

# THE COMMERCIAL REVIEW

PUBLISHED MONTHLY BY

THE ALLEPPEY CHAMBER OF COMMERCE

Vol. II. No. 16 ]

[ January, 1936.

---

NOTE.—Opinions expressed in The Commercial Review are not necessarily those of The Alleppey Chamber of Commerce, unless so stated.

Contributors of articles are requested to send their matter in typescript.

---

## A GREAT GOOD KING

This man was King in England's direst  
need,  
In the black-battled years when hope  
was gone,  
His courage was a flag men rallied on,  
His steadfast spirit showed him King,  
indeed.  
And when the war was ended, when the  
thought  
Of revolution took its hideous place,  
His courage and his kindness and his  
grace  
Scattered or charmed its ministers to  
naught.  
No King of all our many has been proved  
By times so savage to the thrones of  
Kings  
Nor won more simple triumph over fate.  
He was most royal among royal things.  
Most thoughtful for the meanest in his  
State,  
The best, the gentlest and the most  
beloved.

(Poet Laureate)





**M**EN, women and children in the cities of the world, towns and villages, fields and forests, in the Canadian wilds and African velds, in the Indian plains and Australian farms were all filled with deep sorrow when the sad news of the passing away of H. M. King George V, Emperor of India was broadcast to every corner of the globe on the morning of Jan., 21. It was only last month that millions of his loyal subjects heard the loving voice of their beloved Sovereign cheering them a happy Christmas. No one ever suspected then that the end was so close. Even when the news of the seriousness of His Majesty's illness was reported in the press earlier, people were not disposed to believe that the worst would happen. But the unfathomable wisdom of Providence has decreed otherwise.

The endearing term of 'My Dear Friends', used by His Majesty when he spoke on the Christmas eve, could never be forgotten. It speaks volumes about his abiding love for his subjects. His sterling sincerity, superb-magnanimity of heart, unfailing sympathy and deep interest in the welfare of his subjects cannot be made more manifest than in the following statements of the King's Christmas Broadcast.

"The year that is passing—the twenty-fifth since my Accession—has been to me most memorable. It called forth a spontaneous offering of loyalty—and may I say of love—which the Queen and I can never forget. How could I fail to note in all the rejoicing, not merely respect for the throne, but a warm and generous remembrance of the man himself who, may God help him, has been placed upon it? It is this personal link between me and my people which I value more than I can say."

The reign of King George was memorable in more ways than one. Great

events have happened. Monarchies have fallen. Powers which at one time seemed immutable have vanished. Systems of Governments have changed and new cults have come into being. The old order has changed yielding place to new. The political map of the world was rewritten more than once during the last twenty-five years. But all these avalanches that swept over the world in the shape of armed hostilities of the nations, unprecedented world conflagrations, acute economic revolutions, problems of unemployment and keen distress and the rest—all these have not been able to seriously assail the solidarity of the British Empire 'over palm and pine.' During all these times of troubles, tribulations, wars and other cataclysms which clove the world, King George bore with courage and devotion all the responsibilities, thus adding to the duties of the Crown a graciousness which sprang from his own character, and shone as the "Symbol of Unity and Stability" of the Great Empire.

The comment of the man in the street on the passing of King George that "the Empire has lost not only a great King but a great gentleman" amply testifies to the goodness, greatness and popularity of the King, *who was every inch a king*. The death of such a noble King is an irreparable loss, not only to the Empire but to the whole world.

We beg to offer our respectful condolences to the august Queen-mother-who shared his joys and comforted him in the hours of travail and to all the members of the bereaved Royal family.

From what we have seen of King Edward, we are sure that he will, according to his inspiring message, assiduously follow the footprints of his great predecessor, the late lamented H. M. King George V and we wish him a long, glorious and happy reign.



## Coconut Industry :

### India Versus Ceylon

OUR readers, we trust, are fully aware of the sustained agitation carried on in these columns during the last fourteen months to secure proper protection to this most important industry of the West Coast of India from unfair foreign competition. The magnitude of the coconut industry and its immense value to the millions of the agricultural classes are well known. The rapid deterioration of this industry in recent years on account of the unprecedented fall in prices of coconuts and coconut products brought about mainly by the heavy importation into India of Ceylon copra and coconut oil at 'distress prices' naturally caused a tremendous stir among the agricultural classes, who were faced with a grave situation resulting from low prices of their agricultural products.

