

MISCELLANEOUS
No. 278/22

C.S.

1922

S. of S. Circular

SUBJECT.

192 2

28th January

Previous Paper.

Purchase of British Cars in the Colonies
in place of those of American make

MINUTES.

S of S. Circular d. 28th January 1922

Encl (1)

Y.E.

C.S. to note?

10/4/22

10 April 1922

In information

11/4/22

The Hon. Wt. Secretary:

Thank you.

Noted & returned.

R. B. Basely,

Wt. Engineer

2/4/22

S of S. Circular of 1st May 1922

Encl (2)

Subsequent Paper.

24/10/27

File 3/1/22

File 2/1/22

24 Dec 22

C.S.

In note and please
withdraw all the hand books

11/11/22

The Hon: Col: Secretary.

Noted & returned.

Hand books withdrawn.

R.M. Barclay.

Col: Engineer

3/8/22.

S of S Circular despatch of 25th August 1923 — Encl (3)

Colonial Engineer.

For information:

G.H. 13
Dir/Sec
15 Oct 1923.

The Hon. Col. Secy.,

Noted and returned.

R.M. Barclay.

Colonial Engineer.

17/10/23.

2/6. Submitted.

G.H. 13
Dir/Sec
19 Oct 1923

pu
19 Oct 1923

S of S miscellaneous despatch of 8th Oct: 1924 - Encl (2)

Y.S.
Submitted

I am not able to see that any answer is required to the circular of the 25th of August 1923

~~Y.S.~~ 19 Dec. 24

H.P.S.

The department of C.O. which is dealing with this matter probably knows nothing of local conditions & the reply that must be made which are now subject to duties of Customs on importation into the Colony.

They will only find something if a reply is made.

Sd

20 Dec 1924.

Despatch to S. of S. No. 118 of 23/12/24.

(5)

S. of S. Circ. of 1st October, 1923.

(6)

7. List of Motor Vehicles on use in the Colony.

Y.S. (7) has been compiled on the result of verbal enquiries.

Draft despatch submitted, together with draft memo. asked for in (6) for answer.

Sd
C.S.

The information under item 5 of the memo. has been supplied by Ex. Engineer S.D.W.

21.4.1926 21/1/26

8-9 Despatch to S. of S. No 4 of 6th Jan. 1926.

S. of S. Circular Despatch of 7th June 1932.
Despatch to S. of S. No. 142 of 26/7/32.

10-11
12.

Mynd
27. 7. 32

S. of S. Circular Despatch of 1/1/34.

13.

P. A. mch
14. 2. 34.

Minute from Hon. Ct. 24/10/36

Telegram to Brown Agents of 24.10.36.

Minute to Hon. Col. Treasurer, of 27.10.36.

(14)

(15)

(16)

P. A.
27/10/36.

Telegram from Brown Agents of 27.10.36.

17.

Office Note.

I dropped the telegram for Miss Casey so
please reply

w.v.c.g. t. dated 27 October Colour checked.

~~not for [unclear]~~

P. A.
28/10/36

Telegram to Brown Agents of 28.10.36.

(18)

P. A.
27/10/36

Inside Minute Paper.

Sheet No. 3:.....

19-20. Advice of Orders Placed of 4. 11. 36.

P. A.
11/17/36

21-22. First Shipping Advice of 16. 11. 36.

Hon. D.P. Wks.

Car received and found
satisfactory? meH
CS
1. 1. 37

Hon. Col. Sec.

The motor mechanic reports
that the car is satisfactory.

Ci. Robeck.
Exp. Sec. C.R.
4/1/37.

H. This concerns the car
imported for J.

meH
CS
5. 1. 37

Ho. Miss Cury's car

11/36

Hon. Secs.

How is the car being
paid for. meH
CS

5. 1. 37.

Hon. Ed

The car will be paid for by Miss M. Cary, Postmaster on notification to her of the amount due.

J.P.
6/1/37

Hon. Ed.

I suggest that the amount be debited to an advance of until the freight & landing charges are received.

J.P.
6/1/37

Hon. Treas.

I concur.

MCH
Ed.
7.1.37.

Mr. Beaudin
PC inform Miss
Cary. J.P. 7/1/37

Hon. Secretary

Thank you

Miss Cary has been
so informed
J.P.
8.1.37

✓
P.A.

Ed
for Ed Treas.
8.1.37

P.A.
22/1/37.

Minutes from Hon. Treasurer of 5/5/37 (24)

Hon. Secs.
Vouchers herewith.
MCH
C.S.
8.1.27

25:

Hon. Sec.
Thank you. Red 25 has been
sent to Miss Carey.
Yrs.
8/3/27

P.A.
9/3/27

- (26) Minutes from Col. Postmaster of 24/12/37.
- (27) Telegram to Brown Agents of 24.12.37.

Hon. Secaries,
Will you please collect the cost
of Red 27 from the Col. Postmaster.
C. J. Fort.
29/12/37.

Hon. Sec.
Cost of Red 27 was
collected this day on Treas
Receipt No 304.
C. J. Fort.
31/12/37

P.A.
31/1/38.

Letter from Brown Agents of 5. 1. 38.

28-29.

Minute to Colonial Postmaster of 9. 2. 38.

30.

P.A.

9/2/38.

Advice of Orders Placed of 10th January, 1938. 31-32.

First Shipping Advice of 17th January, 1938. 33-35.

Hon. Treasurer,

Is it possible at this stage
please to say how much
should be recovered from Miss
Covey in this connection?

W.D. 31/3/38.
W.D. 25/1/38

A.S.P.
25/3/38.

Hon. Cl.

The total charges have not yet been received.
They will be charged to advances in the first
instance & you will be advised when all the
charges have been received so that recovery can be
effected.

W.D. 28/3/38.

P.A.

28/3/38

CIRCULAR.

(1)

Downing Street,

JAN 1922
28th December, 1921.

Sir,

I have the honour to transmit to you the enclosed copy of correspondence with the Crown Agents for the Colonies, on the subject of encouraging the purchase of British cars in the Colonies in the place of those of American make.

To C.A. 3 Nov.
C.A. 22 Nov.
Pamphlets.

2. At the present time of unemployment, I regard it as most important to give orders to British in preference to foreign manufacturers whenever possible, and I trust that Colonial Governments will do all in their power to co-operate in this matter. The Colonies and Protectorates are, speaking generally, dependent for their development on the British money market, and it is impossible to interest British capital in the work of developing their resources unless Colonial Governments give preference to British manufactures whenever it is possible to do so. Moreover, so far as motor-cars are concerned the present time seems peculiarly appropriate to attempt to break down the monopoly of the foreign car in the Colonies, inasmuch as the British manufacturer has now surmounted the difficulties which have been prevalent since the Armistice in the shape of high cost of material and unsatisfactory labour working, and by improved methods of production is now turning out an article of the pre-war standard of British workmanship at prices much reduced as compared with those of a short time ago. In fact, the British manufacturer is offering excellent value for money, and, given some Government encouragement, should be able to compete with the foreign manufacturer in the colonial market, if not to oust him altogether. In comparing British and foreign prices, regard should be had to the probable longer life of the British car, to the lower petrol consumption, and to the greater economy in regard to renewals.

The Officer Administering

the Government of

3. So far as heavy lorries and motor-cycles are concerned, British manufacturers already have a practical monopoly, and as regards these types of vehicles there appears to be nothing that need be done in the way of Government assistance or encouragement.

4. The two classes of motor transport where foreign manufacturers at present have the market practically to themselves are (a) the touring car, and (b) the light lorry. The Crown Agents have been consulted as to the most likely British makes to compete with the foreign in these two classes, and the enclosed correspondence shews the models which are most recommended. Pamphlets relating to the cars referred to are also enclosed. I would specially commend to the notice of Colonial Governments the "Cubitt" motor-lorry, for which the Gold Coast Government has already placed a trial order. Various Colonial Governors and senior officers now on leave have inspected this model, and have expressed themselves as satisfied that it appears to be eminently suited to meet colonial conditions.

5. There are three ways in which assistance in this matter can be given by Colonial Governments:—

1. It is hoped that Colonial Governments, whenever they place orders for cars or lorries, will give preference to those of British manufacture. Particulars of types which seem most suitable are given in the correspondence above-mentioned, but a close watch is being kept on the motor market in case any other suitable types present themselves. The need is realised of finding a reliable type at a moderate price intermediate between the "Rover" and the "Cubitt" cars, and there are one or two productions now coming forward which may supply this need, but they have not yet been sufficiently proved in actual practice to enable the Crown Agents to recommend them. Whenever any senior officer connected with the Public Works or Mechanical Transport Department comes on leave, it is desirable that he should be asked to place himself in communication with Mr. H. F. Batterbee of this Department, who will be able to keep him informed of developments, and will, if desired, put him in touch with the right persons.

