kenya</i> —			
"A" sizes	110s. 6d.	to	150s. 0d.
"B" "	70s. 6d.	to	119s. 0d.
"C" "	57s. 0d.	to	96s. 6d.
Peaberry	105s. 0d.	to	145s. 0d.
London graded—			
First sizes	120s. 0d.		
Second sizes	81s. 6d.		
Third sizes	76s. 6d.		
Ungraded and mixed	56s. 6d.	to	78s. 0d.
Peaberry	120s. 6d.		
London cleaned—			
First sizes	136s. 0d.		
Second sizes	120s. 6d.		
Third sizes	76s. 0d.		
Peaberry	138s. 0d.		
<i>Uganda</i> —			
"A" sizes	65s. 6d.	to	66s. 6d.
"B" "	47s. 6d.	to	64s. 6d.
"C" "	50s. 0d.		
Peaberry	57s. 6d.	to	58s. 0d.
London cleaned—			
First sizes	70s. 6d.	to	78s. 0d.
Second sizes	52s. 0d.	to	61s. 6d.
Third sizes	35s. 0d.	to	55s. 6d.
Peaberry	70s. 6d.	to	88s. 6d.
<i>Robusta</i>	43s. 0d.		
<i>Toro</i> —			
"A" sizes	65s. 0d.		
"B" "	48s. 0d.		
"C" "	35s. 0d.		
London cleaned—			
Third sizes	63s. 0d.		
<i>Tanganyika</i> —			
London cleaned—			
First sizes	110s. 0d.	to	132s. 6d.
Second sizes	82s. 0d.	to	109s. 0d.
Third sizes	45s. 0d.	to	70s. 0d.
Peaberry	75s. 0d.	to	134s. 0d.
<i>Kilimanjaro</i> —			
London cleaned—			
First sizes	93s. 0d.	to	133s. 0d.
Second sizes	65s. 0d.		
Third sizes	36s. 0d.	to	64s. 0d.
Peaberry	98s. 6d.	to	137s. 0d.
<i>Usambara</i> —			
London cleaned—			
First sizes	124s. 0d.	to	138s. 6d.
Second sizes	75s. 5d.	to	107s. 0d.
Third sizes	55s. 0d.	to	63s. 0d.
Peaberry	104s. 6d.	to	130s. 0d.
<i>Kikuyu</i> —			
Ele greyish	7s.		
<i>Kivu</i> —			
Peaberry	92s. 0d.		
<i>Ituri</i> —			
Medium size palish green	57s. 0d.		
Smalls	44s. 0d.		

**OTHER PRODUCE.**

**Beeswax.**—Spot value of fair block in London is about 140s. per cwt.  
**Castor Seed.**—No business is passing, and quotations for March/April shipment are around £15 17s.  
**Cloves.**—Quiet, with Zanzibar spot at 91d. c.i.f., and 84d. quoted for January-March shipments.  
**Cotton.**—Good business has been done in East African descriptions, the quotations being slightly advanced to from 6.25d. to 10.30d. per lb.  
**Cotton Seed.**—No East African has been offered, but nominal quotations are from £6 5s. to £6 10s.  
**Groundnuts.**—There has been no business, and prices are unaltered at £16 to £16 10s. for February/March shipment.  
**Hides and Skins.**—Unbathed Addis Ababa 12 lb. upward are being offered at 7d. per lb., selection 40/50/10%, but no business is being done.  
**Maize.**—There has been no change in the price of East African sorts. No. 2 white flat in bags is offered at 27s. 6d., but there are no buyers.  
**Simsim.**—There are sellers of East African afloat at £16, but buyers are holding aloof.

**Sisal.**—Prices for East African sisal have hardened, and good marks No. 1 Tanganyika and Kenya have been sold between £35 10s. and £35 15s., with f.a.q. around £35 5s.

**Tea.**—There were small offerings of Nyasaland last week, the price being slightly up at an average of 8.43d. per lb.

**Tobacco.**—Messrs. Edwards, Goodwin and Co, quote Nyasaland and Rhodesian dark leaf from 12d. to 22d. per lb.; dark strips from 13d. to 20d.; semi-dark to semi-bright leaf 10d. to 14d.; strips 12d. to 18d.; medium bright leaf 14d. to 16d., and strips 10d. to 22d.; and good to fine leaf 18d. to 22d. per lb.

**Wattle Bark.**—On an irregular market East African chopped has been quoted £9 5s. per ton c.i.f., and ground £9 8s. 0d. per ton. Extract is quoted £22 12s. 6d.

**Wool.**—Of the 400 bales of Kenya wool offered at the recent sales, most were withdrawn owing to poor demand.

**EMPIRE WEEK AT A LONDON STORE.**

**East Africa makes a Poor Show.**

A REAL attempt to "push" Empire goods to the utmost is made this week by Messrs. William Whiteley, Ltd., who have turned portions of their first and second floors into stalls containing Empire produce. Sir William Crawford, a member of the Empire Marketing Board, opened this Empire Exhibition, and struck just the right note, making each individual feel that he, or she, was asked to buy Empire produce, not because it was produced within the Empire, but because it was just as good, if not better, than produce from foreign sources.

The exhibits, arranged in conjunction with the Empire Marketing Board and the various Government agencies of the Dominions, Colonies, and other Dependencies, were laid out attractively and artistically. Undoubtedly the best exhibit was that of Canada, with the Gold Coast a good second; and Southern Rhodesia a close third.

Unfortunately, the East African Dependencies exhibit was the worst of all, being totally inadequate in size, and inartistic to a degree. The stall comprised a few bags of coffee and a bag of cloves, whilst in the background was a feeble, and drab, notice requesting people to "Drink Kenya Coffee." No mention was made of Uganda, Tanganyika, Nyasaland, or Northern Rhodesia, and no other forms of East African produce were shown. Cigarettes and tobacco might at any rate have been given prominence. Moreover, the site chosen, or allotted, was inappropriate, as what there was of it was completely overshadowed by South Africa, which had an attractive and well-lit stall.

It was noticeable that the majority of Sir William Crawford's visitors were women. This is a good omen, for women are the real buyers of most of the produce exhibited, and if they can only be persuaded to make up their minds that Empire goods are best, the success of such exhibitions is assured.

**PRESSED STEEL TANKS  
PERFECTED AND PROVED**

In sizes from 220 to over 2 million gallons:

1. Maximum strength with minimum weight.
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## PASSENGERS FOR EAST AFRICA.

THE British-India liner "Matiana," which left London on February 14, and is due to sail from Marseilles on February 22, carries:—

**Mombasa.**  
 Mr. R. N. Ashton  
 Dr. and Mrs. W. M. Brown  
 † Mr. and Mrs. H. L. Bradshaw  
 Miss M. J. P. Bowie  
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 \* Miss J. R. Carver  
 Mr. J. T. Chittenden  
 Mr. P. K. Devitt  
 \* Mr. C. T. Davenport  
 \* Mr. D. de la Casas  
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 "Matiana" passed Ushant outwards, February 16.  
 "Madura" arrived Mombasa for the Cape, Feb. 14.  
 "Karagola" arrived Bombay from Durban, Feb. 15.  
 "Karapara" arrived Durban from Bombay, Feb. 19.  
 "Khandalla" left Mombasa for Bombay, February 19.  
 "Karoo" left Bombay for Durban, February 12.  
 "Ellora" left Bombay for Mombasa, February 14.

### CLAN-ELLERMAN-HARRISON.

"Author" arrived Port Sudan outwards, February 15.  
 "City of Dunkirk" left Glasgow for East Africa, February 18.

### HOLLAND-AFRICA.

"Sumatra" arrived Mombasa for Cape ports, Feb. 11.  
 "Giekerk" left Marseilles homewards, February 9.  
 "Jagersfontein" left Port Sudan homewards, Feb. 10.  
 "Nias" arrived Durban for East Africa, February 9.  
 "Grypskerk" left Cape Town for East Africa, Feb. 9.  
 "Aldabi" left Rotterdam for the Cape and East Africa, February 10.

### MESSAGERIES MARITIMES.

"General Voyron" left Zanzibar homewards, Feb. 15.  
 "Chambord" left Tamatave homewards, February 10.  
 "Leconte de Lisle" left Port Said homewards, Feb. 15.  
 "Bernardin de St. Pierre" left Tamatave for Mauritius, February 16.  
 "Aviateur Roland Garros" left Marseilles, Feb. 14.

### UNION-CASTLE.

"Bratton Castle" arrived Cape Town for Beira, February 14.  
 "Carlow Castle" left Mozambique for Natal, Feb. 16.  
 "Dunluce Castle" left Cape Town for Beira, Feb. 16.  
 "Garth Castle" left Natal for Beira, February 15.  
 "Guildford Castle" left Port Said for London, Feb. 14.  
 "Llandaff Castle" left Suez for East Africa, Feb. 15.  
 "Llandoverry Castle" left Tenerife for Beira, Feb. 11.  
 "Sandown Castle" left Algoa Bay for London, February 15.

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Inward mails from East Africa are expected in London on February 22 per the s.s. "Leconte de Lisle," and on March 1 per the s.s. "Mantua."

In the House of Commons on Monday the Secretary of State for Foreign Affairs informed Commander Williams, Unionist member for Torquay, that the Portuguese Government had indicated its anxiety to facilitate in every way possible the construction of a bridge over the Zambezi River.

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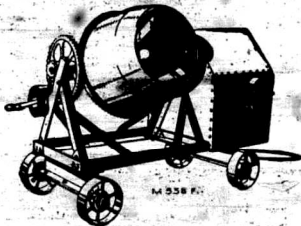
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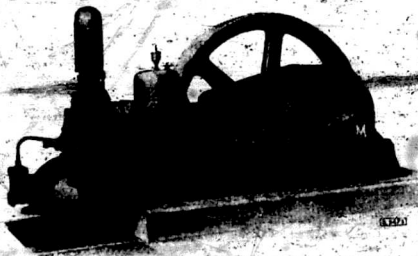
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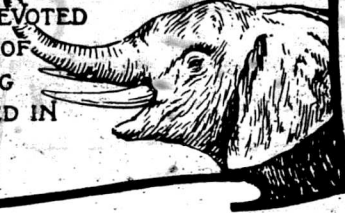
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A WEEKLY JOURNAL



Vol. 6, No. 284

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### EMPIRE FREE TRADE.

IN recent weeks we have been repeatedly asked to state *East Africa's* attitude to the suggestion of Empire Free Trade, a subject which seems especially appropriate for consideration in this British Industries Fair number, the whole purpose of which is to tell the East African territories what they can purchase from the Mother Country, and to show the manufacturers and exporters of the Homeland what great and constantly increasing opportunities in those Dependencies await energy and enterprise. Inter-Empire trade can be immensely stimulated, but in our view the vitalising process cannot be achieved by the means which Lord Beaverbrook and Lord Rothermere are advocating day after day. It would be folly to underrate the power of the many popular newspapers directed by those two Fleet Street peers, but it would be equal folly to imagine that fond hopes and whirlwind propaganda can overnight turn an attractive but undoubtedly distant ideal into a matter of practical politics. To focus public attention on the need for constant and conscious preference for British goods in Home and Oversea purchases is admirable, but there is danger in emphatic insistence upon a doctrine which must be recognised as unworkable by those who, politics apart, compare the proposals with the inescapable facts and tendencies of Dominion and Colonial economy. There is, moreover, a distinct risk that the Englands Oversea may become im-

patient with the ceaseless repetition of promises, made in their name but without their authority, which they have neither the desire nor the ability to redeem.

Now that the Dominions have shown clearly that they will have none of this specific, Lord Beaverbrook says that Empire Free Trade is to be applied first of all to the Crown Colonies and Protectorates, because the consequent tariff changes would be unimportant and easily effected, and because the legislation necessary would come within the province of the Imperial Government. The matter is not as simple as it sounds. True, such legislation would require the sanction of the Secretary of State for the Colonies, but does the chief Empire Crusader imagine that the Legislative Councils of the Colonies and Protectorates would accept fiscal dictation without respect to their own individual needs? To ask the question is to expose its superficiality; there is no reason to believe that it would be one whit easier to introduce Empire Free Trade between the Motherland and the non-self-governing Dependencies than between the Motherland and the self-governing Empire.

In the case of British East Africa three obstacles to the introduction of Free Trade immediately reveal themselves—first, the Congo Basin treaties (and the Mandate in the case of Tanganyika); secondly, the fact that duties are imposed for revenue purposes; and, thirdly, the widening realisation that protec-

tive duties are essential to the establishment and maintenance of new local industries.

By the Congo Basin treaties—which, be it said, are shortly due for reconsideration by the signatory Powers—the British East African Dependencies are precluded from discriminating in favour of British goods; thus the introduction of Free Trade, or Imperial Preference, would necessitate prior abrogation of the existing conventions. Whether the treaties should be swept away in order to make Imperial Preference possible has recently been discussed by East African commercial bodies, and it is pertinent to record that the Association of Chambers of Commerce of Eastern Africa resolved only a few weeks ago in half-yearly session that the present paramount interest of Kenya, Uganda, and Tanganyika is the development of closer trading relations one with the other, towards the ideal of a homogeneous economic unit; that no revision of the Congo Basin treaties should be made which would hinder the accomplishment of such economic unification; and that adherence to the principle of complete commercial equality was therefore necessary. In other words, the Chambers of Commerce of Kenya, Uganda, and Tanganyika cannot yet see the possibility of introducing Imperial Preference.

The second obstacle is that Customs tariffs are imposed in East Africa for definite revenue purposes. Kenya, Uganda, and Tanganyika Territory, for instance, raise approximately half their total revenue from Customs duties, which are, and must long remain, the chief source of State income. Without such revenue, administration and development would be impossible, and East Africans can therefore not accept Lord Beaverbrook's proposal until a better means of raising public revenue is brought to their notice. Will His Lordship suggest alternative and practical means of raising the amount of revenue which would be lost by the free entry of goods produced within the Empire?

Third—and perhaps chiefly, the English Overseas are necessarily ardent protectionists of their own young industries. The telegrams from the Dar es Salaam and Tanga Chambers of Commerce published elsewhere in this issue are illuminating evidence of the education of public opinion on the subject of protective tariffs. Merchants on the coast, whose business is largely the importation of manufactured goods, are often tempted to oppose tariffs, which, by increasing prices to the consumer, tend to reduce the merchant's turnover, but these cables show that the two leading Chambers in Tanganyika Territory, taking the broad and right view that local industry must be strengthened, favour fiscal protection for that purpose. The soundness of their conviction is clear. Prompt adoption of Empire Free Trade would permit Mauritian sugar and Indian wheat to be dumped in East Africa at prices below the local cost of production,

with the consequent closing of sugar factories and flour mills of Kenya and Uganda, cessation of the growing of cane by Europeans, Indians, and Natives, and of the cultivation of wheat by European farmers. So it is with other industries and other parts of the Empire. Australia, which is now manufacturing its own agricultural machinery, cannot allow the machinery of Great Britain free entry, but, by reciprocal trade agreements, it might well be arranged that British machinery should be subject to a duty of, say, 20%, while non-British would pay 30% or 50%.