After a protracted struggle of agitation, representation, enquiry committee and commissions, the Imperial Council of Agricultural Research recommended to the Government of India to increase the import duty on copra to Rs. 70 per ton. Even this very moderate recommendation, though it did not meet the situation adequately, was not accepted by the Government. A much smaller increase (Rs. 45 per ton) has been sanctioned recently by the Government of India and that as a tentative measure for one year. In spite of this very liberal consideration shown to Ceylon at the cost of the Indian producer of coconuts, the apostles of coconut industry in Ceylon do not appear to be satisfied. Quite recently in Madras, the Hon'ble Mr. Peri Sundaram, Minister for Industry and Labour in Ceylon, expressed his views on the subject of importation of Ceylon copra into India which were

published in the Madras Dailies. Mr. Peri Sundaram really deserves to be congratulated on his able advocacy of Ceylon interests. But, we have to point out that the Hon'ble Minister for Industry overshoot himself in presupposing that 'the Indian demand of copra and oil could not be met by the West Coast, and that Ceylon was not dumping copra but was only supplementing the supplies of Malabar.' He himself admits that the continental prices for Ceylon copra were always lower than the prices fetched in India. It was already pointed out in these columns, time and again, that Ceylon lost her continental markets some years back and she had no other alternative but to depend on the Indian market for the sale of her coconuts and coconut products. This is the real situation and Mr. N. G. Haydon, Chairman of the Travancore Chamber of Commerce and who represented Travancore in the Imperial Council of Agricultural Research, has, in a splendid reply, (published in the Madras Dailies) refuted with facts and figures all the arguments of Mr. Peri Sundaram. The accusation that "the cry of the West Coast producers is not because there is actually dumping but because they are not allowed to exploit the situation" has also been proved by Mr. Haydon to be absolutely unfounded. The earnestness of Ceylon to protect the interests of the Indian consumer is easily understandable, when one realises that Ceylon has no other market than India for her coconut products! Any amount of sophistry cannot hide facts. Ceylon must capture the Indian markets and is scheming to gain that end at any cost.

According to their philosophy and idea of fairness, Ceylon's levy of an import



duty on Indian cement is quite in order, because she is contemplating the possibilities of starting her own cement industry! But if India on very reasonable grounds levies a small import duty on foreign coconuts and its products in order to protect one of her largest established industries—on which depend 70% of the entire population of Malabar—having immense possibilities of development, surely it becomes a veritable injustice. Can unfairness go any further?

The coconut grower of the West Coast does not require any concession but demands only justice. Let Ceylon sell any amount of copra in India, but never at prices less than the Indian products. To gain this end a reasonable import duty has to be levied.

Another important problem has to be tackled in this connection. This is the low rates of steamer freights obtained on coconut products from Colombo to Calcutta and Madras, which make it possible for Ceylon to export these commodities at a cheaper rate than Malabar copra. The greatest anomaly is that the freight rates on coconut products from Ceylon to Bombay are cheaper than the freight rate from Ceylon to even the West Coast ports, such as Alleppey, Cochin, etc., although a greater distance has to be covered to Bombay. The steamer companies should be made to adopt and

follow a fair policy and principle in the matter of fixing rates of freights based mainly on the distances covered and to remove all anomalies in freights with a view to give equal opportunities for all.

It is reliably understood that a resolution to protect the coconut industry in India by an adequate increase of the import duty on foreign coconuts, copra and oil will be moved in the forthcoming session of the Indian Legislative Assembly. We have no doubt that such a resolution will have the full support of all well-wishers of the country and will be unanimously passed by the Assembly. We are of opinion that the proposed duty of Rs. 45 per ton of copra is quite inadequate to meet the situation and the least that the Government of India could do is to sanction and bring into effect the recommendation of the Imperial Council of Agricultural Research in toto. Unless and until the Government of India are prepared to follow a bold policy of protection, it is very much feared that the coconut industry of Malabar will soon be extinct in as much as the coconut growers have lost faith in securing remunerative prices for their products and are consequently neglecting to tend the palms properly. The situation is every day becoming worse and only a bold and immediate action of the Government can save the industry from ruin.

## Trade Transport

**T**HE Associated Chambers of Commerce, which concluded the Annual sessions during Christmas week, passed certain very important resolutions relating to Trade Transport and the disparity in Railway Freights, etc. It was pointed out in the course of discussion that there

was a wide disparity in the Railway freight rates to different places of equal distances and how the fixing of the rates of freight was not based on any principle. The following glaring instances of disparity in freight rates were quoted as specimens :-



"Cotton is conveyed from Bombay to Howrah at slightly more than half the rate at which it is conveyed from Bombay to Cawnpore which is only two-thirds of the distance."