II. Colonial officers are in certain circumstances assisted by Colonial Governments to purchase cars for their use in Government work.

Such officers should be encouraged to purchase British cars, and it is for Colonial Governments to consider whether the purchase of a British car should be made a condition of Government assistance. The Crown Agents have been instructed in all cases of this kind to bring the most suitable British models particularly to the notice of the officers concerned.

III. *It is desirable that such encouragement as is possible should be given to persuade private users in the Colonies and Protectorates to purchase British cars in preference to foreign. The direct assistance that can be given in this direction is probably small in the majority of cases, but I trust that Governors and other senior officials will not neglect any opportunity that may present itself of encouraging the purchase of British manufactures. The best advertisement of British cars will probably be found in the use of such cars by the Government. If those in Government service do well, private users will no doubt follow suit.*

6. *I trust that you will do all in your power to co-operate in this matter on the lines indicated in this despatch, and I shall welcome any observations or suggestions that you may have to offer on the subject generally.*

7. *Further, it would be useful to me to be furnished with any information that may be available as to the number of cars or lorries now in use in the Colony or Protectorate under your charge, giving if possible the proportion between British and foreign makes, and the future scope for such vehicles; as to the present road mileage, with particulars of the types of roads and any contemplated alteration in their character, such as the substitution of metalled roads for earth tracks likely to be adopted in the near future, or any extension of the road system that may have been decided upon; and as to the detailed running costs of any motor transport that may now be in use.*

I have the honour to be,

Sir,

Your most obedient, humble servant,

WINSTON S. CHURCHILL.



[Enclosure I in Circular despatch of 28th December, 1921.]

DOWNING STREET,

3rd November, 1921.

GENTLEMEN,

I am directed by Mr. Secretary Churchill to inform you that it has been represented to him that the cheap American motor car, such as the "Ford" and "Dodge," has practically a monopoly in the Colonies, and that in view of the existing prevalence of unemployment in this country it seems worth while to consider whether some encouragement could not be given to British manufacturers to produce specially designed colonial models to take the place of the American cars.

It has been suggested that, where a car to carry two persons and a small amount of luggage is required, the "Rover" twin cylinder air-cooled 8 h.p. car could with some strengthening of the springs and certain other minor alterations, be adapted for colonial use. The engine is understood to be simple and reliable, the system of cooling to be well adapted for tropical climates, and the clearance to be fairly high, which is a matter of importance in cars designed for use under colonial conditions. The list price of the "Rover" 8 h.p. car is now understood to be £220 from which you are allowed 10 per cent. discount, so that the price is roughly the same as the "Ford" and considerably cheaper than the "Dodge." Moreover it is, of course, much more economical in petrol and tyres.

Where a four-seated car is required the most suitable would appear to be the "Cubitt," which it is understood you can obtain at present for about £365 net, as compared with about £340 for the "Dodge" car. The engine is understood to be of strong design, and to be well suited for colonial use, but no doubt some minor alterations would be desirable in the springing and other respects. In this connection I am to refer to the letter from this Department of even date with regard to the question of purchasing cars of this make for Kenya.

Mr. Churchill approves of your approaching the Rover and Cubitt firms and enquiring whether they would be willing to submit specifications for a colonial model and to quote prices. It would of course be impossible to guarantee a sale, but you could undertake to bring details of the model to the notice of Colonial Governments, and to interest Governors and other senior officers on leave in the scheme and generally to render such assistance as is possible. Further, under the regulations in force in various Colonies and Protectorates, certain classes of officers are assisted by the Government to purchase motor cars for official work and in such cases you could bring the proposed models specially to the attention of the officers concerned. Moreover, if the cars in Government service did well, there is no doubt that private orders would follow.

I am to request that you will take the question into your careful consideration and report further at your early convenience. The Rover and Cubitt firms have been mentioned, because it is understood that their existing models are the most suited for colonial work, but there is of course no desire that you should confine your enquiries to these two firms, if you consider that there are others who would be likely to interest themselves in the project.

I am, etc.,

H. J. READ.

[Enclosure 2 in Circular despatch of 28th December, 1921.]

CROWN AGENTS FOR THE COLONIES.

4, MILLBANK,

WESTMINSTER,

LONDON, S.W. 1.

22nd November, 1921.

SIR.

I have the honour to acknowledge the receipt of your letter dated 3rd November on the subject of encouraging the purchase of British cars in the Colonies in place of those of American make.

2. We are in entire agreement with the principle put forward and desire to make passing mention of the fact that it has always been our practice, so far as possible, to act in accordance with this principle in making recommendations concerning the purchase of motor cycles, cars, and lorries to the various Colonies.

3. We are of the opinion that the two cars you mention, viz., the 8 h.p. "Rover" 2-seater, and the 16/20 h.p. "Cubitt" 5-seater colonial model, are the cheapest and represent the best value for money obtainable at the present time, the present price of the "Rover" being £220 less 10 per cent. and the "Cubitt" £442 less 20 per cent. Moreover, we consider that they are the only cars we could put forward as substitutes for the "Ford" and other low priced American vehicles. Both these cars are of comparatively modern origin, being post-war productions. They have already become very popular, and the few minor defects which manifested themselves in the early models have now been eliminated and the present chassis in either case should be well able to give satisfaction under average colonial conditions. In special cases, where the running conditions are exceptionally severe, the "Rover" could be improved by fitting larger tyres and adding extra leaves to the springs in order to give additional strength, but it must be remembered that this is a very light car and, if stiffened up where the conditions do not really warrant it, the riding comforts would be adversely affected.

In the case of the "Cubitt" 5-seater colonial model (which, by the way, has a ground clearance equal to that of the "Ford") extreme conditions have already been catered for, as this vehicle is a stouter edition of the firm's standard 4-seater, being suitably strengthened and equipped with a large radiator. It represents the outcome of experience gained during a recent extensive tour in the Dominions. Particulars of this colonial model are not yet given in the firm's catalogue though the general appearance and leading dimensions are very similar to those of the models therein illustrated. We understand that its price will be the same as that of the standard model.

We consider that where a 2-seater is required, the 8 h.p. "Rover" would be a suitable car where previously "Ford" 2-seater runabouts have been used, and similarly that the "Cubitt" 5-seater would be a suitable substitute for the "Ford," "Dodge," and "Hupmobile" 5-seaters. The petrol consumptions of these two British cars are very much less than those of the American cars, which fact should be a special advantage in the Central African territories, where the cost of petrol is extremely high. The "Rover" 2-seater shows a petrol economy of not less than 40 miles per gallon of fuel and the "Cubitt" 24 m.p.g. as against about 24 m.p.g. for the "Ford" and 20 m.p.g. for the "Dodge" and "Hupmobile."

The Under Secretary of State,

Colonial Office.

Although both these cars are priced extremely low as British productions go at the present time, there is no taint about either of the shoddy workmanship so common amongst some American cars, and the cost in upkeep for repairs and renewals is likely, in consequence, to be much less.

4. So far as touring cars are concerned, it is doubtful whether the demand for such cars for Government purposes is likely to be sufficient to warrant other British firms being approached with a view to their producing special colonial models where their standard productions may not be adaptable. There is, however, a far greater opening for light lorries, both as regards the requirements of the Colonial Governments and private users, and it is principally in this direction that British manufacturers should be encouraged.