Thus we are driven to the conclusion that Empire Free Trade cannot be put into practice to-day, but that Empire Protection is both practicable and desirable. Its other name is Imperial Preference, which the Oversea Empire has been far more ready to extend to the Mother Country than the Mother Country has been willing to offer to the Empire. That being so, the right method of attack is to avoid any suggestion of attempting to coerce the Dominions and Colonies, and to persuade the public of this country that ultimate Free Trade within the Empire can be achieved, if ever, only through a great extension of safeguarding, of Imperial Preference, Imperial rationalisation, and Imperial co-operation. We write in no spirit of party politics: to us the question is one of economics, not of party.

Empire Free Trade is an attractive, and by no means new, conception, the pursuit of which can contribute nothing to the alleviation of present distresses. As an ultimate ideal the welding of the Empire into one great economic *Zollverein* is most alluring, but the distant goal cannot be rushed; to reach it by the roads of Imperial Preference, Imperial rationalisation, and Imperial co-operation will demand patience, and in the meantime the individual can perform most useful service. The British manufacturer and exporter, for instance, can show more enthusiasm for Empire trade, more energy in developing it, and a more definite determination to contribute in his business life to the utilisation of Imperial resources and the knitting of Imperial bonds. The increase of reciprocal trade within the Empire, the rationalisation of Imperial production and marketing, and determined and sustained efforts to strengthen Imperial co-operation will always have East Africa's strongest support.

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## MATTERS OF MOMENT

A representative of this paper called at more than twenty stands at Olympia one afternoon last week without finding at one of them the **NOT AT HOME** export of sales manager entrusted with **TO GUESTS**, the handling of Oversea trade. That is more than bad enough, but what is worse is the fact that in not one instance could the exhibition staff give intelligent information regarding the East African business of their employer. As we see it, exhibitors at the Fair indicate *ipso facto* that they are at home to buyers, especially Oversea buyers. Having issued such an invitation courtesy should ensure that the visitor will be received by someone cognisant of his market and interested in his inquiries. It is not the habit of the British business man to invite a guest to his house and to be deliberately absent on his arrival. Yet that is what has happened all too frequently at the Fair.

The export managers with whom we have discussed the matter have agreed unanimously with our view that the Fair ought to be held **HELD AT THE** in May, not in February. It is in the **WRONG TIME**, early summer, not in the depth of winter, that Oversea residents come to Europe, and the date could easily be changed to meet their convenience, with consequent benefit to British trade. The original idea in choosing February was, we believe, to forestall the Leipzig Fair, but Britain's great annual trade exhibition is now so firmly established that such considerations may well be jettisoned in favour of the much more potent argument we mention.

This issue of *East Africa* tells at considerable length of the desire of British manufacturers to sell to East and Central Africa. We **BUSINESS** suggest that they should exercise definite **RECIPROCITY** in their business reciprocity by exhibiting in their offices and factories a notice whenever an order is received from British East or Central Africa, and that they should seize each such opportunity to remind their staffs that Oversea purchasing power is increased by growing demand for Oversea products. Starting from that point of self-interest, the staff could be urged to ask for East African coffee and tea, to smoke Northern Rhodesian or Nyasaland cigarettes, and to tell relatives and friends to specify such articles in their buying. These and other Empire products might also be given a definite preference in catering for works canteens and staff gatherings, while the truth that this country's sales to the Empire will grow in proportion to its purchases from the Empire might be reiterated in house magazines. General action on such lines would be of immense value.

Is the Sisal Producers' and Importers' Sub-Section of the London Chamber of Commerce to consider our suggestion that British **A REGISTER** Government Departments should **OF PATRIOTIC** purchase East African sisal only from **SISAL ESTATES** estates with predominantly British capital (or, in the case of companies, from those registered in Great Britain and therefore paying British income tax); purchasing British machinery as far as possible, and employing British

personnel? If the proposal has met with considerable interest in many quarters, it has encountered studied silence in others—which, of course, is exactly what we anticipated, for some people will dislike our proposition that *quasi-British* and *pseudo-patriotic* companies shall be excluded from the benefit of the preference which British Government Departments have promised. In equity they should not share that benefit, and we hope that in practice they will be debarred. To make the idea easily workable we suggested the establishment of a register of British sisal estate marks confined to plantations able to show a certain minimum standard of commercial patriotism, and that Government purchases should be restricted to the output of estates on that register. The idea is, we believe, sound and feasible, and so far no argument has been advanced against it. If there are any such arguments, let them be voiced.

*East Africa's* comments on the views expressed at last month's meeting of the East African Section of the London Chamber of Commerce on the subject of the Antwerp Colonial **THE ANTWERP** Exhibition do not appear to have **COLONIAL** commended themselves to the Chairman, **EXHIBITION.** who, as will be seen from the report in this issue, seized the opportunity of last week's meeting to emphasise the value of such an exhibition, to point out that a very small percentage of the value of Kenya's coffee exports would pay for a good display, to object to the heading given by this newspaper to its previous report on the subject, and to charge the Kenya Advisory Committee with having come to a decision without full knowledge of the facts, and with having tendered bad advice to its Government. Considering the length of the speech, it is remarkable that no attempt was made to mention, leave alone answer, the points which we raised a month ago, and which, we submit, deserve consideration.

What has not been stated, as it might have been, is that the sum which the East African Governments are urged to spend in six months **DISPROPORTIONATE** at the Antwerp Exhibition is nearly **EXPENDITURE** as much as has been spent in two years on exhibitions, advertising, and all other propaganda by H.M. Eastern African Dependencies' Office in London! That, we have said, is so disproportionate as to be ridiculous. Pound for pound, publicity expenditure for the East African territories must necessarily be more productive in Great Britain than on the Continent, on account of the factor of sentiment, so splendidly stimulated at Wembley, and since kept alive by the Empire Marketing Board's continuous efforts. If East Africa could spend many thousands of pounds annually on publicity, the amount involved in an exhibit at Antwerp would be justifiable, but while the London Office is so restricted in its publicity work in the Mother Country, it would be absurd for the territories to commit themselves to such unbalanced expenditure at Antwerp. The decision of the Kenya Government has, in our view, the weight of reason behind it, and we still wonder why the Section refuses to recognise that fact.

Can membership of the Lumbwa Farmers' Association be really as 'onerous' an affair as would appear from a recent unanimous resolution of that body? After considerable criticism of a letter contributed to the Press by one of its members, it was resolved "that this Association is of the opinion that before individual members ventilate their political views in the public Press, they should bring them before their Association for full discussion, in order that they may be dealt with through official channels." The adoption of such a motion is startling enough, for it obviously restricts the rightful liberty of the individual, but what is no less astonishing is its acceptance in Kenya without discussion, so far as we are aware. The proposition that membership of a Farmers' Association should debar anyone from ventilating his or her political views is a strange and dangerous doctrine, which ought, we believe, to be vigorously opposed, since its logical result would be suppression of the views of the minority, even though that minority might represent 49% of the members of the Association. The suppression of minority views may often be easily achieved in a small community, but such suppression must not be confused with unanimity, the appearance of which has sometimes been purchased in East Africa at too high a price. Lumbwa is, of course, fully entitled to manage the affairs of its Farmers' Association to its own satisfaction, but in the public interest we feel it desirable to call attention to what is to us a new factor in East African public life, namely, restriction of the right of the individual to expression of his views except through, or with the prior consent of, a local body joined for quite other purposes.

Dr. Schnee, the last German Governor of what is to-day Tanganyika Territory—who still affects to believe that Germany can regain the East African possession whose Native inhabitants suffered so severely under German misrule—has declared at a public meeting in Berlin that serious diseases, especially sleeping sickness, are more prevalent in Tanganyika to-day than they were in German times, and that in some places the Natives are threatened with extinction. The treatment he prescribes is simple. Cure is guaranteed if (a) the Council of the League of Nations insists upon effective measures being carried out by the British medical staff, and (b) the experience of German doctors and bacteriologists is called in to help the "inadequate" British personnel! Let it not be suggested that the Herr Doktor thinks of anything but Native welfare. Who could so misjudge him as to hint that he desires to find a way of associating Germans in the obligations undertaken—and discharged—by the Mandatory Power? He presumably imagines that the British Empire is so short of qualified medical

men that it needs the help of Germans. By the way, the ex-Governor—completely parenthetically, of course—did seize the opportunity to protest once more against any attempt at Closer Union in East Africa. And his phraseology grows politer. Now he wants the German Government "to take decisive action to prevent violation of the existing Mandate system." Can Dr. Schnee, or anyone else, tell us of any attempted violation of that system? We know of none, though the innuendo of the German speechmaker clearly suggests that he is better informed. Why should his discovery be veiled from an expectant world?

The thirteenth report of the Imperial Economic Committee, "A Memorandum on the Trade of the British Empire" (H.M. Stationery Office, 6d.) is a document worthy of THE EMPIRE. The close attention of all students of inter-Imperial trade. The data at the command of Sir David Chadwick, the Secretary, unfortunately does not enable him to bring his conclusions to a later date than the end of 1927, though in a few cases statistics for 1928 are available.

Out of a maze of statistics the important fact is elicited that while exports of merchandise by the Oversea Empire surpassed those of the United Kingdom by well over 4% in each of the years 1925, 1926, 1927, and 1928 (although in 1923 this was 7% below the United Kingdom), inter-Imperial trade is on the decline as compared with Oversea Empire-foreign transactions. And although inter-Imperial trade has increased by over 27% between 1913 and 1927, the value of merchandise passing between the Oversea Empire and foreign countries was three times greater in 1927 than the merchandise passing between Empire countries. From this it can be seen that although inter-Imperial trade has increased considerably since the War, it is far exceeded by the foreign relations of the Oversea Empire. In 1913 the Oversea Empire imported 44.2% of its goods from Great Britain, and 44.3% from foreign countries, the balance being made up by imports from other parts of the Empire. In 1927, however, imports from Great Britain had reached the low level of 36.1%, with foreign imports standing at 50.5% of the total. Conversely, exports to Great Britain from the Oversea Empire stood at 41.2% in 1913, against foreign countries at 48.2%. In 1927 these figures had altered to 36.8% and 52.5% respectively. These striking figures give serious food for thought, since they show that inter-Imperial trade relations are on the decline in comparison with the foreign trade of the Oversea Empire. The position is clearly serious, and indicates that a new orientation of Imperial trading policy is a matter of immediate and pressing importance. Whether Empire Free Trade, to which so much space has lately been given by the stunt Press, is a possible solution is discussed in a leading article in this issue.

This issue of "East Africa" has been given a predominantly trade character with the dual object of suggesting British sources of supply to East Africans and showing British manufacturers the great and growing possibilities of East African trade.

# British Manufacturers who Seek East African Trade.

LONDON AND BIRMINGHAM SECTIONS OF THE  
BRITISH INDUSTRIES FAIR.

Specially described for "East Africa."

Olympia, London.

FOR centuries there has been a universally recognised impression that Great Britain's workmanship is better than her showmanship. This idea has gained ground, particularly in the last few years, during which all nations have been striving their utmost to resuscitate those industries of which the War took such heavy toll.

During the last decade—which will go down in economic history as one of the most difficult ever encountered—Great Britain has been faced with many industrial troubles; but, in spite of these, she can still make a showing of her industries unparalleled by any other nation in the world. The British Industries Fair is the direct outcome of this struggle to maintain her industrial supremacy, and it must be a great satisfaction to those enterprising men who first conceived the idea of an annual show of Great Britain's products, that the Fair has grown steadily in size and usefulness until now it is well-nigh indispensable.

This year Olympia houses over one thousand exhibits of British workmanship and industry, and Birmingham an almost equal number. It is not too much to say that the 1930 Fair marks an epoch in British showmanship.

### Spirit of Optimism.

Within the great halls of Olympia is a spirit of optimism, and a great conviction that we have "turned the corner" of trade depression, and that, even if there are yet many things to do, many obstacles to overcome, and many reforms to be made, the black clouds of economic depression are being rapidly swept away.

Perhaps the Oversea Buyers' Club is the most interesting "exhibit" of all. Here may be heard many strange accents. There are keen-eyed Midlothians, rugged Scots, slow-speaking provincials, weather-beaten Australians, white-haired Americans, fur-coated visitors from the Baltic States, portfolio-carrying Germans, gesticulating Latins, suave Argentinos (but all too few)—in fact, men of all nationalities, and buyers of every imaginable article. Innumerable newspapers are provided for their use, and in the little room set off for their use they gather together and discuss the exhibition. "Have you seen So-and-So's stand?" asks one. "They are offering something that may be in your line. Go along and have a look." If each and every buyer is not made comfortable and does not find a chance of placing his order, it is not the fault of the Oversea Buyers' Club.

But such an exhibition must not be judged by the immediate and direct results, for deep in the memory of potential buyers remains the stored-up knowledge that this firm can supply such and such a commodity, or that another deals in something else.

### The East African Stand.

The Empire Marketing Board's section is undoubtedly the most instructive and artistic at Olympia. Here is represented the whole of the

great Oversea Empire. Canada exhibits dairy produce, wheat, fruit, and many another manufactured or home-grown product; Australia shows what she can do with her wool, and proudly exhibits a model of "Melba V," her prize cow, exquisitely modelled out of pure butter; South Africa gives us fruit, wine, mohair rugs, and many other things. Thus do the Englands beyond the seven seas display for Mother England their wares and the concrete signs of their economic growth and independence.

H.M. Eastern African Dependencies' Office can again congratulate themselves on an excellent showing, of which Major Corbet Ward has charge. A magnificent lion's head attracts immediate attention, which is riveted by other game trophies; an effective illuminated coloured diorama; the prize-winning painting entered for last year's competition of the Coffee Planters' Union; cigarettes and tobacco from Nyasaland and Northern Rhodesia made up attractively in coloured boxes; little packets of coffee, already ground for immediate use by the housewife; envelopes of Kenya tea, little parcels of cloves, boxes of Kenya cedar pencils, and other East African produce.