"Cotton is carried from Lyalpore to Cawnpore at nearly double the rate charged from Lyalpore to Bombay which is nearly double the distance."

"Cotton is carried from Lyalpore to Benares which is about 170 miles further than Cawnpore at two-thirds of the cost at which it is conveyed from Lyalpore to Cawnpore."

The above facts clearly establish the position taken by the Associated Chambers that the Railway administration does not follow any approved principle in the matter of fixing freight rates.

The Indian Railway freight rates are generally higher than those of many foreign railways. The Railway Rates Advisory Committee has not, so far, been able to achieve any very good results in the matter of an equitable reduction of rates and there is no higher authority or tribunal in India, to whom an appeal could be made for getting a fair reduction in rates. The suggestion, therefore, of the Associated Chambers that the Government should appoint "a special Committee with full powers of investigation and with which Commerce, Industry and Agriculture should be associated to enquire into the matter and if found advisable, to appoint a permanent Railway Rates Tribunal for all India" deserves the immediate and serious consideration of the Government of India.

Another suggestion that Government might induce and encourage the Railways to construct feeder roads and also run their own busses and lorries, wherever such construction of feeder

roads is not possible, also deserves careful consideration.

Just as proper facilities for railway transport are indispensable for the development of the internal trade of a country, so are the steamship transport facilities for the foreign trade. India which depends very much on her export trade of raw materials and manufactured goods to the United Kingdom and other foreign countries is in dire need of proper sea-transport facilities. The Alleppey Chamber of Commerce has recently published a memorandum (published elsewhere in this issue) explaining the shipping difficulties at the ports of Alleppey and Cochin in the matter of freights and measurement. The Chamber, in its memorandum, strongly protests against the anomalous system of steamship freight rates and points out the wide disparity which is highly detrimental to the Indian export trade.

The following extracts will throw a flood of light on the inequity of the system of freight rates adopted by the Conference Lines of Steamers:

".....the present rate is Sh. 45/- for mats and matting per ton, plus 10% extra for mats, plus a surcharge of 5%....."

"The exorbitance of these rates will be clear when the rates from Bombay are compared. It may be taken that Sh. 17/- per ton would be a fair average .....the rate quoted to London for November, 1935 shipments at Madras Port was only Sh. 26/3 per ton while all along the Alleppey to London rate has been more than Sh. 45/-"

"Again, the rate of freight from the Malabar Coast to London on one hundred weight of coir matting rugs is Sh. 8/- and the same is the rate from Hongkong on mats of the same weight, although an



extra distance of about 900 miles has to be covered to London."

The rates of freight imposed by the Conference Lines of Steamers are generally high and their policy of giving a deferred rebate of 10% has enabled them to establish a monopoly of the shipments at the ports of Alleppey and Cochin by preventing the shippers from offering attractions to other competitive lines. The subject of transport facilities, both internal and foreign, is of paramount importance in the development of trade and industries of a country. As had already been pointed out, the transport facilities in respect of the internal trade

have to be vastly improved and the system of the railway freight rate has to be completely overhauled and modified. With regard to foreign trade, the subject of shipping facilities and steamer freights, especially at the ports of Alleppey and Cochin, ought to engage the urgent and serious attention of the Government of India and the two Durbars. The suggestion that the Government of India should be urged to pass a legislative measure declaring the system of deferred rebates illegal, is one that demands the consideration of all people, who wish to safeguard and protect the trade of this country.

## Notes and Comments

### Economic Sanctions

**W**RITING in the Mysore Economic Journal on the Economic Sanctions Prof. V. L. D'Souza B. A., B. com., Professor of Economics, Mysore University, says that "the value of the Italian imports into India is a little over three crores each year while the value of exports is about 5 3/4 crores. India has thus a considerable trade balance with Italy. With her large external obligations and in the present plight of her agriculture, India, it is said, cannot face the loss of so much trade with equanimity. The trade with Italy provides not only profits, wages and employment for those directly engaged in it but also it contributes to the public revenue through customs duties and railway earnings. But India may obtain relief through diversion of trade to the sanctionist countries, as the League Covenant contemplates, in the event of sanctions, to rearrange the market between the various League members so as to reduce the loss falling

on individual countries to a minimum. India must be prepared to bear the sacrifice in the larger interest of world peace, which in the long run makes for trade improvement."