5. Our records indicate that the Kenya and Nyasaland Governments have purchased considerable numbers of American cars and lorries locally, viz., "Hupmobile," "Autocar," "Dodge," "Packard," "Reo," and "Ford," probably from the East African Expeditionary Force, and, doubtless from their point of view, they are inclined to favour adherence to these makes when adding to their fleets in order to simplify the stocking of spare parts, rather than to introduce additional makes by the purchase of British vehicles. Also other colonies, viz., Nigeria, Gold Coast, and Sierra Leone, have purchased considerable numbers of American light lorries locally, notably "Ford" one-tonners and "Ford" cars adapted to carry $6\frac{1}{2}$ cwts. on a commercial type body. The severe restrictions in the two latter colonies which impose a very low limit on the laden weight of any vehicle, prohibit the introduction of any British commercial chassis having a carrying capacity of one ton and upwards. Until quite recently, net loads of one ton and under have not been catered for by British manufacturers and the market for such vehicles has been entirely in the hands of the Americans, so that, in the absence of a suitable British vehicle, these colonies were compelled to buy from the American market. However, since the War, a few British manufacturers have put on the market vehicles which are light enough to be admitted into these colonies, viz., "Belsize" 12 cwt. net load capacity, "Cubitt" 15 cwt., and "Beardmore" 15 cwt. Of these the cheapest, and in our opinion the best value for money, is again the "Cubitt," the list price of the chassis being £398, off which we are allowed a discount of 20 per cent., which brings the net cost excluding packing, etc., down to about £319. The list price of the "Beardmore" chassis is £525, and the "Belsize" £500, and the discount obtainable on these does not exceed 15 per cent. The "Cubitt" light lorry would appear to be the most favourable substitute both for "Ford" one-tonners and "Ford" $6\frac{1}{2}$ cwt. vans. It might be as well to mention that the "Cubitt" van chassis is not the same as that of the "Cubitt" touring car but is of more robust construction suited to the load to be carried.

6. We would draw attention to the fact that, during the last twelve months, the Gold Coast Government have been seriously trying to solve the problem of finding a satisfactory substitute for the American light lorry and have ordered for experimental purposes one car and two lorries of "Belsize" make, one "Albion" 25 cwt. lorry, one "Vulcan" touring car chassis adapted to carry one ton, and one 15 cwt. "Cubitt." The latter, which was indented for solely on our recommendation, has only recently been ordered and has not yet been delivered, but all the other vehicles have been shipped.

The Governor of the Gold Coast, who is now on leave in this country, has taken the opportunity of examining the "Cubitt," and is so favourably impressed with it that he has requested us to order twelve more.

7. We may say in passing that the Cubitt Engineering Co. possess what is probably the best organised and equipped Motor Car Factory in this country. It is designed and equipped on the same lines as the factory of the Studebaker Corporation in the U.S.A. We understand that the firm have a large financial backing, and their Managing Director has assured us that

he is willing to modify the firm's standard products to any extent in order to meet colonial requirements.

8. In the cases of certain classes of officers who are assisted by their Governments to purchase touring cars and motor cycles for official purposes, we have always endeavoured to persuade these officials to purchase British products, and only in very few cases have vehicles of foreign origin been purchased.

9. We have confined our recommendations at present to the "Cubitt" and "Rover" cars, but the success of these vehicles has inspired several other manufacturers to bring out new models on somewhat similar lines for the coming season. Some of these appear very promising, but it would be premature to express any opinion in regard to them until they have been in the hands of the public for at least twelve months.

10. Our remarks have dealt only with the consideration of touring cars and light lorries. With regard to the heavier types of commercial vehicles the question of foreign competition does not arise, as British manufacturers have hitherto always been able to hold their own. In colonies where the roads will take heavy vehicles, such as Straits, Federated Malay States, Hong Kong, Ceylon, Uganda, and parts of Nigeria, all the Government lorries are of British manufacture so far as we are aware.

11. We would draw attention to a point in connection with the purchase of motor vehicles by the Colonial Governments from local agents in that we have no influence as to choice of such cars, etc., as the transactions are not conducted through us. It is only when spare parts are occasionally ordered through us that these local purchases are brought to our notice. In carrying out the policy of encouraging the purchase of British products, this aspect of the problem might well be kept in view.

I have, etc.,

W. L. PATON,

for Crown Agents.

CIRCULAR.



2

Downing Street,
MAY
17th March, 1922.

Sir,

In continuation of my Circular despatch of the 28th of January, I have the honour to transmit to you a copy of a further letter from the Crown Agents reporting as to the Morris-Cowley motor car.

2. *I also enclose copies of pamphlets issued by the manufacturers giving particulars regarding the car together with copies of a price list of spare parts.*

3. *Though certain makes of car are specially mentioned in this and my preceding Circular, you will of course understand that my desire is to render all legitimate assistance and encouragement to the British Motor Engineering trade generally and that particular makes are mentioned only by way of example and because they appear to my technical advisers to be those most suitable to Colonial conditions. Should other makes shew themselves equally suitable in price and other conditions I should of course desire to give them equal encouragement.*

I have the honour to be,

Sir,

Your most obedient, humble servant,

WINSTON S. CHURCHILL.

The Officer Administering

The Government of

Cr. No. 13th Jan. '22

Enclosure in Circular Despatch of 17th March 1922.

4, Millbank,
Westminster,
London, S.W. 1.
13th January, 1922.

Sir,

THE MORRIS-COWLEY CAR.

With reference to our letter to you dated the 22nd November, 1921, on the subject of Motor Transport for service in the Crown Colonies, you will recollect that our recommendations were confined, in respect of touring cars, to the 16 H.P. Cubitt five-seater Colonial model and the 8 H.P. Rover two-seater. In the meantime we have been pursuing further enquiries with the object of finding a car conveniently intermediate as regards price, size and power between the two cars mentioned above.

2. *We have carefully considered the specifications of various British cars which would appear to be suitable for conditions in the Crown Colonies. In our opinion, the 12 H.P. Morris-Cowley is the only popular car which fulfils all the conditions. We have therefore examined this car and the Works where it is made and have to report as follows —*

The Morris Car is by no means a new production and has always had a good reputation. Messrs. Morris Motors began the assembly of a 4-cylinder 10 H.P. 1100 ccs. two-seater car about 1912 and have continued to turn out substantially the same model ever since. The car became a 12 H.P. 1550 ccs. two or four seater during the war, but the general design was only varied to the extent of a slight enlargement all round. A reasonable stock of spare parts dating back to 1912 is held and a very well illustrated Spare Parts List is available. The firm's output was approximately 4,000 cars during 1921, and preparations which include large extensions of the Works have been made to enable an output of 6,000 cars to be reached during 1922. Seven hundred employees are at present on the books, this being a slack period (this takes no account of the large number employed by the various firms who make the component parts).

From the points of view of capacity of works and stability of design of the car, the firm and their policy may therefore be considered satisfactory.

The Under Secretary of State,

COLONIAL OFFICE.



Downing Street,

25th August, 1923.

3

Sir,

With reference to previous Circular despatches regarding the question of encouraging the use of British motor cars in preference to those of foreign make, I have the honour to transmit to you, for your consideration, the enclosed copy of a letter from the Association of British Motor Manufacturers Limited, in which they submit certain recommendations with a view to improving the British motor export trade to the Colonies and Protectorates. I have caused this letter to be referred to the Board of Trade and the Board of Customs, and I enclose copies of letters from these two Departments furnishing their observations on the recommendations made in the Association's letter. I shall be glad if you will give your careful consideration to these recommendations in the light of the observations contained in the letters from the Board of Trade and Board of Customs, bearing in mind the great importance, at the present time, of taking all steps possible to improve British trade.

*Assoc. of British
Motor Manufacturers,
6th April, 1923.
Bd. of Trade, 31st May.
(one enclosure)
Bd. of Customs 9th May.*

2. *With regard to the various recommendations made by the Association, I have the following observations to offer :—*

Recommendation 2: that a depreciated currency surtax be levied in the case of vehicles imported from countries with a depreciated currency. *It will be seen from the Board of Trade letter that, for the reasons explained in that letter, the imposition of such a surtax would not appear to be practicable except in the case of motor cars imported from Germany. Whether it would be practicable or desirable to impose such a duty in the case of Germany, you will no doubt carefully consider, having regard to any special local circumstances that may affect the matter.*

Recommendation 3: that the Colonial Office should urge all Government officials to purchase British cars only for the use of their Departments and themselves. *The Association is being assured that all steps possible have already been taken in this direction, and I know that I may rely on your continued co-operation in this matter.*

*The Officer Administering
the Government of*

Recommendation 4: that British cars imported into the Colonies and Protectorates for official Government use and for the use of Government officials in the execution of their duties be admitted free of duty. *All cars imported for official Government use are, of course, already imported free of all duty. As regards cars imported by officers for Government use the position is different, and it is a matter for each Government to consider, having regard to the special circumstances of the case, whether a concession of this nature can properly be granted.*

Recommendation 5: that import duty should be based on weight. *This is the recommendation to which it is understood that the Association attach the greatest importance, and I desire to commend the proposal to your very careful consideration. It is true that the proposal has not been adopted in the United Kingdom, but the conditions in this country are different. The object of the United Kingdom duty is to discourage the importation of all cars from abroad, whereas the purpose of the Association in recommending this basis of duty for use in the Colonies and Protectorates is not to discourage the importation of all cars but to encourage the importation of British cars and to discourage that more particularly of American cars. Moreover, the proposal has the merit of simplicity and should render easier the task of Customs Officers in assessing the duty payable.*

Recommendation 7: that in deciding what goods are entitled to British preferential Tariff Rates the present percentage of 25 per cent. of British Labour and/or material be increased to 50 per cent. *In view of what is stated in the Board of Trade letter, I feel unable to recommend this proposal to Colonial and Protectorate Governments, and I have informed the Association to this effect.*

I have the honour to be,

Sir,

Your most obedient, humble servant,

DEVONSHIRE.