### A Word of Criticism.

We are only too delighted to express admiration for the work performed by the little band of business men who are striving so hard to bring to the British public the knowledge that East Africa is becoming of real importance to them, but we may be permitted a word of criticism. The packages in which the coffee, tea, and some of the cigarettes are offered for sale are, we are sure, not sufficiently attractive to compete properly with similar lines on sale elsewhere. An efficiently marketed article will sell more readily than one giving the appearance of carelessness, and it is no more expensive for coffee to be put up in brightly coloured paper, neatly tied and folded, than it is for it to be poured into dull cartons and dumped in a pile on the counter. With such competitive articles as cigarettes good packaging is even more important.

The following exhibitors are known to us to be particularly interested in East African trade:—

### Exhibitors of Foodstuffs.

Amongst the patent and other food merchants, Messrs. COW & GATE, LTD., CHIVERS & SONS, LTD., HORN Malted Milk Co., LTD., and VIROOL, LTD., deserve special mention. All had various interesting ranges of their goods, which are being marketed in the Dependencies.

The KENYA COFFEE COMPANY'S tins of "Kenya-cof" were selling rapidly at 2s. 6d. per lb. The tins were artistically arranged, and of sufficient attractiveness in themselves to justify further inspection, without the suggestion of patriotic or sympathetic motives. This house was also marketing three other brands of coffee, peaberry at 3s., Kenya "A" at 2s. 8d., and Kenya "B" at 2s. 5d. per lb.

Messrs. FIELD & CO. LTD., who market "Turban" dates and mixed fruit, and who are exporting tinned sardines to East Africa; the proprietors of MACKINTOSH'S TOFFEE, who report good Oversea trade, and Messrs. HAYWARD BROS. LTD., Mountford Place, Kennington, S.E.11; manufacturers of "Military Pickle," who report gratifying progress in East Africa, all had attractive stands.

AMALGAMATED DAIRIES, LTD., the greatest dairying concern, not only in New Zealand, but in the world, whose London Office is at 3, Laurence Pountney Hill, E.C.4, have put up a fine show, their miniature of Mount Pirigina, executed in *bas relief*, being an artistic triumph.

Messrs W.M. GAYMER & SON, LTD., the well-known Attleborough cyder manufacturers, had a well-patronised stall, with Mr. Gaymer, restored to better health, and Mr. Harrison, the export manager, ready to welcome visitors. The company is represented in East Africa by the Kenya Agency, Ltd., and reports good business in the Dependencies: Gaymer's cyder, it will be remembered, was supplied to the "Renown" and "Répulse" for the tours of the Prince of Wales.

#### "Sales Splendid in Uganda."

A stand of peculiar interest to East Africans was that of Messrs. FITTER BROS., of Bedford Works, Pritchett Street, Aston, Birmingham, who exhibited "Bedford" couch hammocks and beach umbrellas, and whose managing director described his sales as splendid in Uganda, and as most satisfactory in East Africa generally. The "Bedford" couch has already won East African recognition, no doubt because it can be made entirely sun-proof, and a mosquito net may be attached. The large umbrellas displayed, protruding upwards from a light steel table, are fitted with a socket attachment which makes it possible to arrange the shade in any direction required.

Messrs. HARRIS & SHELDON, better known as SANKEY-SHELDON, who are also represented by the Kenya Agency, Nairobi, showed their steel files and shelving, and Mr. Jarvis, who handles the export, stated prospects in East Africa to be excellent. Messrs. BEAUFOY, GRIMBLE & CO. LTD., of 87, South Lambeth Road, S.W.8, manufacturers of malt vinegar, olive oil, pickles and sauces, had similar good news.

Messrs. HENRY POOLEY & SON, LTD. of John Bright Street, Birmingham, manufacturers of the "Bartlett" tea cutting and sifting machinery, had an impressive machine at work. The growth of East African tea planting should react beneficially on this house.

MARCO REFRIGERATORS (1923) LTD., of Manor Works, Streatham Vale, S.W.16, show a large range of refrigerators and ice boxes specially suited to tropical conditions, and fairly light in weight. They have no East African agents.

#### Kenya Cedar Pencils.

Messrs. F. CHAMBERS & CO. LTD., the makers of the only 100% Empire pencil, had their usual effective display of Kenya cedar pencils, which, Mr. W. H. Coultate reported, continue to sell increasingly throughout the Empire—though some East African Governments are still considerable users of the non-British article. That should not be the case.

The EVER-READY CO. (Great Britain), LTD., assortment of torches and electric batteries was well arranged. They have special export models made to combat tropical influences, and are doing well with these in East Africa. The three-ply boxes of LURALDA, LTD., 40, Trinity Square, E.C.3, are specially made in different sizes for head portage and are ideal for use as "chop boxes," etc. The company has no agents in East Africa. HACKER SUPPLY CO., LTD., of Agipta House, New Malden, Surrey, exhibited their patent box strapping machines, designed to prevent pilferage.

"Nine-tenths of our trade is export," said Mr. Garrett, export manager of Messrs. BATTERSBY & CO., LTD., Stockport, the headgear manufacturers, whose double Terrais are well known throughout Africa, and whose representatives constantly travel the East African Territories.

#### Attractive Sports Goods Displays.

The sports section was particularly good, and, as always, Messrs. A. G. SPALDING & BROS., LTD., set a high standard. Apart from tennis rackets and balls, they showed steel-shafted golf clubs and a new golf ball with the new "multi-dot" marking, which is regarded by some of the greatest players of the game as a valuable aid to accuracy in hitting; moreover, the "multi-dot" costs no more than the ordinary "Spalding" or "Kro-Flite." Mr. C. G. Etherington, the export director, views the East African market with great confidence.

The ABBEY SPORTS CO., LTD., 125, Borough High Street, S.E.1, who showed an interesting range of shooting sticks and umbrellas, and a new form of surf board, have no agents in East Africa. Messrs. W. H. JAMES, LTD., Aero House, Kirby St., E.C.1, had a very artistic and impressive showing of tennis racquets, as had Messrs. T. H. PRÖSSER & SONS, LTD. The AVON INDIA RUBBER CO., LTD., of 343, Euston Road, N.W.1, staged a comprehensive collection of rubber goods, including balls, mats, and many other items. B.S.A. GUNS, LTD., displayed several 12-bore shot guns and rifles.

Messrs. TURNER, LUKE & CO., LTD., of Leicester, were enterprising in placing on their stand quite a life-like lion, which wagged its tail and head, and at 20-second intervals emitted so pitiful and effective a moan that it attracted a number of sympathetic people, who all stood to admire the braids and cords exhibited by the company.

#### Gramophones and Wireless Sets.

In the gramophone and wireless sections the stands of EDISON BELL, LTD., of 62, Glengall Road, S.E.15, REES MACE MFG. CO., LTD., 30A, Welbeck Street, W.1, and LISSEN, LTD., of Worpole Road, Isleworth, Middlesex, demand notice. EDISON BELL staged a remarkably fine range of portable gramophones that should be attractive not only to Europeans in East Africa, but also to Natives. These models, made up in various colours and designs, range from £2 12s. to £9 7s. A magnificent looking instrument, called the Console, in a walnut cabinet, was priced £38 10s. The REES MACE portable wireless sets were in leather and crocodile cases, and Messrs. LISSEN offered wireless accessories, a special moving coil loud speaker, and several models of wireless gramophones, which may be used either as a wireless set or a gramophone, and may be plugged in to any electric light current.

Messrs. JOHN E. DALLAS & SONS, LTD., of 3, Betterton St., Drury Lane, W.C.2, showed "Mastertone" and "Garrard" portable gramophones, and musical instruments of all kinds.

One of the best all-round stands was that of the KEYSTONE KNITTING MILLS, LTD., who make pure silk stockings, whose offices are at 5, London Wall Avenue, E.C.2; and a feature of great interest to kiddies was the stand of the manufacturers of DEAN'S RAG BOOKS, whose "Mickey Mouse" dance band must have brought satisfactory business. A gramophone played within, the while two "Mickey Mice" danced together, and the remainder of the band of student revellers played a saxophone, piano, drums, and banjo. There was always a crowd around their exhibit. The HARPER PIANO CO.,



BULLOCK CART TRANSPORT IN KAMPALA.



A COTTON MARKET IN UGANDA.

LTD. showed some excellent little pianos, which should be of service to those living out in the blue, where weight is of paramount importance; the frames of this instrument are screwed throughout, instead of being glued, and weigh about 3 cwt.

#### Drugs and Chemicals.

In the drug section BURROUGHS WELLCOME had reason to be proud of their show of crystals. They also exhibited samples of "Alepoh," the leprosy cure which they manufacture, and which has been used largely in India with remarkable success, and is now being introduced to Africa in considerable quantities.

The IMPERIAL CHEMICAL INDUSTRIES stand is one of the largest stands at Olympia, and contained "Eley" and "Primax" ammunition, in both shot and ball; an assortment of blasting material, such as dynamite, gelignite, gelatine, detonators, fuse, etc., and a number of other lines. Monsol, a new germicide which is already establishing a name for itself throughout the Empire, claimed a great deal of attention.

Messrs. BURGÖYNE, BURBIDGES & CO., LTD., of East Ham, E.6, manufacturers of druggists' sundries, show a comprehensive range of their goods, many of which find their way to East African dukas. Messrs. W. J. BUSH & CO., LTD., the makers of perfumes and flavouring essences, and large purchasers of Zanzibar cloves, were also well represented. The BERKEFELD FILTER CO. (British), of Sardinia House, Kingsway, W.C.2, well known to East Africans for their filters, had many sizes displayed.

Messrs. SCRUBB & CO., Glasshouse St., Lambeth, S.E.11, used the Fair to introduce a new line of bath salts, and found their antiseptic soap (containing no ammonia) eagerly sought after by the sample mongers. A few drops of Scrubb's ammonia, which an enterprising assistant had sprinkled on the floor, left the visitor in no doubt as to the whereabouts of the company's stand.

THERMOS (1025), LTD., of 45, Aldermanbury, E.C.2, had an artistically arranged exhibit of flasks, "Thermos" jugs, and picnic baskets of original design, and Messrs. AYRTON, SAUNDERS & CO., LTD., 34, Hanover Street, Liverpool, makers of drugs and toilet requisites, showed an interesting collection of their preparations.

PHILLIP-MIRANO CO., of 106, Union Street, Southwark, S.E.1, showed an inviting collection of toilet preparations, and WRIGHT'S COAL TAR SOAP made their annual appearance with a very artistic stall.

## THE BIRMINGHAM SECTION OF THE FAIR.

Keen interest in East African Trade.

British Industries Fair,  
Castle Bromwich, Birmingham.

I HAVE toured this wonderful Fair of Britain's heavy and heavier industries with a tropical eye. I have been an East African settler essaying to equip myself for East African trade, production, and industry, and there is little excepting such items as are included in the London section of the Fair that I could not have ordered.

I could have equipped a plantation, supplied a farm with its day-to-day needs, or built myself

roads. The calls of a *safari* would have been simple; in these colossal Halls of Empire is everything, or very nearly everything, desirable. Let me picture the Fair at Birmingham as seen by tropical eyes.

Many of the firms with whom I talked on the editor's behalf are advertisers in *East Africa*. I say with confidence that you can buy from these, and any others mentioned, knowing you will be buying goods with an Empire guarantee behind their manufacture, and produced by craftsmen who have studied the needs of the East African markets.

#### East African Agents Wanted.

"We are interested in the appointment of selling agents in East Africa," said the SCOTTISH SPADE AND SHOVEL WORKS, LTD., of Edinburgh, whose goods go into the markets of the Empire under the appropriate brand name of "Thistle."

"We, too, are keen to fix sole selling agents in East Africa," I was told by the NUBIAN MANUFACTURING CO., LTD., of 2, Lorrimer Street, London, S.E.17, whose liquid blacking and brown polishes, "Balmoral" gloss, and "Nubian" white dressing are all selling well in the tropics. Their goods show a good margin of profit to the merchant.

Another house willing to consider applications for sole selling agencies in East Africa are Messrs. THOMAS BRADLEY, of Great Hampton Row, Birmingham. They specialise in rivets and screws for all tropical uses in all metals and, apart from standard lines, will make to the special requirements of their customers.

A live firm without East African agents are the COVENTRY CHAIN COMPANY, of 10, Broad Street, Birmingham, who staged a working section of a combined elevator and delevator on which trays, parcels, and other goods can be automatically loaded, hoisted, discharged, conveyed across to the delevator, lowered, and automatically discharged again.

"We prefer to trade direct than through agents," was the frank answer of Messrs. ROBINSON & SONS, of Chesterfield, when I handled their cartons and containers. Lithographed showcards in any number and combination of colours is another printing need for the export market that comes under Robinson's banner, though Africa probably knows the firm's name as much for surgical dressings as for their containers.

#### All Out for Business.

PETERS, LTD., of Yeovil, are all out for East African business. They show Atomic Diesel engines with very low fuel consumption, and a new Auto-Petter lighting set. "This," they say, "is a direct challenge to U.S. lighting sets. No large storage batteries are required, and we recommend this set for bungalow use." The set is inexpensive, reliable, and economic in its fuel demands, and of straightforward construction. It seems especially suitable for plantation and country use.

The crude oil engine of Messrs. RUSTON & HORNSBY, Lincoln, represents the latest developments and a wide range of fuel oils can be used. The company is doing an extensive East African trade.

Study the points of these new patent spring injection crude oil engines from 5 to 100 h.p. by BLACKSTONE who staged one of the biggest and most impressive of all

exhibits in this spectacular Fair. Economy and reliability in work mark these engines. "We are manufacturing to compete with the Germans and Americans" is the burden of this company's statement. They, too, have some criticism to level at the Fair. "Last year we saw very few Oversea inquirers. The advertising of the Fair should be done Oversea four to six months before the date of opening."

Lord Wakefield's company, C. C. WAKEFIELD & CO., LTD., showed, suitable for the East-African market, new type grease lubricating appliances and machine tool mechanical lubricators and lubricating appliances; STERNOL, LTD., exhibited their various oils; and SILVERTOWN LUBRICANTS, LTD., declared their ability to supply the East African markets with all kinds of lubricants. LIGHTING TRADES, LTD., who are "in with" Imperial Chemical Industries and the EVER-READY COMPANY, are anxious for trade with the Colonies and Protectorates; the former has a good range of lamps, and the latter of torches, batteries, and cells for the tropics.