THE ASSOCIATION OF BRITISH MOTOR MANUFACTURERS, LTD.,
40-1, CONDUIT STREET,
LONDON, W. 1.
6th April, 1923.

MEMORANDUM ON THE POSITION OF THE BRITISH MOTOR EXPORT TRADE.
TRADE WITH THE BRITISH COLONIES AND PROTECTORATES.

Sir,

I have the honour to submit the following précis of the position to-day of the British Motor Trade and, for favour of kind consideration, our recommendations which, if adopted, would, in the opinion of this Association, facilitate and permit trade with the British Colonies and Protectorates being extended, and thus make possible increased trade within the Empire.

The Position.

The Board of Trade returns show clearly that the export of British passenger motor cars, commercial vehicles and chassis only for same is diminishing to a most alarming extent, and except Export Trade can be re-established the outlook for the Industry as a whole is extremely grave.

The British Motor Industry is capable of employing a considerable number of men, and most Trades are represented in the various processes of manufacture, but the number of men now employed far from represents the total absorption capabilities of the Industry if reasonable export business could be secured.

It is represented, and it is generally admitted, that the time is not far distant when the Home Market will no longer be able to absorb the total output even on the basis of to-day's projected production. This makes the question of Export of imperative and national importance.

The principal reason for the present position of the Industry is stated briefly the late War when motor manufacturers either built motor vehicles exclusively for Government or Service requirements or altogether abandoned producing vehicles to supply other war munitions. Being no longer able to cater for their various markets, their Overseas agents and customers were lost touch with, which afforded the American motor manufacturers the opportunity to establish themselves firmly on the markets previously held by Great Britain, and the nature and prices of their products have enabled them to maintain the foothold gained during the years of the War and the period immediately following, during which the British Trade was endeavouring to re-organise itself for peace-time trading.

Trade.

The most important factor governing trade overseas is price. For known reasons, the average standard American car exported is cheaper to build and consequently cheaper to buy than the British car of the same effective horse power type, but the British car offers better value even at the higher price if the advantages it offers, such as quality of material, durability, economy of running and finish, are taken into account.

A glance at the balance sheets for post-war periods of most of the British motor manufacturing concerns will prove that further price reductions cannot reasonably be expected. It therefore only remains to be seen whether, viewed Imperially, some means cannot be found to secure preferential trading facilities within the British Empire for British motor vehicles to enable them to compete more closely with cars of American manufacture, and also to bring the British vehicle landed within the purchasing power of the average buyer.

OUR RECOMMENDATIONS.

(1) That, where not already applicable, a minimum of 10 per cent. preference on duty rates chargeable be accorded the British vehicle. It is appreciated that fiscal necessities vary in different British Colonies and Protectorates, but the motor vehicle can no longer be considered an article of luxury, and its employment in all spheres should develop the general resources of the colony. Lower duty rates should mean a larger number of British vehicles imported, which should permit the revenue now secured under present rates being obtained, if not exceeded.

In this connection it is pointed out that even though passenger cars imported into the United Kingdom pay a duty of 33½ per cent., from a price point of view, American cars and cars from Continental countries with depreciated currencies are a grave menace to this National Industry, whereas in the British Territories overseas the menace is greater in that the preference granted, if any, is not to the same extent.

It should further be remembered that though commercial vehicles receive no protection at present in the United Kingdom a substantial preference is required in the British Crown Colonies to enable markets lost during the War to be recaptured.

(2) That a suitable depreciated currency surtax be levied in the case of vehicles imported from countries with a depreciated currency. This will be the only means of protecting British-built vehicles in the case of cars imported from France, Italy, Belgium, and Germany.

(3) That the Colonial Office should urge all British Government officials to purchase British cars only for the use of their Departments and themselves. In this connexion cars purchased through the Crown Agents for the Colonies are supplied on manufacturers' most advantageous shipping and export terms, which means a considerable price reduction.

(4) That British cars imported into the Colonies and Protectorates for official Government use and for the use of Government officials in the execution of their duties be admitted free of duty. To safeguard the interests of the manufacturers and their agents it is recommended that for the benefits proposed under (3) and (4) to be admissible, the Governments or Government officials concerned would undertake not to dispose of the vehicles (excepting under exceptional circumstances) within a certain period, say one year from the date of supply.

These last two recommendations would make the British vehicle competitive in price with the average American car on its present selling value Overseas, and as there is no doubt that in most cases the British vehicle will give better service in the long run, real economy and efficiency will ultimately be effected.

(5) That it be agreed that duty chargeable under ordinary commercial circumstances (and in all cases until (3) and (4) are admissible) should be on the basis of weight. This system, in addition to securing a definite revenue regardless of fluctuations in the price of the vehicles, is of advantage to British manufacturers in that the price of their vehicle is higher on account of the additional labour necessary to produce a high quality article.

May it be pointed out that weight is used as a basis for duty in the following countries :—

Austria,	Hungary,
Chile,	Mexico,
Columbia,	Poland,
Costa Rica,	Peru,
Germany,	Switzerland,
Greece,	Salvador,
Guatemala,	Buenos Aires,

France as regards vehicles weighing more than 2,500 kilos.
Denmark with, in addition, *ad valorem* duty.
Italy and Roumania with a surtax on *ad valorem* basis.

(6) That in the case of commercial vehicles the Colonies and Protectorates be asked to state what they forecast their requirements will be in, say, two years time, and the type of vehicle considered most suitable for their respective districts. This will permit the manufacturer to estimate whether it is advisable to try and maintain this branch of the Industry, the parlous state of which at the present time is well known in all inner circles.

(7) That in deciding what goods are entitled to British Preferential Tariff Rates the present percentage of 25 per cent. of British labour and/or material be increased to at least 50 per cent. The present inadequate percentage encourages the assembly of foreign-made parts in the British Empire and the re-export of the same as a British product.

This Association trusts that this matter will receive sympathetic consideration.

I have, etc.,

J. MAUGHFLING,

President.

ASSOCIATION OF BRITISH
MOTOR MANUFACTURERS, LTD.

The Hon. W. Ormsby-Gore, M.P.,
Parliamentary Under-Secretary of State for the Colonies,
Colonial Office.

BOARD OF TRADE
(COMMERCIAL RELATIONS AND TREATIES DEPARTMENT),
GREAT GEORGE STREET,
LONDON, S.W. 1.

31st May, 1923.

Sir,

I am directed by the Board of Trade to refer to your letter of the 19th April, transmitting copy of a letter from the Association of British Motor Manufacturers, Limited, regarding the position of the United Kingdom motor export trade to the British Colonies and Protectorates.

2. Recommendation 2 in the Association's letter appears to urge that a surtax should be imposed on motor vehicles imported into the Crown Colonies and Protectorates from France, Italy, Belgium and Germany; and in this connection I am to enclose herewith a statement showing the action which has already been taken in certain of the Dominions and Colonies.

So far as regards imports from the first three countries named, this would of course be impossible in the territories covered by the Convention of 1919 amending the General Act of Berlin and the General Act and Declaration of Brussels, and also as regards imports from France in the area covered by the Anglo-French Declaration of 1899. So far as Italy is concerned, the Anglo-Italian Commercial Treaty of 1883 applies to all the British Crown Colonies and Protectorates, and Article 2 of this Treaty would, in the Board's view, preclude the imposition of a duty on Italian goods which is not applicable to the goods of all other foreign countries.

3. The practice in the United Kingdom, which may be of interest in this connection, has been as follows:—

In considering the applicability of the depreciation of currency clauses of the Safeguarding of Industries Act to a particular case, the Board have had regard to a principle laid down in the course of the Debate on the Bill when it was before Parliament, namely, that depreciation of currency could not be said to operate as a cause of unduly low prices unless a virtual export bounty existed as a consequence of the internal purchasing power of the currency of the country of origin, expressed in sterling, being greater than its external purchasing power. An application in respect of commercial motor vehicles was made by the Association in respect of France, Italy and Germany, but it will be seen from the enclosed copy* of the Board's reply that the conditions above indicated were not considered to be present in the case of France and Italy. In the case of Germany it may be said (so far as the available information allows a positive statement to be made) that throughout the past year German exporters have enjoyed a substantial bounty on export to this country and two Orders have been made under the Safeguarding of Industries Act in respect of several classes of goods of German manufacture. In the special case of commercial motor vehicles the ground for the rejection of the application, so far as regards Germany, was that the volume of imports was not regarded as sufficient to exercise a serious effect on employment in this country. As regards Belgium, which was not included in the application, it may be said that up to the present time the Board have not felt justified in referring to a Committee any application in respect of that country based on the ground of depreciation of currency.

Even if in the case of Belgium and Italy a case had been made out for the imposition of a depreciated currency duty under the Act, the Board are advised that no Order imposing such a duty could be made so long as the Commercial Treaty with Italy of 1883 and the *modus vivendi* with Belgium of 1898 remain in force.

4. With regard to Recommendation 5 suggesting the adoption of a weight basis for the calculation of duty, I am to enclose copies* of letters which were addressed to the Association from this Department in September and October, 1921. It is of interest in this connection that when a proposal was recently put forward in Spain that the duty on motor cars imported into that country should be calculated on a weight basis, a strong protest was made by American interests against the proposal.

Although there is little doubt that specific as distinct from *ad valorem* duties in respect of motor vehicles would be of benefit to British manufacturers, the Self-Governing Dominions have shown no inclination to adopt the suggested system. It is for the Duke of Devonshire to consider whether steps can be taken to induce the Colonial Governments to adopt the system.

* Not printed.

5. With regard to Recommendation 7 that goods should only be regarded as eligible for the British preferential tariff rates where the percentage of British labour and material included in the factory or works cost is 50 per cent. instead of 25 per cent. as at present, I am to say that in the course of correspondence with the Association on this subject in 1922 the following statement was made :—

“ With regard to your representations in favour of a modification of the percentage (25 per cent.) representing the proportion of the value of goods resulting from labour within the British Empire which has been adopted for the application of preferential duties in the United Kingdom, I am to say that so far as the Board are aware there appears to be no general dissatisfaction with the existing proportion of 25 per cent. It would be difficult to administer a system under which the percentage varied with the class of merchandise, and the present plan of a uniform percentage offers great advantages. No proposal for any change was made by the Imperial Customs Conference which recently considered the form of certificate to be used in respect of goods eligible for preference, and the question of the items to be included in the percentage of factory or works cost on goods on which preference is to be granted. The figure of 25 per cent. is adopted uniformly throughout the Empire for Imperial preference purposes and the Board, as at present advised, see no sufficient grounds for amending the figure in respect of imports into this country.”

Were any change made in regard to motor cars it would be difficult to refuse to consider the extension of the same arrangement to other goods or to make representations to any part of the Empire which increased this percentage to the detriment of goods consigned from the United Kingdom; and on the whole the Board see no sufficient reason at present for modifying the views expressed above. In this connection I am to refer to the letter which was addressed to you from this Department on the 18th September respecting an application from the Federation of British Industries that the Jamaican Authorities should be persuaded to make a change in this matter regarding the admission at preferential tariff rates of British lubricating oils.

I have, etc.,

H. FOUNTAIN.

THE UNDER SECRETARY OF STATE,
COLONIAL OFFICE.

METHODS ADOPTED BY VARIOUS BRITISH DOMINIONS AND COLONIES
TO PROTECT THEIR OWN AND UNITED KINGDOM INDUSTRIES
AGAINST COMPETITION FROM COUNTRIES WITH
DEPRECIATED CURRENCIES.

Australia.

Section 9 of the Customs Tariff Industries Preservation Act, 1921, provides that if the Minister of Trade and Customs is satisfied that goods of a kind manufactured in the United Kingdom are being imported into the Commonwealth from a country with depreciated currency at an export price which is less than the fair market value of similar goods made in the United Kingdom when sold for home consumption therein plus ordinary f.o.b. charges, he may levy upon the goods a “ dumping preference duty ” which shall amount to a sum equal to the difference between the fair market value in the United Kingdom and the export price. In addition to this, the value of goods for ordinary Customs duty purposes shall be the value as ascertained in accordance with the Customs Act plus a sum equal to the “ dumping preference duty.”

The imposition of the duty can only be applied on the recommendation of the Tariff Board after satisfactory evidence has been submitted to them by representatives or agents in Australia as regards prices and costs of production in the United Kingdom and prices in the competing country. This Section has already been applied to motor cars and motor chassis of German origin.

Section 8 of the Industries Preservation Act protects Australian industries in a similar manner, by providing for the imposition of a “ dumping exchange duty ” on goods imported from “ depreciated currency ” countries, the amount of which varies with the amount of the depreciation of the currency of the country of origin of the goods.

New Zealand.

Section 13 of the Customs Amendment Act, 1921, provides, with certain exceptions, that there shall be charged on goods imported from countries with a depreciated currency to the detriment of a New Zealand or United Kingdom industry a

special duty as set out in the second Schedule to the Act. The amount of this duty varies with the amount of the depreciation of the currency of the country of origin of the goods. The duty is already being levied on a large number of articles including motor vehicles and parts thereof.

Canada.

Under Section 40 of the Customs Act, goods imported from countries with depreciated currency shall be assessed for duty at a value which is not less than the value that would be placed on similar goods manufactured in the United Kingdom or in some other European country whose currency is not substantially depreciated, and the Minister of Customs may determine the value of such goods for duty purposes.

Union of South Africa.

The Customs and Excise Duties Amendment Act, 1922, provides that when goods of a kind manufactured in the Union are imported into the Union from a country with depreciated currency at prices detrimental to a South African industry, the Governor-General shall, from time to time, determine the rate at which the currency of the country of origin of the goods is to be converted into Union currency; and the difference between the f.o.b. value of the goods as charged to the importer and the f.o.b. value at the rate determined by the Governor-General shall, with certain exceptions, be levied on the goods as a special or exchange duty.

It is understood that the Union Government are assessing duties on goods imported from Germany at values based on world market prices, but it is not known what action, if any, is being taken as regards goods from other "depreciated exchange" countries.

British Guiana.

Section 5 of the Customs Duties Ordinance, 1923, provides that where goods of German origin are imported into British Guiana, their value for duty purposes shall be calculated in sterling according to the value of goods of similar character imported from other countries.

Nigeria.

In 1922 the Nigerian Government adopted the system in force in the Union of South Africa, i.e., of converting German invoice values into sterling, for Customs purposes, at an arbitrary rate of 400 marks to the pound. It is understood, however, that, owing to the large fluctuations in the value of the mark, the Union Government found this system impracticable and abandoned it. It is not known whether the Nigerian authorities have modified this practice.

Enclosure No. 3 in Circular despatch dated the 25th August, 1923.

CUSTOM HOUSE, LONDON, E.C. 3.

9th May, 1923.

Sir,

With reference to Sir G. Grindle's letter of the 19th ultimo, I am directed by the Board of Customs and Excise to furnish the following observations on the recommendations of the Association of British Motor Manufacturers, Limited, in regard to the motor car trade with the Colonies and Protectorates.

(1) *Imposition of Depreciated Currency Duty.*

This is a matter primarily for the Board of Trade. The procedure governing the imposition of such duty in this country is set out in Part II of the Safeguarding of Industries Act, 1921. No such duty has yet been imposed in this country as regards motor cars or in respect of goods manufactured in any country other than Germany.

(2) *Raising from 25 per cent. to at least 50 per cent., the proportion of value due to Empire labour necessary to entitle goods to be regarded as Empire goods for preference purposes.*

This again is primarily a matter for the Board of Trade, which, under Section 8 of the Finance Act, 1919, has power to make regulations prescribing the proportion of Empire labour which should give a title to preference in this country. Preference is allowed here in respect of manufactured articles imported where 25 per cent. of their value is the result of Empire labour, except in the case of manufactured tobacco, refined sugar, syrup and molasses, where the percentage is 5 per cent., but preference is in these cases

only allowed in respect of that proportion of the manufactured article which is derived from Empire raw material. (See Board of Trade Regulations dated 6th August, 1919, as amended.) (Appendices B. & C. of Notice No. 27a.)