#### East African Weights and Measures.

"We have already equipped the Weights and Measures Offices of Kenya and Uganda with standard weights and measures," I was told by Messrs. W. & T. AVERY, the world-known company which celebrates its second century of trading this year. "The Weights and Measures Offices of Tanganyika will be similarly equipped this year." Messrs. Avery's exhibit was to me by far the most colourful and spectacular of all these thousand stands in these 600-yard-long avenues. On the stands was the only scale made which will register true weights when the scale is standing off the level; we put an inch thick block of wood under one side of it, and still it registered accurately. No wonder it is a product of which the makers are very proud. The Kenya and Uganda Railways, I learnt, are supplied almost exclusively with Avery weighbridges, platform weighing machines, and similar equipment.

Spring balances and weighing machines were shown by Messrs. GEORGE SALTER & CO., LTD., of West Bromwich. A 100-ton weighing machine I inspected is the largest spring-actuated balance in the world. Salter aero springs were fitted in the Rolls Royce engine in Waghorn's winning Schneider Trophy seaplane, and are included in both the Rice and Rice airships. Mr. Percival Phillips, P.O. Box 588, Nairobi, Kenya Colony, is British East African representative for the company.

An interesting note was struck by the HEATLEY GRESHAM ENGINEERING CO., LTD., of Letchworth, with a portable 2 h.p. engine arranged for belt-drive, and fixed on a three-wheeled wolley. "This engine is produced at the cheapest-possible figure conducive with sturdy construction, to compete with foreign markets in the East," is the cheery message of the makers. "The Fair," they told me, striking a critical note, "is held at the wrong period of the year. If it were staged in May, in the warmer weather, more trade visitors would be induced to come."

#### Points about Metals.

Pick up a point or two about metals. "Sensitized material will stand up to temperature conditions utterly destructive to the untreated material," is the advice of the EXPANDED METAL CO., LTD., whose export to East Africa is in the hands of Messrs. J. Cramer & Co., 143, Cannon Street, London, E.C. Serivising against oxidation at high temperatures is a process suitable for heat

treatment appliances, oil engine parts, furnace fittings, oil burner, nozzles, pre-heater tubes, and similar industrial occasions. Large mesh expanded metals for reinforcing concrete, and for brickwork and road work of all kinds, and small expanded metals for ceilings and floors, are made by the Expanded Metal Co.

FIRTH's, the steel people, showed me a steel top to a condiment table cellar or container, it ought to be useful in the tropics. Special stainless steels for machets, steel casement window frames, and rustless steel car rims where all parts are gleaming bright are salient Firth products marked in my Fair notebook. The Kenya Agency, Nairobi, handle these lines.

"Crapo galvanising for humid climates does not flake or peel when bent or twisted," is a claim advanced in favour of RYLAND's wire and wire netting for farms. The East African agents are Messrs. Bailey and Roberts, and I was therefore not surprised to hear that East African business is good and increasing.

#### New Lines for Export.

There is always an interest about new goods for export business.

Half the good things in this eleventh Birmingham Fair of the heavy industries are new. Here is a new model "Alda" electric arc welder by Messrs. ALLEN-LIVERSIDGE, LTD., that is more compact than previous models. Sets of acetylene welding tools for brazing, soldering, and paint burning by the same makers are also new in that they are now supplied with interchangeable necks and tips, so that any tool can be used with any type of neck and tip. Oversea-buyers are invited to test welding equipment of all types on this stand.

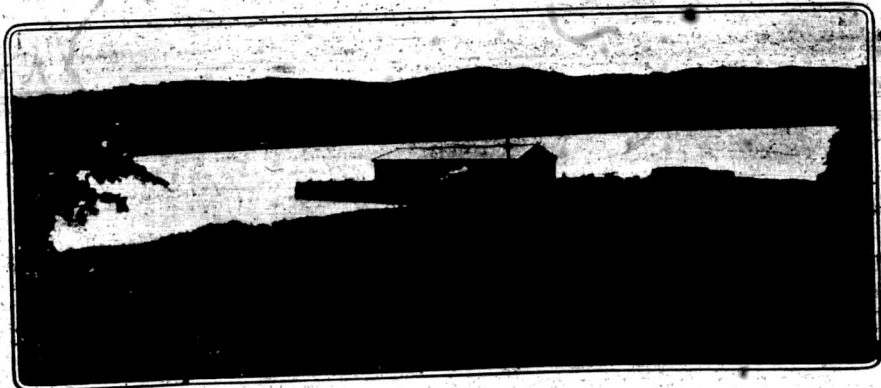
A new self-contained hand spray gun by MARTINEAU and SMITH, of Holloway Head, Birmingham, sprays on both a back and a forward movement, and therefore gives uninterrupted spraying; instant conversion for use with bucket and hose in effect gives two sprayers for the price of one. Every drop of insecticide is used, and the makers claim it to be the most economical sprayer on the market.

"The Eclipse paint sprayer is a remarkable new machine, combining the low initial cost of a hand-operated plant with the efficiency of a large and costly power plant. It is simple and effective." So reads the note I made after visiting the stand of the ECLIPSE SPRAYING CO., LTD., Smethwick.

"Doing fairly well in East Africa," says the FOUR OAKS SPRAYING MACHINE COMPANY, with whose sprayer, 500 sq. ft. can be lime-washed in ten minutes without splashing or inconvenience.

Of a new cooker exhibited by Messrs. RIPPINGHILL'S, ALBION LAMP CO., LTD., the maker's representative said: "One burner is always available for boiling when the oven is in use. The system is that of double central draft blue flame burners. This No. 777 stove costs 37s. 6d., and I was quoted 20s. for the oven—47s. 6d. for a small blue flame cooker that is in direct line for tropical use.

"Makers have attempted nothing of this character," said the TILLEY LAMP COMPANY, in describing a projector lantern using a standard oil vapour burner throwing a powerful beam-light over good large areas. "It is a novelty which will meet with an instant demand. Our lamps and stoves," added these London makers for the tropical markets, "are now so improved as to be the best of their kind in the world."



THOUSANDS OF BALES OF COTTON AT JINJA WHARF AWAITING EXPORT.



**Machinery built specially for East Africa.**

Messrs. GOODWIN, BARSBY & CO., LTD., of Leicester, who are represented by Mr. J. W. Lloyd Jones, P.O. Box 661, Nairobi, showed me a new portable washing and screening plant for the production of concrete aggregate. "We are building our machinery specially to suit the East African and other markets of the Empire," they declared. "We are challenging the American machines with our own concrete mixers, and are glad to see Oversea buyers, of whom there have been a number attending previous Fairs."

TANGYE'S contribute to the pool of the "new" a two-cycle vertical fuel oil engine, and new type hydraulic and screw-lifting jacks. These jacks are specially designed for expeditious use in connection with motor cars and other motor vehicles.

Messrs. MARSHALL, SONS & CO., LTD., of Gainsborough, brought to the Fair a mechanically propelled roller of wide application, easy to work, and meeting a market for such as light asphaltic and similar surfacings, roadways, drives, footpaths, and so forth. Their "Manumit" motor rollers are made in 12 and 20 cwt. sizes, and their portable steam engines, concrete mixers, maize shellers, and other lines are well known to East Africans. Messrs. Smith, Mackenzie & Co. are the local representatives.

"We send a lot of these mixers to East Africa," said WINGET, LTD., pointing to their open drum mixer engine-driven portable with elevating hopper. This is in four sizes—5/34, 7/5, 10/7 and 14/10. The drum is so balanced that a spin of the hand-wheel throws it over to the desired position, where a simple and effective locking catch holds the drum in position. On the stand was a photograph of fourteen mixers leaving the works on the first stage of their trip to East Africa.

Seventy and sixty centimetre basins for Natives to carry on their heads for plantation work, and vitreous enamel milk pans by "the only mass production firm in the trade" are the EDWARD CURRAN & CO. specialties already shipped to East and South Africa in greater quantities than by any other firm in the world.

Long-legged native cooking pots with covers and bails, and camp ovens and bake pots with and without legs, with covers and bails, are regularly shipped to the territories by the 104-year-old CANNON IRON FOUNDRIES, of Bilston, Staffs., whose cast iron hollow-ware and export castings and other goods have long been known to traders all over Africa.

**An Excellent Export Catalogue.**

While mail order purchase is an every-day mode of buying in East Africa, its success is often controlled and coloured by the list which serves the distant buyer as a guide. It is therefore good to note that every article manufactured for export by Messrs. WILLIAM HUNT & SONS (THE BRADES), LTD., of Oldbury, is excellently illustrated in the export catalogue issued by these matchet and hoe specialists.

The more you ship and the longer you ship, the better the goods. JOHN YATES & CO., LTD., of Aston Manor, Birmingham, have a report much in common with those of Curran's and Bradley's. "Read what they say: 'We have exported these plantation cultivating tools for more than a hundred years, and we are as ready and eager to make new designs to our customers' needs.' " "We are just beginning to expand in the East African market," is the note of progress struck by PENFOLD FENCING, LTD., of Watford, who have not yet appointed agents. "Our chain link fencing is 100% British, as compared with some other fencings designated British, but which possess some sort of foreign element in them," they claim.

In addition to their "Sirocco" range, especially well known to tea planters, Messrs. DAVIDSON & CO., LTD., of Belfast, showed a packer which will give 5% to 10% greater holding capacity to a case than by any hand packing method, thus effecting an appreciable saving in the cost of cases.

Many others who have come to this Fair to meet and talk with East African traders are optimistic. "We are shipping in thousands of barrels," said the COUNTY CHEMICAL CO. of their insecticide spray—the price of which is "highly competitive"—and of their petroleum jelly for the prevention of rust on guns and machinery. "Tourist" black enamel for beds is another proprietary line made for tropical use. This company's trade in East Africa has increased 50% in the last twelve months.

The ELSAN MANUFACTURING CO., of London, displayed a chemical closet for use in areas where there is no sewer. One of the two models is portable.

Buyers of cement for building work in the East have had an eye on the three brands which THOS. W. WARD,

LTD., distribute for the KETTON PORTLAND CEMENT CO., LTD. These are the "Ketton," "Ketco," and "Ketton-crete" rapid-hardening cements.

**Baling Presses.**

Messrs. HOLLINGS & GUEST, LTD., of Birmingham, showed a hydraulic press for baling groundnuts and other seeds into compact rectangular bales occupying less than half the space of loose seeds, so reducing both rail and sea transport costs. The seeds are uninjured by baling, and "keep better and are less liable to decompose than when shipped loose or in bags."

Competitive presses can be inspected on the stand of Messrs. FRANCIS SHAW & CO., LTD., of Bradford, Manchester, who specialises on all types of hydraulic and hand presses from 16 in. sq. up to 40 feet by 8 feet, together with complete installations, including pumps, accumulators, and intensifiers of the most modern design.

Messrs. JOB WHEWY & SONS, LTD., of Walsall, open up the prospect of labour saved with their new hand grip chassis for twin-wheel tractors. It is unnecessary to change wheels for land or road work, and the chains used can be fitted and removed in a few seconds.

Messrs. J. & J. TAUNTON, LTD., known to East Africans for their metal bedsteads and hospital equipment, had an attractive stand; and, as last year, those interested in timber preservation were shown by THE ATLAS PRESERVATIVE CO., LTD., of Deptford, London, treated and non-treated timber that had been placed side by side in an ant-hill for fifteen months.

THE WOLSELEY SHEEP SHEARING MACHINE is probably better known to farmers than the fact that Sir Herbert Austin, the chairman of this company, was making and improving sheep shearing machines in Australia long before the Austin car was born. "A fast worker will shear a sheep in 24 minutes with our standard power machine," Wolseley told me.

**Telegraphic Brevity.**

The rest of my impressions, and all that I gleaned for *East Africa's* readers, must be telegraphically brief. A potted review of them would run something like this:—

For anything to be fixed, call on RAWLPLUGS, represented in Kenya by Messrs. Lockhead, Moore and Roy, and Messrs. Gailey and Roberts in Tanganyika by Messrs. McDonald, Scales and Co., and in Uganda by The Uganda Co.

Field instruments for plantations, cultivators, and ploughs by Messrs. RANSOME, SIMS & JEFFERIES, of Ipswich. Agents: Gailey and Roberts.

Steel tangbar for reinforcing concrete walls by CHUBB, the safe makers.

Iron, steel, copper, and barbed wire by Messrs. RICHARD JOHNSON & NEPHEW, LTD., Forge Lane, Manchester.

Water economy. Patent shower fittings made by Messrs. CHARLES WINN & CO., LTD., Birmingham, for use wherever water supply is a problem.

CROSSLEY BROS., LTD., Manchester, speaking: "British Cotton Growing Association buys a large number of our engines for work on cotton seed refuse." This company's lighting sets, piston pumps, and crude oil engines are not unknown in East Africa.

"Improved packing for export for improved goods," say Messrs. HERBERT TERRY & SONS, LTD., Redditch, of spring and picnic game. For their agricultural spring seats and fan beltting get in touch with Mr. G. W. Davidson, Box 788, Nairobi.

"Picnic sets-cum-table. The case forms a table when opened, by means of four folding legs. This, and a folding table that secretes four folding stools, is a product of the DARTMOUTH MANUFACTURING CO., LTD., of West Bromwich.

Dry roofs are best. RUBEROID roofing is fitted on public buildings, hotels, and private residences in all parts of Africa. Durable under the most arduous climatic conditions.

Specialists with ripe experience in tackling tropical needs in wires are the SPENCER WIRE CO., LTD., of Wakefield.

**"EAST AFRICA"**

The only weekly Journal that can keep you informed of developments throughout the whole of our East African territories.

# How to Build East African Trade by Press Advertising.

**MANUFACTURERS, NOT THEIR RESIDENT AGENTS, SHOULD HANDLE THE APPROPRIATION.**

*Special to "East Africa" by Sir Charles Higham.*

*One of the Greatest Advertising Experts in the Empire.*

BRITISH business men are not waving their trade flag as vigorously as they should be doing. The spirit of endeavour is dormant, not alive with pulsating optimism, as it should be and must be if such co-operative national salesmanship as that represented by the British Industries Fair is to result in quickened commerce.

In this material age business, and yet more business, is the only way to prosperity. Realising that truth, the Americans, the Germans and the Japanese are seizing opportunities within the British Empire which should be the preserve of British manufacturers and exporters. A mere glance at the trade statistics of the East and Central African Dependencies proves that the Mother Country could do more trade with these rich and rapidly progressing fields.

If we now do 50% or 50% of the trade in a given article, we could do a much greater share if only more energy and more enterprise were shown. But what do we find? That principals of British business are less ready to visit Oversea markets than American principals, and that salesmen sent out from England are often allowed far too little power and discretion, are sometimes not masters of their job, and are seldom as well supported as the commercial ambassadors of competing nations.