(3) *Basis of the imposition of import duty on motor cars.*

Under Section 12 of the Finance (No. 2) Act, 1915, import duty on an *ad valorem* basis is charged in this country on :—

Motor cars, including motor bicycles and motor tricycles, and accessories and component parts of motor cars ; motor bicycles or motor tricycles, other than tyres.

Exemption from duty is allowed under Section 13 (4) of the Act in respect of motor cars proved to the satisfaction of the Commissioners to be constructed and adapted for use, and intended to be used solely as motor omnibuses, or motor ambulances, or in connection with the conveyance of goods or burden in the course of trade or husbandry, or by a local authority as fire engines or otherwise for the purpose of their fire brigade service, and also in respect of chassis, component parts and accessories, which are so proved to be intended to be used solely for any such motor cars. Where duty has been paid in respect of any motor car, chassis, part or accessory, which has been and is being used exclusively for exempt purposes, such duty is repayable.

(4) In the event of any import duty on motor cars being imposed as regards Colonies and Protectorates, it will probably be considered desirable that its scope should be at least as comprehensive as that of the duty in this country. The inclusion of "component parts" in the charge would appear clearly to be necessary to avoid evasion of duty by the importation of disassembled cars in parts, and unless "accessories" were also added disputes might arise as to whether particular articles were "parts" or merely "accessories."

As regards the exemptions from duty in this country in respect of (a) trade, etc., vehicles and (b) tyres, the Commissioners would observe that, from a purely administrative point of view, it would be desirable not to allow these exemptions in the event of the suggested duties being imposed. The former exemption especially with its corollaries of repayment, bonds, and supervision of the use of exempt vehicles and parts after importation involves considerable trouble and difficulty. The exemption in favour of tyres causes comparatively little trouble.

(5) As regards the question of an *ad valorem* or "weight" basis of charge, the Commissioners would observe that the *ad valorem* basis was selected in this country in 1915 as being the only basis which would satisfactorily achieve the object of the imposition of the duty. For administrative reasons a "weight" basis would have been simpler, but on investigation it was found impossible to impose an *ad valorem* tax—which was essential—in terms of weight, there being no relation between weight and value. While, however, the *ad valorem* basis was adopted here and is apparently the more generally favoured in countries which impose an import duty on motor cars, there would not appear to be any great difficulty from the purely administrative point of view in the adoption of the "weight" basis, which latter basis is now in operation in several countries. The list of such countries furnished by the Association requires, however, some correction, e.g., Mexico and France now charge on *ad valorem* basis.

Of the countries at present charging on a "weight" basis, the Commissioners understand that about one-half charge at a flat rate and about one-half on a graduated scale of weights at varying rates of duty. The latter section includes the more important countries, viz. : Greece, Switzerland, and Chile with two steps, Austria, Hungary, and Portugal with four steps and Roumania with five steps, and Germany and Italy with six steps. There is apparently no general system of graduation, and it is presumed that to some extent the scales both as regards weights and rates have been fixed in each case by reference to the exigencies of the trade conditions of the country concerned.

I am, etc.,

C. B. GRYLLS.

THE UNDER SECRETARY OF STATE,
COLONIAL OFFICE.

(5.)
ALIKLAND ISLANDS.

No. 118.

GOVERNMENT HOUSE,
STANLEY,

23rd December, 1924.

Sir,

With reference to the Duke of Devonshire's Circular despatch of the 25th of August, 1923, and to Mr. J. H. Thomas's Miscellaneous despatch of the 8th of October, 1924, I have the honour to inform you that motor vehicles are not subject to duties of Customs on importation into this Colony.

I have the honour to be,

Sir,

Your most obedient,

humble servant,

J. Middleton.

THE RIGHT HONOURABLE

L. C. M. S. AMERY, P.C., M.P.,

SECRETARY OF STATE FOR THE COLONIES.

Downing Street,

1st October, 1925.



Sir,

I have the honour to invite reference to Mr. Churchill's Circular despatch of the 28th January, 1922, regarding the export of British motor cars to British Colonies and Protectorates. and to request you to be so good as to furnish me, as soon as you can conveniently do so, with a statement bringing up to date the information asked for in the last paragraph of the Circular. It would be convenient if this information could be supplied in the form of a memorandum in triplicate.

Free (1)

I have the honour to be,

Sir,

Your most obedient, humble servant,

L. S. AMERY.

*The Officer Administering
the Government of*

FALKLAND ISLANDS.

No. 4.

19
GOVERNMENT HOUSE,

STANLEY,

6th January, 1926.

Sir,

With reference to Mr. Churchill's Circular despatch of the 28th of January, 1922, and your Circular despatch of the 1st of October, 1925, I forward herewith a memorandum furnishing the information asked for in respect of motor traffic in this Colony.

In triplicate.

I have the honour to be,

Sir,

Your most obedient,

humble servant

J. Middleton.

THE RIGHT HONOURABLE

L. C. M. S. AMERY, P.C., M.P.,

SECRETARY OF STATE FOR THE COLONIES.

8

ENCLOSURE TO FALKLAND ISLANDS DESPATCH No. 4
of the 6th of January, 1926.

MEMORANDUM.

(Secretary of State's Circular despatches of 28th
January, 1922 and 1st October, 1925.)

<u>No. of Cars and Lorries</u>	Motor Cars	5
<u>Now in use in the Colony.</u>	Lorries	4
	Tractors	3 Total 12.

<u>Proportion between British and Foreign makers.</u>	1 Car and 2 Lorries are of British make, all others are Foreign (Fords).
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<u>Present road mileage, etc.</u>	The total road mileage in the Colony consists of about 5 miles in Stanley. In the country districts there are tracks of a limited extent around a few of the farm settlements passable for motor traffic there are areas over which it would be possible for roadless vehicles to travel for greater distances.
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<u>Detailed running costs of Motor transport.</u>	The only figures available are in respect of the 1 ton Morris Lorry, the property of the Colonial Government.
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For the period 23rd October to 31st December, 1925, particulars of this vehicle are :-

Mileage ... 819 miles

Total hours running 395.

Drivers wages
(395 hrs at 1/4^d an hr
£27. 3. 2

Stores
(Petrol, oils,
waste, etc.) £16. 1. 2

Running costs per mile
(with load of 18
cwts. to 1 ton
half way) 1s. 0.664.

(2)

LIST OF MOTOR VEHICLES IN THE FALKLAND ISLANDS.

Owner.	Address	Type of Vehicle.	Make.	British or Foreign.	Remarks.
Colonial Government	Stanley	Lorry	Morris	British	
do do	Anson	Tractor	Fordson	Foreign.	
J. Barnes	Stanley	Lorry	Ford	Foreign.	
G. J. Felton	Stanley	Car	Ford	Foreign.	
G. J. Felton	Teal Inlet	Car	Citroen Kegresse	Foreign.	
J. Hamilton.	Weddell Is.	Car	Ford.	Foreign.	
Falkland Is. Coy.	Darwin	Tractor.	Ford.	Foreign.	
do do do	Darwin	Lorry	Ford	Foreign.	
T. G. Slaughter	Darwin	Car	Ford.	Foreign.	
R. Greenshields.	Douglas Stn.	Car.	Morris Cowley.	British.	
<i>F. Hansen</i>	<i>Jason</i>	<i>Lorry</i>	<i>Morris</i>	<i>British</i>	
<i>G. J. Felton</i>	<i>Teal Inlet</i>	<i>Tractor</i>	<i>Fordson</i>	<i>Foreign</i>	

Not to be used in the Falkland Islands

CIRCULAR.

11

Downing Street,

7th June, 1932.

Sir,

I have the honour to transmit to you a copy of question and answer in Parliament regarding advances made by Colonial Governments to enable officials to buy motor vehicles.

Recl. 1.

2. In his Circular despatch of 28th January, 1922, Mr. Churchill invited Colonial Governments (1) to encourage officials who receive these advances to buy British cars ; and (2) to consider whether the purchase of a British car should be made a condition of the grant of an advance.

3. It seems that it has not been found possible in all cases to make this condition (or at any rate to cite it specifically in the relevant regulations), and I do not doubt that, where it has been decided not to make it, the decision has not been reached without due consideration. Nevertheless the importance in the interests of British capital and employment of purchasing British, in preference to foreign, cars, is certainly not less than when Mr. Churchill dealt with the point in the Circular despatch which I have mentioned. Indeed, this preference has now the increased justification that the Colonies are treated at the present time more favourably in regard to United Kingdom tariffs than they were in 1922. I think that it is also generally realized that the British motor manufacturers now supply cars more specially adapted for overseas conditions than they did at the date of Mr. Churchill's despatch.

4. I am quite content, however, to rely upon the arguments used by my predecessor, and I would ask you, if you have not yet imposed the condition, to consider whether you cannot now do so. Should you consider that it is not possible or desirable to take action at the moment, I should appreciate a statement of the reasons on which

The Officer Administering
the Government of

your view is based. It is possible, for example, that you may consider certain foreign cars to be superior for local purposes and in specific respects to British cars. In that event, if I am enabled to place the facts before British manufacturers, they will be in a better position to examine the possibility of producing cars of a more suitable type.

5. I would add in conclusion that, ~~in the case of cars bought through the Crown Agents for the Colonies in the circumstances referred to in Mr. Amery's Circular despatch of the 10th July, 1928,~~ British cars must be understood to include cars manufactured not only in the United Kingdom but also in other parts of the Empire.

I have the honour to be,

Sir,

Your most obedient, humble servant,

P. CUNLIFFE-LISTER.

(10)

Enclosure in Circular despatch dated 7th June, 1932.

Extract from Official Report of 4th May, 1932.

15. Captain STRICKLAND asked the Secretary of State for the Colonies the total amount of loans afforded by the Treasury to Government officials in Uganda, Kenya, Tanganyika, and Nyasaland for the purchase of British and American motor vehicles, respectively, during the past three years ?

Sir P. CUNLIFFE-LISTER: No such loans are made by His Majesty's Treasury. Advances are made by the Governments of the Dependencies to which my hon. Friend refers to enable officials to buy motor vehicles required by them in the course of their duties. I regret that the amount of these loans cannot be ascertained without disproportionate labour. In Kenya and Nyasaland, and in a number of other Colonies, any advance made is by regulation conditional upon the vehicle purchased being manufactured in the Empire. I propose to suggest the formal adoption of this rule to all Colonial Governments which make such advances.

12
GOVERNMENT HOUSE,

STANLEY.

26th July, 1932.

FALKLAND ISLANDS.

No. 142.

Sir,

In reply to your Circular despatch of the 7th of June, 1932, I have the honour to state that no scheme exists, nor is likely to be introduced, in this Colony under which advances are made by the Government to enable officials to buy motor vehicles.

I have the honour to be,

Sir,

Your most obedient
humble servant,

JAMES O'GRADY.

THE RIGHT HONOURABLE
SIR PHILIP CUNLIFFE-LISTER,
G.B.E., P.C., M.C., M.P.,
SECRETARY OF STATE FOR THE COLONIES.

CIRCULAR.



Downing Street,

~~5th December, 1933.~~

7 JAN 1934

Sir,

Reds 11-10.

With reference to the last paragraph of my Circular despatch of the 7th of June, 1932, I have the honour to inform you that I have recently had under consideration the question whether certain types of motor-cars which are only partly manufactured in Empire countries should be included among those which may be bought by Colonial officials with the aid of an advance from the Government employing them.

2. So far as motor-cars bought in this country through the Crown Agents for the Colonies are concerned, I consider that the only practicable criterion of eligibility for an advance is that the motor-car should be admissible to the United Kingdom at the preferential rate of duty allowed upon cars of Empire manufacture, and the Crown Agents are, therefore, being asked to act in accordance with this principle.

3. As regards motor-cars which are bought locally in the Colonies, Protectorates, etc., I consider that the same principle should be observed, and I shall be glad, therefore, if you will arrange for any necessary amendment to be made to the conditions upon which advances are granted to officers in the territory under your administration for the purchase of motor-cars.

4. If you should be in any doubt as to the exact terms of the principle involved, I have to request that you will communicate with the Crown Agents for the Colonies, who will be in a position to inform you of the practice of His Majesty's Government in the United Kingdom in relation to this matter.

I have the honour to be,

Sir,

Your most obedient, humble servant,

P. CUNLIFFE-LISTER.

The Officer Administering
the Government of

C.S.O. No.....

Inside Minute Paper.

Sheet No.....

Note.

His Excellency has approved that a telegram may be sent on behalf of Miss Carey for the purchase and supply of a motor vehicle at her expense & on the usual terms arranged by the Crown agents to enable officers to purchase vehicles.

Miss Carey desires the following telegram to be sent the cost of which should be recovered.

all charges in connection with the purchase and shipment of the vehicle to be paid by her.

Crown London.

Despatch first opportunity Austin Ten
Shelborne Fixed Head Saloon ~~£~~
Colour Red 1937 red cost approximately
£151 would accept new 1936 model
at reduced price for Postmaster.

Stanley.

C.S.

J.Cd.
24/137

DECODE.

TELEGRAM.

From Colonial Secretary,.....

To Crown Agents for the Colonies.....

Despatched: 24th October, 1936. Time :...

Received: ... 19... Time :...

Despatch first opportunity Austin Ten Sherborne Fixed Head
Saloon Colour Red 1937 nett cost approximately £151 would
accept new 1936 Model at reduced price for Postmaster Stanley.

COLONIAL SECRETARY.

Cost. 31 words @ 9 £1. 3. 3.

Copy to Col. Postmaster for information.

(16)

No. 278/22.

(It is requested that, in any reference to this minute, the above Number and the date may be quoted.)

MINUTE.

27th October, 19 36.

To The Honourable
The Colonial Treasurer,
STANLEY.

From

THE COLONIAL SECRETARY,

Stanley, Falkland Islands.

I am directed to request that you will collect from Miss E. M. Carey, Colonial Postmaster, the sum of £1. 3. 3, being the cost of a telegram despatched by this office to the Crown Agents on the 24th of October, on behalf of Miss Carey.



ACTING COLONIAL SECRETARY.

DECODE.

TELEGRAM.

From.....CROWN AGENTS FOR THE COLONIES,

To.....COLONIAL SECRETARY.....

Despatched: 27th October, 19 36. *Time:* 1556.

Received: 27th October, 19 36. *Time:* 2100.

Red 15

Your telegram 24th October do you require Austin painted Maroon or Post Office Red.

CROWN AGENTS.

DECODE.

TELEGRAM.

From Colonial Secretary,

To Crown Agents for the Colonies.

Despatched: 28th October, 19 36. Time: ...

Received: 19 ... Time: ...

Recd 17

Your telegram 27th October colour Maroon.

COLONIAL SECRETARY.

Falkland Is. 4284

All communications to be addressed to the Crown Agents for the Colonies, the above reference and the date of this letter being quoted

ADVICE OF ORDERS PLACED.

278/22.



The Crown Agents for the Colonies present their

compliments to The Colonial Secretary.

Falkland Islands.

and have the honour to enclose copies of the undermentioned accepted tenders in connection with the indent noted in the margin.

Indent No. C. S. Telm.

Dated 24.10.36.

Dept.

A period of 14 to 28 days should be added to the contract date for delivery, to allow for the time which may elapse between the goods being ready and a suitable opportunity for shipment. Unless a further advice is sent, it may be assumed that the contract date will not be exceeded to any material extent.

OFFICE OF THE CROWN AGENTS FOR THE COLONIES,
4, MILLBANK, LONDON, S.W.1.

4th November 193 6

Firm.	Nature of Goods. (and indent item numbers.)	Contract date for delivery.
The Austin Motor Co.Ltd.	Austin Motor Car. Item 1.	17.11.36.

 **EMG.**

INVOICE.

(Advice Copy)

SF

S 21

THE CROWN AGENTS FOR THE COLONIES.

Dr. to Messrs. The Austin Motor Co. Ltd., Northfield, Birmingham.
of

Date 20th. November. 1936.

Reference **W/** Palks. 15. 4284/1.

Indent No: *Authy L.S. ldn of 29/10/36*

Special a/c (if any)

Department

Shipped by S.S. S.S. "JAPONIA".

or
Date of posting

To be filled in by Contractor.

Item Nos.	Quantity.	Description of Article in wording of Tender.	Weight.				Rate.	£ s. d.			£ s. d.		
			T.	c.	q.	lb.		£	s.	d.	£	s.	d.
1		"Austin" 10 h.p. Cambridge Fixed Head Saloon (Colour Maroon) No. <u>GRL.103891</u> complete with standard equipment (including one spare wheel with tyre) and Kit of Tools as attached list.						139.	0.	0.			
		P.C.B. LONDON UNPACKED									£139.	0.	0.
		British Manufacture. Unpacked. Unsplinterable Glass throughout. Ride Upholstery. 5.25 x 16 Low Pressure Tyres. Engine 104570. Weight. 13.1.20.											