Merchant adventurers are more than ever needed in these difficult post-War times, in which the rewards of well applied enterprise are as attractive as ever.

Yet, instead of fighting for trade, we have dissipated our energies in grumbling; we have waited for the world—even our kith and kin within the Empire—to come to us, instead of taking to them the manufactured articles they require.

## **The Importance of Advertising.**

Having decided to attack the markets of the Empire, the British manufacturer should, I hold strongly, keep the essential need of advertising in the forefront of his mind. Advertising must be regarded as one of the standard items of expenditure, not as an extravagance to be indulged in spasmodically.

Take some of the articles of East African trade which occur readily to the mind. What bicycle sells best in Uganda? That which is most advertised. Which tractor has most rapidly and most successfully built up a reputation for itself in the Kenya highlands? One with a bold and attractive advertising policy. What sisal decorticator is making most rapid strides in Tanganyika Territory? A British production which by Press advertising is kept constantly before the public eye. What tyres are fitted by the majority of East Africa's motorists? Those which a British factory keeps ever in the public memory.

And so I might continue with a whole host of articles, and in almost every case it would be found that the leaders are widely advertised commodities.

Let the reader test my claim for himself. Let him think of tooth pastes or safety razors, concrete mixers or weighing machines, light railway material or baby food, cyder or sheep dip, cameras or fish hooks, biscuits or wood preservatives, cheese or tools. The big sellers are the well advertised lines. No man can claim that leadership in such widely varying articles by big advertisers is a mere coincidence.

The cheapest and quickest way to get more trade in East Africa is through the newspapers, which, be it remembered, mean more to the dweller in the bush than to the resident of a town, for the former obviously reads his papers with much more care, preserves them longer, and refers to them over much greater periods; in fact, having found a newspaper which appeals to him, the bush-dweller usually reads it from cover to cover.

## **Manufacturers should do their own Advertising.**

Another point. British manufacturers should avoid the mistake of handing their advertising appropriation to their resident agents, who, however competent they may be as salesmen, have usually the most rudimentary knowledge of advertising values and technique, and are over-inclined to judge newspapers by their own private feelings, instead of by the yard-sticks known to experienced advertising men.

Furthermore, the wise British manufacturer has long learnt that he must have more than one agent in such a field as East Africa. He will have one in the Sudan; one, two, three, or even four, according to the circumstance of his case, for Kenya, Uganda, Tanganyika, and Zanzibar; another for Nyasaland, with the hinterland of Beira either included or omitted; and yet another for rapidly developing Northern Rhodesia. If each of those territorial representatives be given a sum of money to spend on publicity—as is to-day far too frequently the case—confusion must be the inevitable result.

Newspapers cannot and should not be confined to water-tight compartments. If they are virile, they take the broad view and overstep the boundaries of any one, two, or three countries, thus presenting a coverage that overlaps the territory of any one agent. That obvious fact alone should ensure the handling of the advertising appropriation by the manufacturer himself. He can call in the skilled and experienced assistance of an advertising agency, whose daily job it is to compute and compare advertising values and prepare advertising schemes which reflect the policy of the principals, not the mere preferences of an agent.

*"East Africa is one of the most valuable assets towards the development and expansion of Eastern Africa."—A leading East African business man.*

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**TRADE OPENINGS IN EAST AFRICA.**  
**ONE SIXTH OF THE WHOLE BRITISH EMPIRE.**  
 Points for British Manufacturers.  
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FEW British business men, few East Africans even, realise that the British East and Central African Dependencies—the Sudan, Kenya, Uganda, Tanganyika Territory, Nyasaland, Zanzibar, and Northern and Southern Rhodesia—cover more than one-sixth of the whole British Empire; that they are well over two million square miles in area, include a population of nearly 21,000,000 Natives and 75,000 whites, and have a gross import trade of something like £32,500,000, of which Great Britain's share is only about 40%.

Only a fraction of this great area is as yet developed; only a beginning has been made in exploiting the Native market and in European enterprise. Clearly, the possibilities are immense.

Though numerically few, the white folk are important, for they are not merely units, they are foci. Each man may be said to represent a centre of development; he is there to develop something—land, crops, stock, trade, or mining—and his wants are on the big scale. To get about a country of such vast distances he needs a motor car; to carry his produce he wants a motor lorry; for his estates he requires agricultural machinery of all kinds, tools and implements, corrugated iron and other roofing materials, concrete mixers, concrete block presses, wood preservatives, paints, disinfectants, sprayers, cattle and sheep dips, tanks, tarpaulins, typewriters, drugs and medicines, oil engines, electric lighting plants, safes, weighing machines, lamps and torches, household equipment and a host of other articles which this country can supply.

**The Market for Vehicles.**

Consider some of these points in brief detail. Nyasaland had 1,807 motor cars registered at the end of 1927, more than one for each of the 1,829 white residents—this representing the highest *per capita* percentage in the world. In 1928 44% of the cars, 21.4% of the 440 motor lorries, and 91.6% of the 1,130 motor cycles were of British make. The Comptroller of Customs of Kenya and Uganda deplores the fact that though Great Britain continues to maintain its predominant position in the local cycle market, it takes a very disappointing share of the important trade in motor vehicles other than motor cycles. Under this heading cars to the value of £554,005 were imported during 1928, of which Great Britain was responsible for only £50,025. The reason reiterated is the lack of reserve power in British cars and absence of service for spares.

Take agricultural machinery: Tanganyika Territory imported in 1928 213 tons, valued at £20,190, of which only 25 tons came from the United Kingdom, but 134 tons, valued at £11,009, came from Germany. In 1924 Kenya imported 522 tons of these goods, practically all of which, to the value of £41,484 (out of £46,585), came from Great Britain, but of the 770 tons imported in 1928, valued at £83,850, less than half were of Home origin, the United States of America supplying 188 tons and Canada 147 tons.

The market for iron and steel wares is expanding. Kenya's imports of these goods rose from £268,004 in 1924 to £529,841 in 1928, and it is satisfactory to note that in corrugated iron sheets, so generally used for roofing, Great Britain maintains a real superiority. Tanganyika's iron and steel purchases have since 1925 remained more or less stabilised about £207,000 annually, but machinery has practically doubled (£220,498) since 1925, as have building materials (£210,202 in 1928).

In such lasting things as safes the market is naturally limited and depends on quality. British workmanship, evidently tells, and the Governments set a good example

They are good customers, buying nothing but British. Of the £3,306 Kenya paid for safes in 1924, £2,004 went to Great Britain; in the Sudan in 1927, £2,109 out of £2,538; in Tanganyika Territory in 1928, £1,338 out of £2,180, Germany being the only competitor, with a cheap line. Nyasaland does not list safes in the official Customs returns—not, it is to be feared, because honesty is universal in our oldest Central Africa Dependency, but because the necessary standardisation of such official returns still lags behind commercial requirements.

Nyasaland has been so consistently keen on the purchase of British goods that it is disappointing to have to record that the United Kingdom's percentage of imports is steadily but surely falling. Small traders tend to buy goods in Beira, of which only 10% are British; but "another reason for this retrograde movement," reports the Comptroller of Customs, "is the apparent indifference of British merchants in their efforts to retain the Nyasaland market, as compared with the activity of foreign agents." That is bad reading.

A market in which Great Britain cuts a very poor figure is that for shovels and spades, axes, hatchets and machetes (bush knives or *pangas*), and knives other than machine knives. In all these Germany is pre-eminent: in 1928 that country exported over 1,500,000 of these articles to Kenya, Uganda, and Tanganyika, which paid £40,765 for them; the United Kingdom supplied only a little over 165,000, costing £9,713. It is the cheap line in these goods which pays, for the German cost only 61d. each wholesale, while the British averaged 14d. Planters do like cheapness in these implements, which are easily lost, stolen, or damaged.

**Catering for Native Needs.**

When the Native market is considered, Uganda must take pride of place. The population numbers well over 3,000,000, and from the time of Speke's visit in 1862 the Baganda have been noted as the most cultured and intelligent of the Bantu races; they clothed themselves decently in bark-cloth, built good houses of elephant grass, and had quite a useful system of roads. Cotton, introduced by the missionaries, has become the staple crop of the country, the export now ranging round the 200,000 bale mark—which means that in a good year over £4,000,000 goes into the pockets of the peasants, for cotton is essentially a peasant crop in Uganda—and is available for spending.

The first thing the Native wants when he has money is a bicycle, and a gramophone is a good second, with European clothes becoming more and more in demand. Bicycles, both motor and "push," are practically a monopoly of British trade in East Africa, and in 1926 no fewer than 11,620 "push" bicycles were imported into Kenya and Uganda, to the value of £94,100. In sewing machines Great Britain divides the market with Germany, the United States being a bad third. In Tanganyika, however, the German machines are ousting the British; in 1928, for example, 1,180 German machines were imported, valued at £7,075, while Great Britain sent only 304, valued at £1,834. In Kenya the numbers were nearly equal—644 and 683—the German being the cheaper line, while in Nyasaland two German machines were imported for every one from the United Kingdom.

Thanks to the good roads, Baganda chiefs are good customers for motor cars and motor bicycles, and there is a growing demand for gramophones, artificial silks, satins, cotton piece goods, pocket knives, safety razors, etc.

Uganda is now developing coffee as a peasant industry, *robusta* doing particularly well (6,500 acres in 1928). In Bukoba (Tanganyika) Natives are producing large amounts of coffee, the export of Native-grown coffee from the Territory in 1928 having been 86,880 cwt., worth £252,040, all of which, with the exception of 8,000 cwt. came from Bukoba. Groundnuts, *simsim*, copra, cotton are also products which the Tanganyika Government is encouraging the Native to grow, and it may be confidently stated that far more attention is being paid officially to Native agriculture than to non-Native—so the prospects of an improved Native market in the Mandated Territory are good. In Nyasaland in 1928 Natives produced 37% of the tobacco crop of the country and 93% of the cotton; in 1927 the Native production of tobacco amounted to 3,484 tons—a record.

**Northern Rhodesia's increased Purchasing Power.**

Northern Rhodesia's great development in mining is increasing immensely the demand for Native labourers, many of whom will for the first time in their lives have good wages to spend and will be able to gratify their taste for manufactured articles both useful and decorative. The mineral output of the Protectorate in 1926 was no less than four times that of 1925, *i.e.*, £313,118 as against £78,426; in 1927 the figure was £378,650; in 1928, £902,803; and the total mineral output up to December,

1928, was valued at £5,000,395. Something like £8,000,000 is being spent on developing the great copper mines, and in ten years' time it is possible that the base metal output of Northern Rhodesia will equal that of Southern Rhodesia, whose total mineral output to the end of 1928 was valued at £91,059,849. The Native population of Northern Rhodesia is about 1,000,000, that of its Southern neighbour practically the same; but there are nearly 45,000 Europeans in the latter to some 6,000 in the former.

Instructive figures on the trend of trade are obtained by tabulating the imports (in yards) of cotton piece goods passed through the Customs of Kenya and Uganda during the years 1925, 1926, 1927 and 1928. Such a table is given at the foot of this page. The increasing competition of Japan in this market is very evident.

#### Method of Carrying Business.

How is business in the East African market to be won? By an adequate study of East Africa's individual needs; by foresight and enterprise; by closer personal contact with wholesalers and retailers; by proper distribution of well-illustrated and priced catalogues; by sales letters of a personal nature, not form letters obviously broadcast in thousands; and by well-planned Press advertising, which, to be productive, should be over a lengthened period. There is urgent need of more enterprise on the part of British principals, who can be assured that no portion of the British Empire is more anxious to buy British goods than East Africa, if only the right article is offered at a reasonable price and with reasonable service.

## MINING MEANS MORE MARKETS.

Tremendous Scope for Great Britain.

By a Mining Engineer.

TREMENDOUS scope for British manufacturers is offered by the great mining development now taking place in East, Central, and South-Central Africa, but unfortunately, largely owing to ineffective representation on the spot, foreign makers of mining machinery have stolen somewhat of a march on us. It is not too late, however, for this country still to secure a large amount of the business that is offering almost every day.

The magnitude of the possibilities it is almost impossible to estimate, for the territories in which mining development is now in progress comprise practically every Crown Colony in Tropical Africa. There is the Sudan; where the Congo-Nile Divide Syndicate has located several payable areas; Uganda, with proved tin properties, known copper deposits, and other mineral wealth, the possibilities

of which are still in the making; Abyssinia, which for many years has exported gold in small quantities; Tanganyika Territory, already producing diamonds, gold, mica, tin, and salt, and possessing almost unlimited possibilities; Nyasaland, hardly prospected, but showing good bauxite, wolframite, and perhaps coal; the Belgian Congo, proved to be one of the richest countries in all Africa; and last, but by no means least, Northern Rhodesia, with its enormously rich fields.

#### Appointing Agents.

This mere recitation, which covers a field some thousands of miles in length and almost a thousand miles in breadth, indicates sufficient possibilities for the British manufacturer of mining machinery—and anything else, in fact, used in the mining industry—to keep him well supplied with orders for many years to come if only he will seek them in the right way.

One very serious fault in the past has been in the appointment of agents and representatives. The vendors of mining machinery have usually deemed it sufficient for their travelling director, or other representative, to appoint one sole agent for the whole territory, whether it be a thousand miles long and three hundred miles broad, or very much smaller. Once appointed, he is expected to keep an eye on the whole of his territory.

The agent, worthy man though he may be, probably knows little of mining or of the uses of mining machinery. He is certain to hold numerous agencies of different kinds, and, with the free and easy methods of business that often prevail in East and Central Africa, and thinking that he has no serious opposition, he looks to the mining people themselves to send their orders to him, instead of himself going out to the scene of activity, thereby probably increasing them by many fold.

#### Personal Touch in Selling.

What often happens, too, is that whilst an agent for, say, a pneumatic pick of British make is sitting in his office or store in Nairobi, Dar es Salaam, Salisbury, or Johannesburg, listening half-heartedly to the rumours that reach his ears of some phenomenal strike, his American rival, hearing these same rumours, packs up his suit-case and makes hot-foot, for the scene of this new activity, even if he has to *safari* a considerable distance before reaching the spot. Once there, half the battle is over, for he has "made contact," and there is no doubt that the man on the spot—the man who takes

1925	Grey : unbleached	Bleached	Printed	Dyed in piece	Coloured
	Yds.	Yds.	Yds.	Yds.	Yds.
Great Britain	261,274	2,892,787	3,700,204	1,685,918	1,321,593
India and Burmah	3,585,278	56,452	197,093	435,294	2,471,375
Holland	—	1,338,302	269,091	1,012,150	1,553,253
Japan	9,016,694	165,491	41,682	607,164	1,115,480
U.S. America	4,100,316	11,416	—	3,600	—
1926					
Great Britain	79,121	1,903,121	2,227,167	3,026,848	755,212
India and Burmah	2,967,519	85,818	67,006	228,920	2,055,632
Holland	—	755,507	417,799	461,995	1,437,330
Japan	8,990,257	432,020	21,474	257,877	1,189,809
U.S. America	2,699,800	3,448	8,404	19,458	10,096
1927					
Great Britain	189,697	1,498,159	1,976,459	3,650,470	834,298
India and Burmah	2,882,236	91,876	132,931	201,028	2,431,248
Holland	39,900	955,474	279,909	695,016	1,694,966
Japan	1,759,323	775,410	625,600	330,012	3,113,087
U.S. America	2,424,570	8,880	1,063	8,553	21,336
1928					
Great Britain	71,441	2,714,443	2,112,661	4,227,246	846,742
India and Burmah	3,273,897	412,599	240,541	409,888	3,175,709
Holland	—	838,313	477,996	1,382,109	2,723,249
Japan	5,936,498	441,787	2,004,341	433,362	3,386,820
U.S. America	5,393,200	—	14	12,495	267

the trouble to look up his customers personally—usually gets the business.

Of course, it is not always possible for an agent to spend days, and possibly weeks, seeking an embryonic order. Here the manufacturer at Home comes in, for he can approach the head offices of the mining companies direct. These are usually in London, and few British mining engineers would favour foreign machinery if British manufacturers would only take the trouble to approach them and offer their wares on terms comparable with those of their foreign competitors.

As an indication of the type of machinery required in Africa the following is a good guide: rock drills, pneumatic picks (steadily increasing in use, as against hand drilling), pneumatic clay diggers, pumps, compressors, gas and oil engines, shovels, picks, wire and other rope, tools of all kinds, paints, wood preservatives, trucks, rails, chemicals for assay laboratories, building materials of all kinds, motor cars and lorries, locomotives and wagons, smithy and forge equipment, balata and other belting, weighing machines, winches and lifting tackle, borehole cylinders, fans, electrical plant, cables, one hundred and one other lines, and general goods for the use of prospecting parties in the bush. Lack of water has often delayed mining development, but the satisfactory well-boring plant now obtainable overcomes such difficulties in the great majority of cases.

**Electrical Prospecting.**

British manufacturers should realise that the old methods of prospecting—when men were sent out "into the blue" with a tent, a few boys, a few picks and shovels, and a prospecting pan, and then expected to wander more or less at will in the hope of discovering payable minerals—are speedily being replaced by more efficient methods. The old haphazard prospector is giving way to the scientifically trained geologist, who works to definite and scheduled routine. This means that he needs instruments.

Electrical prospecting is a method of locating minerals, especially copper, as yet in its infancy, but growing in popularity and usefulness. At the present time few firms know the secret of these electrical mineral detectors (for the improvement of which there is undoubted scope), and most, if not all, of these electrical prospecting machines are being used in the copper belts of Northern Rhodesia; but if some enterprising firm were to manufacture similar machines at a lower cost, probably all prospecting companies would use this more scientific method of locating any mineralisation there may be in their areas.

**Prompt Delivery Essential.**

Similarly, every sympathy would be extended to British manufacturers of any article of which the mining companies are potential buyers, provided adequate stocks are obtainable in the country itself, or failing that, in England, at the shortest notice. A striking illustration of the inefficiency of one British firm of shovel manufacturers came to my knowledge recently. The London office of a mining firm interested in Australia received a cable requesting the immediate shipment of 1,000 shovels. When inquiries were made it was found that the company which usually supplied them had not 1,000 shovels in stock! Thus it happened that the order, cabled back to Australia, passed to a Continental firm, whose agents in Sydney were able to dispatch the shovels within twenty-four hours. Here is a glaring case of inertia on the part of a British manufacturer, who should never, under any circum-

stances, have allowed his stock to fall so short. Unfortunately, the consequence of this stupidity will be felt not only by the company primarily concerned, but by many other British manufacturers of mining machinery, for the Home buyer for this mine will need a lot of convincing that other British supplies will complete his further orders without interminable notice.

**How to Secure Orders.**

Although there is no doubt as to the scope in East and Central Africa for vendors of mining machinery and other mining requirements, the only way to ensure the majority of these orders and contracts coming to England is to send out to the spot some reliable representative of the firms anxious to tender, so that they can gain first-hand knowledge of local requirements. But that alone will not suffice. They must also see that these men are backed up by adequate representations made to the London offices of the mining companies, that suitable resident agents are appointed, and that adequate and appropriate advertising is done. Attention to these matters will make all the difference.

Though buyers of mining machinery, recognising that of British manufacture to be the best in the world, are willing to pay a little more for the good workmanship and material they expect, and obtain, in this country, reciprocity is the soul of business, and British manufacturers should cement the goodwill that is awaiting them by expediting their deliveries, with the utmost care and speed, and by strengthening the bond between themselves and their customers by sending reliable representatives direct to the East and Central African mining areas, thus making contact with the men on the spot and solidifying an association that is at present inclined to be more ethereal than practical.



**— and so to sleep**

Enjoy sound, refreshing sleep every night by drinking delicious "Ovaltine" just before you retire.

"Ovaltine" contains neither chemicals nor drugs but induces sleep in a perfectly natural way. The rich nutriment it supplies soothes the nerves and brain and allays digestive unrest. While you sleep "Ovaltine" builds up your system with new stores of energy and vitality. You wake refreshed and invigorated for the day's work.

There is no substitute for "Ovaltine" for no other food supplies in a correctly balanced and concentrated form the essential nutritive elements extracted from malt, milk and eggs—Nature's best foods.

**OVALTINE**  
TONIC FOOD BEVERAGE

**Ensures Sound Natural Sleep**

Sold by all Chemists and Stores throughout the British Empire  
Manufactured by A. WANDER, Ltd., London, S.W.7

# THE HYDRAULIC ENGINEERING CO., Ltd.

INCORPORATED 1874.

CHESTER :: ENGLAND.

London Offices: 39, VICTORIA STREET, S.W.1.

## MAKERS OF HIGH-CLASS BALING PLANTS FOR COTTON, SISAL, JUTE, ETC.

Specialists in High-Speed Revolving Presses for making Cotton Bales of 400 to 800 lb. weight and any required density.

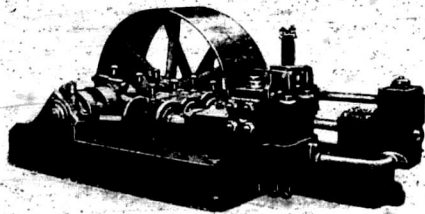
Hydraulic pressing Plants have been supplied with capacities ranging from 10 to 60 Bales per hour.

Specially designed Sisal Presses hydraulically operated, for making 4 cwt. Bales, with 4 ft. 6 in. box to allow Sisal to be put in without doubling. Finished Bales 60 cub. ft. to the ton. Supplied to Lugari Estates, Hiram Craven Estates, Kakuzi, Mrefu Estates, and Swift Rutherford, Punda Milia, etc.

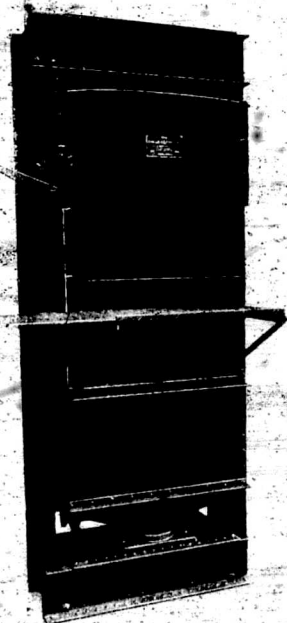


REVOLVING BOX  
COTTON PRESS.

ALL HIGH-SPEED  
PRESSES FITTED  
WITH AUTOMATIC  
APPLIANCES FOR  
PREVENTING  
DAMAGE.



HIGH PRESSURE BELT-DRIVEN  
HORIZONTAL PUMPS FOR ALL PURPOSES.



SISAL BALING PRESS.

**EAST AFRICAN ADVERTISING POINTS.**

*The Views of the Man in the Bush.  
Set down by One of Them.*

THE first need of a business man anxious to sell to another country is to understand that country's psychology and to become acquainted with its living conditions. The next step toward success is Publicity.

Truisms, no doubt, but so important that they bear repeating. Who can deny that properly planned advertising is the handmaid of progress? Some have said: "We are too well known; people will buy our goods without our advertising." And they have lived to repent their misplaced confidence, for no matter how well known their goods, they will not sell themselves for ever. Public memory is short-lived, and needs constant refreshing.

Others query the power of constant advertising, and its effect on the public memory. Yet such questionings are silenced by personal experience. Who, for instance, does not immediately recognise such expressions as "Prevents that Sinking Feeling," "Worth a Guinea a Box," and "That School-girl Complexion"? These have been taken from internationally known advertisements, which are repeated day after day, and year after year, until their slogans are known by heart by millions of people, who grow to buy the products in question almost automatically.

**East Africa's Needs for Good Advertising.**

In East Africa there is as much need for sound and scientifically planned advertising as in any part of the Empire, for East and Central Africa are in their infancy—although they are growing with almost inconceivable rapidity. As with children, the mind of a growing community is impressionable and independent of tradition and custom. There is a natural sentimental attachment to "the Old Country," though this is not so strong that the rising community will be slow to look at anything new, or to absorb fresh ideas from outside sources. Its life is one of constantly growing efficiency, and he who can point the way to efficiency at the lowest cost, or, in other words, sell the best goods at the cheapest price, will receive more sympathetic treatment than the sluggard who attaches little or no importance to the purchasing power of what appears to him a small community, whatever the future may promise in the way of increase.

Some British manufacturers, exporters, wholesalers and retailers advertising in East Africa realise the temper of the population to which they are appealing, and reap commensurate rewards, but many, when they at long last decide that the territories are worthy of their notice, use publicity matter that is not bright enough, or clear enough in its detail, or which shows a lack of insight into the commercial needs of the countries concerned. Few realise that their chief competitors are in America, the home of scientific advertising and of advertising psychology; and, although British advertising methods have improved beyond all knowledge within the last decade, there is still much room for originality and appropriate "pep."

**Suggestions regarding Advertisements.**

One of the first things to be realised is that the people who read advertisements in East Africa,

whether they be in the form of newspaper publicity or catalogues, are some thousands of miles away from the advertiser. They do not live the same life as their brethren in England, and they have more time, owing to the lack of other distractions, to study advertisements. Their newspaper is to them more than a newspaper—as with the poet's primrose: it represents, as often as not, their only mental recreation, and so it is read with thoroughness, including all the advertisements. How often has the writer read a newspaper right through, including all the classified "ads."

The ordinary, catch-the-eye advertisement is therefore not good enough. The "copy"—I believe that is the word—will be read and analysed to a far greater degree than by the town-dwelling Englishman. It should give reasons why the article should be bought, tell of its achievements, illustrate its appearance, specify its weight if a piece of machinery, quote the price and the name of the local agents.

**The Importance of Continuity.**

Continuity in tropical advertising is essential for what may catch the eye of a prospective buyer at one moment will not be stored in his brain for use when need arises, unless the idea that "So-and-So's goods are just what he wants is drummed into him constantly and on every possible occasion. The advertiser who "splashes" for three or six months and then ceases his publicity is asking for disappointment; he would be far better advised to spread his available funds over two years, making regular, if smaller, displays, throughout that period. Locally established houses have learnt the lesson of continuity; they are week-in, week-out, advertisers, not spasmodic space-takers.

A word about the advertising of prices. As often as not, and nearly always with catalogues, the prices quoted are English. The East African buyer wants to know how much the goods will cost him delivered at his post office, railway station, or nearest port, and that price should be given, including Customs duties and all other charges. If the prospective buyer has to work this out for himself from an English quotation, he will seldom worry about it, choosing instead the line of least resistance, and buying from a competitive firm which furnishes the desired information.

**JACOB'S BISCUITS**

**Sweet**

Royal Afternoon Tea,  
Selected Assorted, Family  
Assorted, Orange Cream,  
Lemon Puff, Trumpeter,  
Marie

**Plain**

Cream Crackers, Water  
Biscuits, Butter Puffs,  
Wave Crest, Cheese  
Assorted



W. & A. JACOB & COMPANY LIMITED, DUBLIN, IRELAND

FS 294/D

LETTERS TO THE EDITOR.

## OPPORTUNITIES IN EASTERN AFRICA.

Markets that demand Urgent Attention.

To the Editor of "East Africa."

SIR,

As the British Industries Fair is just opening, I think it opportune once again to call attention to the markets of the Empire, which are really clamouring for British goods, but which for many reasons have been forced to buy from America, Japan, or the Continent of Europe.

I have recently returned from an extensive tour in Canada, where I found an almost universal regret that British goods were not being sufficiently advertised, nor made readily available to anything like the extent they are desired.

The difficulties seem to be: firstly, that British manufacturers do not yet realise the necessity of adapting themselves more fully to the very different requirements, climatic and otherwise, of Canada; secondly, the lack of adequate canvassing by suitable people and the old-fashioned arrangements as to agencies, in some cases even the head agency being in the United States; thirdly, in the case of machinery, the great difficulty of getting spare parts.

There are, of course, many other points; but these seem to apply to the other Dominions and to the Colonial Empire as well. I think it has also not come sufficiently home to British manufacturers that a change has taken place in world demand, and that although excellence of quality is still desirable, the price factor has become even more vital than the durability of the article, and people are more ready to have a cheap article that will not last so long.

Although I have mentioned the Dominions first, I wish particularly to call attention to the markets in East and Central Africa. These vast regions are only now beginning to be opened out for trade, and apart from the settlers, whose areas at present are somewhat restricted, there is an enormous Native population, which, under the peaceful and beneficent British rule of the last few decades, has begun to develop in civilisation, and their demands for manufactured goods must steadily increase.

The potentialities of these markets for British manufactures are hardly yet realised, but I trust that they will have earnest attention without delay. At the present moment it would seem that in certain lines German and Japanese goods hold the field, largely to the exclusion of British goods. It of course calls for untiring effort and greater adaptability to the varying needs of these tropical countries and a readiness to meet foreign competition in every form, but the opportunity of establishing British trade in a dominant position in these countries exists at the moment and may never again occur.