No.

(It is requested that, in any reference to this minute, the above Number and the date may be quoted.)

MINUTE.

5th March, 19 37.

From

To The Honourable,

Colonial Treasurer,


Colonial Secretary,

Stanley.

Stanley.

I attach a voucher in respect of freight on a motor car imported by Miss Carey, and I shall be glad if you will furnish me with a voucher for payment to the Falkland Islands Co. Ltd.

This appears to conclude the transactions in connection with the purchase of this vehicle, and I shall be pleased if you will be good enough to furnish the file to this office in order that recovery of the total amount due from Miss Carey may be effected.


Colonial Treasurer.

25

The Treasury,
Stanley,
Falkland Islands.
6th March, 1937.

Madam,

With reference to the motor vehicle which was recently purchased on your behalf through the Crown Agents for the Colonies, I have the honour to inform you that the charges received up to the present are :-

Cost of Vehicle	...	...	...	£ 139.	-	-
Freight charges	...	...	...	23.	10.	3.

I shall be glad if you will furnish me with payment of this amount in due course.

I am, Madam,
Your obedient servant,

Colonial Treasurer.

Miss E.M. Carey,
Stanley.

No. _____

MINUTE.

(It is requested that, in any reference to this minute, the above Number and the date may be quoted.)

24th December, 1937.

From The Colonial Postmaster,

To The Honourable,

The Colonial Secretary,

Stanley.

Stanley, Falkland Islands.

I should be glad if the following urgent telegram could be sent to the Crown Agents, London.

"With reference to my indent No _____ of _____ please dispatch by "Alcantara" the following :- Car number G/R.L. 103891.
No 1 F 5077 - 1 G 5092 -
(1 G 5362/4 - 2 number.)

I will pay the cost of the telegram.

McCarney

● DECODE.

TELEGRAM.

From Colonial Secretary,.....

To Crown Agents for the Colonies.....

Despatched: 24th December, 19 37. Time: ...

Received: 19 ,... Time: ...

Your reference Falkland Islands 4284/1 please despatch by Alcantara on 29th December, 1937, the following spares for car No. G/R.L. 103891.

- No. 1 F 5077 - 1 G 5092 -
- 1 G 5362/4 - 2 number.

COLONIAL SECRETARY.

47 Words @ 9d. = £1-15-3.

29

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



4, MILLBANK,

LONDON, S.W.1.

W/Falkland Islands 4456

TELEGRAMS: "CROWN, LONDON".

TELEPHONE: VICTORIA 7730.

5th January, 1938.



Sir,

I have the honour to acknowledge receipt of your telegram of the 24th December reading as follows:-

Recd 27

"Your reference Falkland Islands 4284/1 please despatch by Alcantara on December 29th 1937 the following spares for car number G/R.L.103,891. Number 1F5077 - 1G5092 - 1G5362/4 - 2 number."

Your telegram was received on the 28th December, the day following Boxing Day, which was almost generally observed as a public holiday in this country. We, however, immediately telephoned to the Austin Motor Co. Ltd. at Birmingham to see whether it would be possible to get the spare parts away by the "Alcantara" sailing on the following day. The works were, however, closed and in any case it was doubtful whether the goods could have reached Southampton by the following day, even if despatched immediately. We are now endeavouring to get the spares away by the first possible opportunity.

30. 12. 37

2. We enclose herewith a copy of a letter dated the 30th December from the Austin Motor Company. It will be seen that there is an element of doubt with regard to certain of the spares required. We have instructed the firm to supply parts suitable for the car No. G/RL. 103891 and trust this is in order.

I have the honour to be,

Sir,

Your obedient Servant,

for Crown Agents.

The Colonial Secretary,
Falkland Islands.

y
web

C

COPY OF LETTER FROM THE AUSTIN MOTOR CO. LTD. TO CROWN AGENTS.

Longbridge Works,
Birmingham.

30th December, 1937.

Gentlemen, 10 h.p. Car. GRL-103891

We acknowledge receipt of your letter dated the 28th instant, regarding this 10 h.p. Car supplied to your Order No. 4284/1 during 1936.

Whilst from the copy-message you have attached most aspects of the Order are clear, we feel it advisable to communicate with you in order that we may know just what we should send.

We have determined that a number of the following parts are required in the Falkland Islands, namely - front axle bumper (1F-5077) front axle bumper plate (1G-5092). The message then goes on to ask for parts (1G-5362/4) which are road springs, but this vehicle would not be equipped with the springs covered by this Works' number as it is a Cambridge Saloon, which would be equipped with longer springs than those indicated; moreover, they have what is known as a screw-type bush at the rear end. The assembly number for the spring originally fitted is (G2-254). The point at issue is what quantity of parts are needed, and judging from the last part of the message we rather think the quantity is 2 each; in which case we suggest strengthened front springs are supplied under the assembly G2-337.

It is important to fit these in pairs, and to make fitting possible front spring clips should also be sent - the part number of these is 1G-5538, and for 2 springs 4 clips are needed.

Will you consider these remarks, and let us know if we shall be in order in putting in hand the supply of the above parts.

Yours faithfully,
For THE AUSTIN MOTOR CO. LTD.

(Sgd.)

SERVICE DEPARTMENT.

21 y

No. 278/22.

MINUTE.

(It is requested that, in any reference to this minute, the above Number and the date may be quoted.)

9th February, 19 38.

From The Colonial Secretary,

To The Colonial Postmaster,

STANLEY.

Stanley, Falkland Islands.

Red 26

With reference to your Minute of the 24th of December, 1937, I am directed to enclose herewith a copy of a letter which has been received from the Crown Agents relative to the spare parts ordered for your Car on the 24th of December last.

MCH

COLONIAL SECRETARY.

FIRST SHIPPING ADVICE.

The Crown Agents for the Colonies have to report the shipment of goods supplied by:—

Reference:

S/ Falkland Is. 4456/1.

The Austin Motor Co. Ltd.
Northfield,
BIRMINGHAM.

278/22.



17th January, 1938.

Indent No. Col. Sec's tel. 24.12.37.

Special A/c.

Dept. M

Consigned to Maclean & Stapledon Ltd.

Marked

REQN.
4456

C ↑ A

*Nos.

Gross Weight.

O. H. M. S.
O. A. C.
Stanley,
via MONTE VIDEO.

M.V./S.S. Highland Chieftain From Royal Albert Dock, London
by 27th January

The particulars given in the schedule below were those furnished by the above mentioned contractor, when forwarding instructions were issued, and are not necessarily accurate.

VALUE £	*Nos.	Description of Packages.	CONTENTS.	WEIGHT.				MEASUREMENTS.		
				Tons.	Cwt.	Qrs.	Lb.	Length.	Breadth.	Depth.
3	2106	1 case	Motor Spares			1	21	2'10"	1'2"	7"
HH/JMH										

ENCLOSURES:—

Bill of Lading

Suppliers' Invoice

Packing particulars

*Office of the Crown Agents for the Colonies,
4, Millbank, London, S.W. 1.*

INVOICE.

(Advice Copy)

THE CROWN AGENTS FOR THE COLONIES.

Dr. to Messrs. **The Austin Motor Co Ltd.,**
of **Northfield, Birmingham.**

Date **22nd. January 1938.**

Reference **Falkland Is. 4458/1.**

Authy:- **Col. Sec's telegram 24/12/37.**

Special a/c (if any)

Department

Shipped by S.S./~~M.V.~~ **"HIGHLAND CHIEFTAIN"**

~~Date of posting~~

To be filled in by Contractor.

Item Nos.	Quantity.	Description of Article in wording of Tender.	Weight.			Rate.	£ s. d.			£ s. d.				
			T.	c.	q. lb.		£	s.	d.	£	s.	d.		
1.		1F5077. Front axle bumper.				3d.			3					
1.		1G5092. Front axle bumper plate.				6d.			6					
2.		G2-337. Front springs.				18/10d.	1.	17.	8					
4.		1G5533. Front spring clips.				1/-			4.	0				
							2.	2.	8					
						Less 25%			10.	7				
												1.	11.	10
						F.O.B. Charges London.						10.	0	
												£2.	1.	10