Yours faithfully,

J. SANDEMAN ALLEN.

Chairman of Council, Royal Empire Society,  
Vice-Chairman, Joint East African Board,  
House of Commons.

[If this letter from Sir John Sandeman Allen, M.P., induces even one British manufacturer to pay increased attention to the possibilities of trade with British East and Central Africa, it will not have been written in vain. Elsewhere in this issue are contributions showing how East African trade can be gained and some of the lines in which there are particularly good openings. Any further information or assistance which East Africa can give will be gladly given.—Ed. "E.A."]

## TRUST, THE MAN ON THE SPOT,

Says a Missionary of Thirty-Eight Years' Experience.

To the Editor of "East Africa."

SIR,

I have just seen your issue of December 19, 1929, in which you report a speech of Mr. James Marley, Socialist M.P. for North St. Pancras. I am an old missionary, a Swede by birth but a naturalised British subject, and I have worked amongst the Zulus and Rhodesian tribes for thirty-eight years. Of later years I have, as a self-supporting missionary, carried on ordinary farming, employing and paying my farm labour. I claim, therefore, to know something of both sides; I can see the Native both through missionary and colonist glasses.

Some people at home, like the Government, seem to have the opinion of their own kin that in dealing with the Native their methods are all wrong, their feeling is harsh, their treatment still worse; they are not to be relied upon but must be carefully watched, controlled and ruled, and reprimanded now and again. Why they should thus degenerate or deteriorate from the stock from which they have sprung as soon as they are transplanted into a hotter clime is really hard to comprehend. I dare say it is a puzzle even to Mr. Marley.

I was twenty-five years of age when I came to Africa, and I held many preconceived ideas, one of them being that all colonists were bad and no man on the spot except the missionary could be trusted. I have to confess conversion; those ideas of mine are gone.

Without hesitation I say that the man on the spot must be trusted. Not that he does nothing wrong or will do nothing wrong in the future—we are all human—but he has not done, and is not liable to do in the future, so much wrong or to make so many blunders and mistakes as those further away, especially that class to which Mr. Marley belongs and whose views he proclaims.

I am no party man, and I consider that many questions are too big to be made party questions. Such a question is, at the present time, the Native question. In my opinion—and I am able to prove it by facts—Socialists and Communists should keep their hands off our Native problem and use their ability, attention, and power somewhere else where they are needed and where they can do some good.

You can no longer apply your white laws, ideas, customs, and forms of government to black Africa with success than you can use white boot polish for your black boots. The requirements of the Native must be studied and applied on the spot by the man on the spot.

Gwanda,

Southern Rhodesia.

Yours faithfully,

HANS NILSON.

## A CREAMERY FOR THOMSON'S FALLS.

To the Editor of "East Africa."

SIR,

Is the proposal to establish a new creamery at Thomson's Falls wise? Now that the district is served by the new railway, quick communication with the existing creameries at Lumbwa and Nai-vasha is assured, and since both of those establishments are working short time, the best course would appear to be for Thomson's Falls dairy farmers to support the existing enterprises, instead of founding one of their own. By such consolidation, instead of competition, heavy overhead expenses would be saved, and general economy effected.

Yours faithfully,

Thomson's Falls.

NGOMBE."



**HILLMAN**

**The Hillman Range.**  
**STRAIGHT-EIGHT CHASSIS.**  
 Seven body styles available.  
**FOURTEEN H.P. CHASSIS.**  
 The ideal medium-powered Car offered with a variety of bodies.

**BRITISH STRAIGHT EIGHT BUILT FOR OVERSEAS**

Never before have such cars been offered in Africa! The Hillman fills every demand of the motorist Overseas, where reliability and power, combined with moderate price, are paramount. Here at last is a British Straight-Eight that out-performs its rivals and competes in price. The famous 14 H.P. meets the demand of those who want first-class performance and fine coachwork at the lowest possible price.

Write to-day for fully descriptive Catalogues of these magnificent British Cars.



**ROOTES**  
 DEVONSHIRE HOUSE  
 PICCADILLY  
 LONDON W.1.

Cables: Rootesmot, London. Codes: A.B.C. 5th, Bentley's

**THE PICK OF BRITISH CARS FOR THE WORLD'S MARKETS**

THE  
**STANDARD BANK OF SOUTH AFRICA**  
 LIMITED

Bankers to the Imperial Government in South Africa, and to the Governments of Northern Rhodesia, Southern Rhodesia, Nyasaland and Tanganyika.

**Head Office: 10, CLEMENTS LANE, LOMBARD STREET, and 77, KING WILLIAM STREET, LONDON, E.C. 4.**

LONDON WALL BRANCH—83, London Wall, E.C.2. WEST-END BRANCH—9, Northumberland Ave. W.C.2  
 NEW YORK AGENCY—67, Wall Street.

HAMBURG AGENCY—Bank of British West Africa, Ltd., 49-53, Schauenburger-strasse.

Over 370 Branches, Sub-Branches, and Agencies in South, East and Central Africa.

**BRANCHES IN EAST AFRICA:**

Arusha	Kampala	Morogoro	Nanyuki (Agency)
Bukoba	Kisumu	Moshi	Nyeri
Dar es Salaam	Kitale	Mwanza	Tabora
Eldoret	Lindi	Nairobi	Tanga
Jinja	Mombasa	Nakuru	Zanzibar

**TRADE WITH EAST AFRICA**

The Standard Bank of South Africa Limited FINANCES TRADE with EAST AFRICA. The Bank is in close touch through its LOCAL BRANCHES with all the IMPORTANT PRODUCE CENTRES.

THE STANDARD BANK MONTHLY REVIEW is sent post free on application. It gives the latest information on all South, East and Central African matters of Trade and Commercial Interest.

BERTRAM LOWNDES, London Manager.

THE CREPE PROBLEM SOLVED BY

# MASON'S PATENT NON-SKID SOLE

THE SOLE THAT COMPLETES A HISTORIC SEARCH FOR PERFECTION.

The search has ended with a combination of Mason's Crepe Soles and PHIT-EESI Uppers. The model illustrated is usually sold at 35/-, but at the PHIT-EESI price of 25/- there is no greater value in shoes to-day.

No. 254, made in Tan Moor Waterproof Calf. Leather-lined throughout. Stormproof welts. With or without toe-caps. Soles of the best Plantation-Crepe Rubber, Mason's Patent. Also made in Ladies' Bar or Norwegian pattern. **25/-**  
Postage 6d. Abroad 5/-

Extracts from letters all over the world.

**LAHORE**—"Shoes absolutely fine."  
**SOUTH RHODESIA**—"Now I can play in Comfort."  
**LAGOS**—"Just the Shoe for these parts, fit splendidly, many thanks."  
**DURBAN**—"Similar Shoe costs 63/-, over here. Congratulations."  
**SYDNEY**—"You should sell thousands in Australia. An Ideal Shoe."  
**BATHURST**—"Delighted. They do not slip or spread."

**MANCHESTER**—"This Shoe will revive the Crepe demand."  
**NEW YORK**—"Shoes to hand. Excellent. They feel just like old friends."  
**SINGAPORE**—"Splendid value. Send 3 pairs more for my friends."  
**KINGSTON**—"Remarkable Value and True Advertising."  
**BULAWAYO**—"I wear them all day without fatigue. Thanks."  
**PBRK (P.M.S.)**—"Best Crepe shoes ever seen over here."

**C.O.D.** For Overseas Orders take advantage of the Post Office Cash on Delivery System, where this is not available, we bring through any bank. A deposit of 5/- must accompany all C.O.D. Orders.

WRITE FOR FULLY ILLUSTRATED CATALOGUE.

**W. ABBOTT & SONS, LTD.**  
Post Dept.: 58-60, Ludgate Hill, LONDON, E.C. 4

Also on sale at all our other Branches.



These Shoes are on Show at the RUBBER GROWERS' ASSOCIATION STAND

# EDISON BELL

(PIONEERS OF THE GRAMOPHONE INDUSTRY)

ESTABLISHED 1895

MANUFACTURE EVERYTHING APPERTAINING TO GRAMOPHONES ENTIRELY THEMSELVES IN THEIR WORKS IN ENGLAND



**SPECIALITIES:**

"**RADIO**" RECORDS. Size: only 8in. (Double-sided). Weight: only 4oz. Playing duration: Same as 10-inch Records.

The World's Greatest Longplaying Record at a Popular Price. Electrically recorded.

"**WINNER**" RECORDS (10 in.). Catalogue of 2,000 Titles, comprising especially popular favourites by leading English Bands and Artists.

"**ELECTRON**" (10 and 12 in.). Classical and High-class Dance Music by the Finest Artists only.

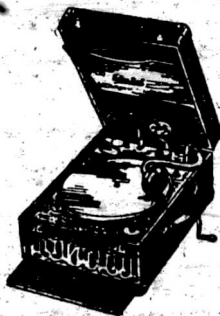
**GRAMOPHONES**

Over 30 Models—Upright and Console, with all the latest improvements and a particularly up-to-date range of

**PORTABLES**

(the most popular. Models being Nos. 259, 321, 247 and 260).

**NEEDLES**—The world-famous Edison-Bell **Chromatic Needle** (Standard, Electric and Med. Soft Tone). THESE NEEDLES PLAY 10 SIDES without producing the slightest scratch.



**EDISON BELL (INTERNATIONAL) LTD.**  
Glengall Road, London, S.E. 15 ENGLAND.

Business readers will find our Information Bureau of special interest.

## THE MIND OF THE AFRICAN.

Is the Negro Brain Inferior?

To the Editor of "East Africa."

SIR,

I have read with much interest the discussion in your number of February 6 on "The Mind of the Savage."—I incline to the side of your reviewer.

One reason for which the Negro brain, in spite of its rising to some height in certain directions, must on the whole be recognised as being of an inferior order, is that original or creative work in a very large degree, alien to it, and, further, in such a field as science it also fails to make any advance. Unless there be a cross with a race having a more developed brain, it remains at a low level. If the family of those individuals who have attained some mental prominence could be examined for some generations back, it would probably be found that in every case the prominence came from a crossing at least with another tribe.

Political efforts are at the present time directed towards preventing detribalisation of Natives; but it is only through detribalisation, which implies crosses, that old restraints can be cast off and a higher brain power attained. In Africa, if one takes the Sierra Leoneese, who are very mixed in origin—and incidentally, whose only language is English—one finds among them men of very considerable mental capacity; and the same can be said of other urbanised Natives. Even when we have the example of America to show us that the general advance will not be great.

Individuals with outstanding brains are a very small percentage of the Negro population of Africa. They are exceptions and not types, and are in no way an indication of what the bulk of their kin can attain to.

One might consider that if the Creator—or Creative Force, or Evolution, or Nature, whatever name be given to the Cause which has produced the present-day white race and the present-day black race—if It had intended them to be without difference, It would have made them the same in physique, in brain, and in colour. They have, however, been made different, and were evidently meant to be. It is far from being merely a question of pigmentation alone, as many persons assert.

To find a European mentality in the African is impossible. I have long thought that if Europeans who seek to find the marvellous in the Negro mind had run labour for some years, as have so many settlers in East Africa, they would form a more conservative opinion of Negro mental capacity.

Yours faithfully,

Worthing.

F. W. H. MICEOD.

## THE FIGHT AGAINST TSETSE.

Mr. G. B. Ritchie defends Grass-burning.

To the Editor of "East Africa."

SIR,

With regard to Dr. Davey's letter in your issue of February 13 on tsetse fly on the Elephant Marsh, I can state with confidence that before the opening of the Game Reserve fly existed over a wide area between the Ruw river and Makwiras, and that many cattle and sheep died from trypanosomiasis previous to the burning of the grass; while, after the fly-infected area was properly burnt, domestic cattle grazed all over this previously infected area and mixed with the buffalo—and there were no cases of trypanosomiasis.

I am most interested in this question of tsetse fly: I have had twenty-three years' experience of close observation; and I have watched with growing concern the increase of fly and sleeping sickness where once I spent years without seeing tsetse. In the old days I have marched for over sixty miles of country after a fire, and not seen a leaf or a patch of grass. These big bush fires destroy incredible numbers of fly and addle the eggs they pass over. Does it not strike you as an extraordinary fact that before we took over Central Africa there were very few fly areas though game was plentiful, and that within a few years of the settlement of Africa fly began to spread?

The cure, in most parts, is simple, but the simpler the method the more difficult it is to convince experts. Surely an experiment on a large scale could be tried? It would be inexpensive and would certainly do good. I have tried, and experience teaches me that you may not completely clear a district in one burning; but if the method is continued for two or three years I am convinced that fly areas now unoccupied would be open for cultivation.

Yours faithfully,

G. BAINBRIDGE RITCHIE.

Constitutional Club,  
London, W.C.2.

## TEA IN TANGANYIKA TERRITORY.

Production in the Southern Highlands.

To the Editor of "East Africa."

SIR,

I am instructed by the Hon. Major J. S. K. Wells, C.B.E., to write you as follows:—

With reference to your paragraph that Capt. Bell was pioneer of tea in Tanganyika Territory, this is hardly correct, as the Moravian Mission in the Rungwe district had eighteen mature tea trees at Kymbila when the Territory was occupied, and the Musekera Estate, Tukuyu, started tea-planting in 1923 and has been manufacturing tea for local consumption since 1926. Export will possibly take place during the coming season.

The manufacture is now being carried on under the supervision of an Assam-trained tea-maker, and after a considerable amount of experiment in manufacture to suit local conditions we are now producing a tea which is much liked by those who have tried it.

Yours faithfully,

for and on behalf of the Musekera Estate,  
Tukuyu R. B. DANCY,  
Tanganyika. Mana.

[Our reference to Capt. Bell was intended to apply to the Northern Province of Tanganyika.—Ed. "E.A."]

## THE MASAI AND MALARIA.

To the Editor of "East Africa."

SIR,

Surely Mr. D. D. Lyell is mistaken in saying that "the Masai tribe knew that mosquitoes infected humans with malaria long before our medical men discovered the fact with their powerful instruments." "Masai" should be, I think, "Somali"; and the reference is, I believe—for I write without the book—to a statement by Burton, who quoted the Somali belief only to ridicule it.

Yours faithfully,

Great Barford.

"ANOPHELOPHOBE."

## PERSONALIA.

The death of Mr. James Whyte is announced from Nairobi.

Baron de Rothschild's party recently shot five lions in Kenya.

Miss Elinor Mordaunt, the novelist, has been staying in Uganda.

Mr. Sam. Jacobs has returned to Nairobi from a visit to South Africa.

Capt. W. Tyson is expected to arrive from Nairobi in a few months.

Lord Delamere has again been elected President of the Muthaiga Golf Club.

Mr. W. R. H. Downes, now on leave from Tanga, is to return at the end of April.

Sir Murdoch and Lady Macdonald have returned to London from the Sudan and Egypt.

Mr. W. N. Low has just retired after twenty-two years in the Survey Department of Kenya.

Captain H. B. Barclay, M.C., and Miss Patricia Kilkelly were married in Nakuru on Tuesday.

The Hon. Galbraith Cole, who died recently at Gilgil, left £16,502, with net personalty of £2,582.

Sir Hector Duff, a former Chief Secretary to the Nyasaland Government, is at present in Montreaux.

Canon George Burns has been appointed an Unofficial Member of the Executive Council of Kenya.

Sir E. Hilton Young's Rural Amenities Bill was read a first time in the House of Commons last week.

Mr. T. Lawance, chief steward of the "Kandalla," well known to East Africans, died recently at sea.

Mr. Leslie A. Shepperson, the Luchenza planter, and Miss Doris Steele were recently married in Nyasaland.

Colonel Charles Wellington Furlough, who is at present on safari in East Africa, has travelled widely throughout the world.

Major R. D. K. Curling, M.C., chairman of Messrs. Contomichalos, Darke & Co. (1929), Ltd., has been visiting the Sudan.

Mr. Mazorati, Governor of Ruanda-Urundi, is, East Africa learns, to leave Europe at the beginning of May to return to his post.

Mr. G. C. Ishmael, the well-known Uganda barrister and business man, has gone to Switzerland for a month under doctor's orders.

Sir Thomas Willems Chitty, who died in London last week, was W.M. of the Royal Colonial Institute Lodge, No. 3556, a few years ago.

Mr. C. B. Francis, Attorney-General of Tanganyika, was in Nairobi during mail week, in connection with the New Penal Code Procedure Act.

Captain F. E. H. Lambert, M.C., now District Commissioner at Wajir, in the Northern Frontier Province of Kenya, is shortly expected home on leave.

Sir Claud Hollis was received in audience by the King last week and kissed hands upon his appointment as Governor and Commander-in-Chief of Trinidad and Tobago.

Among outward passengers for Port Sudan by the P. and O. s.s. "Cathay" were Mr. R. F. Allen, Mrs. B. Lilley, Captain J. Morough-Bernard, and Mr. H. A. Woodley.

Marcus Garvey, self-styled President-General in the Universal Negro Improvement Association, has been sentenced at Kingston, Jamaica, to six months hard labour for seditious libel.

Mr. M. D. Kampf, the Nairobi insurance agent, who has been in East Africa for about the past seventeen years, leaves London at the end of this week to return to the Colony.

Sir Andrew Balfour is to lecture this afternoon at 5 p.m. on "Health in the Tropics" at the London School of Hygiene and Tropical Medicine. Sir Samuel Wilson will take the chair.

During the absence on leave of Mr. C. E. E. Pargeter, general manager in Uganda of Kagera Tinfields, Ltd., the mine will be managed by Mr. Terrell, who arrived in the Protectorate two or three months ago.

Mr. C. N. Lewis, Chief Agent in East Africa for Barclays Bank (D.C. & O.), Ltd., has been transferred to the Alexandria branch of the bank, and has left Nairobi for Egypt. His place is taken by Mr. E. O. Holden.

Recent appointments gazetted in Tanganyika include Mr. A. L. George as Assistant Engineer, Harbour Works; Mr. G. V. J. Mountford as Acting Deputy Treasurer; and Mr. H. R. Latrelle as Acting Senior Assistant Treasurer.

Major and Mrs. W. M. Crowdy have left England by the Cunarder "Alaunia." Whether they will remain in the South of France or go on to the West Indies was undecided when the ship sailed. They expect to return about the end of March.

The Secretary of State for the Colonies has appointed Professor F. L. Engledow, Drapers Professor of Agriculture at the University of Cambridge, to be a member of the Colonial Advisory Council of Agriculture and Animal Health.

Mr. G. W. Hatchell, M.B.E., and Captain F. C. Hallier, District Officers in Tanganyika, are on leave from Mwanza and Dar es Salaam respectively, and Messrs. R. D. H. Arundell and E. N. Landale, Assistant District Officers, from Dar es Salaam.

Matches have been arranged between Kenya-Kongonis and the following English teams during the Home tour: July 16, Burton-on-Trent, at Burton; July 17, Derbyshire Friars, at Derby; July 18, Rev. Clifton Smith's XI, at Clifton; July 19, Notts Amateurs, at Nottingham; July 21, Denstone College, at Denstone; and July 22, Staffordshire Gents., at Uttoxeter.

The Rev. Father A. Angers, of the White Fathers Mission, who was recently stationed at Zimba, in the Lake Rukwa district, left London a few days ago for Algiers, where he is to spend two months before leaving for Canada. Father Angers, a French-Canadian born in Québec, hopes to spend some six months in Canada, returning in October to Ujiji, Tanganyika.

Mr. J. A. Cable, who has reached London from Nairobi, has been much in the public eye since his arrival in Kenya a few years ago. His farming interests are extensive; he has taken a prominent part in the political life of the Colony; and for some eighteen months he edited the *Times of East Africa*, which he established to voice opposition to compulsory service.

Lieutenant-Commander H. F. Thomas, R.N. (retired), who leaves England this week by the "Langibby Castle" for East Africa, with a view to settling in Kenya Colony or Tanganyika Territory, recently retired after many years in the Navy. During his service he was officer-in-charge of various Naval wireless stations, including Aden, Gibraltar, and Singapore.

Mrs. Anderson, wife of the Rev. J. F. Anderson, of Rupert's Rest, Great Glen, near Leicester, has returned to England from her visit to Kenya, in which Colony three of her sons are resident, Dr. T. F. Anderson as a medical officer, and Messrs. J. R. and J. W. Anderson as coffee and maize growers. Dr. Anderson, who has been specially engaged on malarial work, is at present in England on leave.

Mr. Charles Abbott, who has been appointed a resident magistrate in Kenya, has been attached to the South-Eastern circuit since he was called to the Bar in 1920. After serving in the Navy, first on the lower deck and afterwards as a sub-lieutenant, he obtained a transfer to the Army as a lieutenant in the Middlesex Regiment, and saw service in India, Mesopotamia, and Salonika. He became a member of the Labour Party in 1922.

His many East African friends will greatly regret to hear that Sir William Himbury, who has been unwell recently, has had to leave England to recuperate in the South of France, from which he does not expect to return until the end of March.

The engagement is announced of Mr. Paul Topham, of the Forestry Department, Nyasaland, youngest son of Mr. F. D. Topham, of Tonbridge, and Eileen, younger daughter of the late Lieutenant P. C. Garnham, R.N.D., and of Mrs. Garnham, of Wise Lane, Mill Hill.

## THE PRINCE'S BAD LUCK.

100 Miles on Foot—but no Elephant.

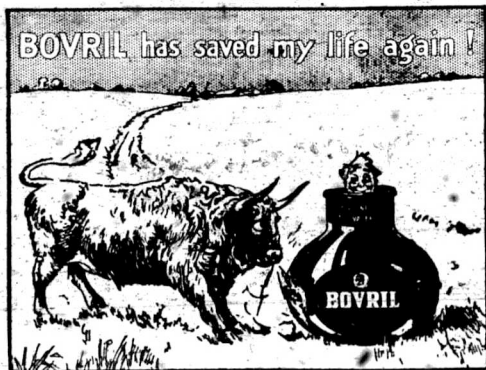
THE Prince of Wales is finding that elephant hunting entails the most strenuous effort. Having travelled from Mombasa by special train to Maungu, two stations from Voi, the Prince, accompanied by Captain D. G. Finch-Hatton, his white hunter, and a small safari travelling light, proceeded to Kasigau Hill, twenty miles to the south, where elephant are usually to be found at this time of year. They drew blank; however, the exceptional rains having rendered the elephant independent of their usual water-holes; but near Maktau they got on the trail of a fine beast with 100 lb. tusks, which Capt. Finch-Hatton declares to have been one of the finest he has seen even in his long experience. For two days the Prince followed the trail on foot, through dense bush and in the hottest period of the year in East Africa; and towards sunset on February 15 came up with his quarry feeding in thick jungle. The Prince had got within forty yards of the elephant when it scented the porters who were to windward, crashed away through the bush, and the chance was lost. The Prince insisted on following the tusker, and for another day and a half the sportsmen pursued it before the chase was finally abandoned.

### Natives Impressed by the Prince's Endurance.

Returning to Maktau, news was received of another good elephant in the Kasigau district, and, again travelling light, the Prince followed the trail for a day without coming up with the quarry. Capt. Finch-Hatton describes these two failures as "the worst bit of luck I have experienced in the whole of my hunting career." However, His Royal Highness secured a buffalo with one shot, and, having covered quite a hundred miles on foot, made his way to Nairobi, where he has been spending a few days before visiting the Masai Reserve. The Prince, who is in the best of health, greatly impressed his Native escort by his endurance and keenness in the field.

The Prince's equerries, Colonel Piers Legh and Captain Aird, who were shooting not far from the Royal party, got a good mixed bag of lion, rhino, leopard, oryx, and eland—which the Prince could no doubt also have secured had he not concentrated on elephant. As every hunter knows, if you want elephant, you must not allow yourself to be diverted by smaller game—and as hunters have a saying, "one hundred miles: one elephant," it appears that H.R.H. is now due for a turn for the better in his luck.

At the beginning of this week Mr. Campbell Black had the honour of taking the Prince for a short flight over Nairobi in the Wilson Airways Moth machine "Knight of the Mist." Accompanied by Capt. A. T. A. Ritchie, the Game Warden, and Capt. Finch-Hatton, the Prince has now left for the Masai Reserve with the object of filming game and Native life.



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# Bill on Leave.

2.—At the British Industries Fair.

"Now," thought I, "I will go to the British Industries Fair, and see what poor, decadent old England has to show."

By instinct a sympathiser with the under dog, I determined to travel to Olympia, not on a "General" bus, but on a privately owned one—a "pirate," as they call them here. So I waited until a gaudy affair came along, and climbed in. Inside all was luxury. The seats were pneumatic, and there was little noise or vibration. How that man did drive! He reminded me of a self-satisfied Muganda lorry driver demonstrating his prowess to his female admirers. He overtook every bus in sight, by fair means or foul. In Kensington High Street he spotted a rival 73, our own number, and, his fury thus increased, he drove along like Jehu the son of Nimshi, until he had not only overtaken him, but had snatched up a score of passengers waiting at the next stop. Arriving at Olympia, I left my erstwhile chauffeur to charge its furious way to Hammersmith.

Exhibitions are bewildering things at the best of times, and I confess that I felt somewhat lost when I entered the portals of the B.I.F. There seemed so much to see and so little time to do it in. I bought a catalogue (in nine languages) and, wishful to be patriotic, thought I would start with the East African stand. As the idea came, I heard a lion roaring! Excitedly I listened for the direction of this strange sound, and made a bee-line somewhere about north-east. So I came upon the King of Beasts.

### A Roaring Lion.

But it was neither a live lion, nor was the home of the creature the East African stand. The noise emanated, in fact, from a mechanical thing that may once have looked like a lion, that wagged its head and emitted a sort of "baaa!" to the accompaniment of a furious lashing of its nether appendage. It was a good advertisement for the firm concerned, as it drew crowds, but I failed to see what it had to do with cords and braids. Possibly they were supposed to be "as strong as a lion."

However, not far away I spied a short, brown man, with a hickory complexion. I knew him, at once for an East African, for where else could he have got that hard-bitten expression? Arriving at his side, I found that he was standing near an imposing array of coffee, cigarettes, tobacco, tea, and stuffed animal heads. He had come to anchor in a friendly port—that of H.M. Eastern African Dependencies' Office in London.

Close by I noticed, notebook in hand, Mr. Joelson, the editor of *East Africa*. He was, he said, "doing the show," and as he will no doubt serve it up in detail, nicely upholstered in the correct shade of journalese, I will go into no further details. Suffice it to say that the form of conversation I had with almost every exhibitor was something like this—

Myself: "Good morning! I am from East Africa, and I wonder if..."

Salesman: "Just a minute, sir. (Calls) Mr. Jones, here is a gentleman over from South Africa?"

Exit salesman.

The editor repudiates his contributor's libel. *East Africa* is not staffed by stage journalists, to whom an ever open notebook appears a necessity.

Mr. Jones: "Good morning, sir. Just come over? We are doing good business in Johannesburg, but..."

Myself: "I come from East, not South Africa."  
Mr. J.: "Really! I believe we have some agents there. I am not certain in which town, but I think it is in Bulawayo. Our export manager is not at the Fair; if only he were here he could tell you."

I sigh.

Myself: "Those boxes you have there. Do you sell many in East Africa?"

J.: "Yes, a fair number. They use them on the mines a lot."

Myself: "Look here! Johannesburg is a couple of thousand miles away from Kenya, Tanganyika, or Uganda, where I come from. Don't you sell any in those countries?"

J.: "Tan—Tanginn. Where did you say, sir?"  
Myself: "Tanganyika. Don't you know where it is?"

J.: "Oh! yes, sir. Isn't it near Nairobi? We export to Cairo, you know, and I expect our goods would be found in Tan—where you said, sir!"

Myself: "Damn it all, man, aren't you supposed to be making a bid for Empire trade? You ought to know where these places are."

J.: "Well, sir, as a matter of fact, I work in the factory down in Bermondsey, and don't know much about it. I'm only up here for a change, but if you will leave me your name and address I will see that the information you require is sent to you. What exactly is it you want to know?"

### Do you know my Brother?

I flee from this imbecile, and assail a number of others, all of whom convey, in the politest manner possible, that they do not care two hoots for Kenya—which is to them the end-all and be-all of East Africa.

"I come from East Africa," I begin for the nth time, but am allowed to go no further.

"Really, now," beams the salesman, "I wonder if you ever ran across my brother. He is at Port Elisabeth. Name of Smithers."

It is hopeless, and I wander listlessly along, looking for a bar.

Presently I find myself back at the East Africa exhibit. The hard-bitten man is still there. (Strange how East Africans cling to the place.)

"Can you tell me where there is a bar?" I ask.

"Right across the way," he says, "I have been looking for someone to join me for the last hour. Come on!"

We swop names over a drink. At last I have found somebody who regards me as a normal individual, who possesses what seem to me normal tastes, and who knows a surprising number of my own friends and acquaintances.



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