It remains to be seen how far India would be giving effect to the sanctions and how she would be compensated for her consequent losses by rearrangement of markets among the League members as contemplated in the Covenant.

\* \* \* \* \*

*The Times's* Paris correspondent reports that the further expected shrinkage in French foreign trade during economic sanctions against Italy is another set-back to the hopes of an early economic revival. Italy is one of France's best customers, and in 1934 Franco-Italian trade showed a balance of 69,000,000 f. in France's favour. Up to September 30th, 1935, the balance in favour of France is nearly 135,000,000 f. If Italy proceeds to a boycott of French goods, it is feared that important markets may be lost to Ameri-



can, German Austrian, and Hungarian competitors."

There has been much talk in the air about Economic Sanctions but very little is known about their operations. Country after country is hesitating to impose sanctions in full on account of one reason or other. India, in spite of her favourable trade balance with Italy, is loyally giving effect to the sanctions. Will the League come to the aid of India to compensate her loss in her trade with Italy?

x            x            x            x            x

#### Cotton Yarn

The Manchester Chamber of Commerce, in its annual report, states that cotton yarn exports to British India which fell from 14,000,000 pounds in 1932 to 9,300,000 pounds in 1934 have already amounted to 9,700,000 pounds for the first eleven months of 1935. The figures for China fell from 10,000,000 in 1932 to 1,600,000 for the corresponding period, whereas those for Germany and Netherlands are encouraging since they are rising towards 1932-33 levels. The total exports for all countries give a promise of approaching the 1932 level of 141,700,000 pounds.

Though Indian mill weaving industry is progressing satisfactorily in recent years, a very large quantity of fine yarn has to be imported from the United Kingdom and Japan. The number of cotton spinning mills in India is quite disproportionate to the number of the weaving mills and the few spinning mills that are working do not possess high count spindles, with the result that all the weaving mills have to depend on foreign yarn for fine weaving. Cotton is exported from India to be spun and returned back as yarn.

x            x            x            x            x

#### Motor Industry for India

Sir M. Visveswarayya, who was deputed to western countries by the Bombay magnates to study the motor industry, has returned to India after an elaborate study. He expressed that in the present circumstances of the country, the organisation of the motor industry was a pressing need. During the past six or seven months, he had visited almost all principal motor manufacturing countries of the west, gathered necessary information and obtained suggestions and advices from experts. His impression was that the industry represented advanced type of manufacture and was liable to rapid development owing to changes in fashion, fluctuations in money market, improvements in technique and other causes. He felt that the success of the scheme would be decided by the degree of co-operation which the Government and leading businessmen of the country were prepared to extend to this venture. Concrete proposals, it is understood, will be published soon.

x            x            x            x            x

#### Rubber Factory at Calcutta

The Dunlop Rubber Company have, it is understood, decided to open a rubber factory at Calcutta with up-to-date plant and machinery for the manufacture of rubber goods, chiefly motor car tyres and tubes. Calcutta has been chosen by the Company to be the best place for the installation of a rubber factory since it is nearer to Malaya rubber plantations.

\*            \*            \*            \*            \*

Manufacture of rubber goods is a very big industry with immense possibilities of expansion. Provided the manufactured goods can compete favourably with imported goods in quantity, India presents a huge market.

\*            \*            \*            \*            \*



It is learnt that the preparation of several substitutes for rubber is also attempted and Thiokol is considered to be the best among the substitutes. Recent researches have proved that this substitute can be a good competitor to rubber. At any rate, the position of rubber cannot be seriously affected by these substitutes.

### British Premier on Labour

Mr. Baldwin, the Prime Minister of England, in his New Year Message to the Conservative organisations, is reported to have remarked as follows:-

"Marxian Socialism has been defeated this time, but with its powerful organisation it is still strong in its defeat. The task before each one of us is to ensure that it will be defeated even more decisively next time.

The next General Election must be made safe for constitutional government, with all that it denotes in peace and security abroad, and stability and progress at home. Democracy must defend itself against all forms of extremism."

Continuing the Premier said about Labour's new moderation that "Labour is a subversive influence."

"One of the main tasks in our propaganda work will be to pin down the Labour Party as the exponents of a dangerous form of extreme Socialism. Already there are indications that, for election purposes, the Labour Party hopes to hide its real aims. It is seeking to tone down its avowed policy, to obscure its subversive tendencies, and to silence its revolutionaries—in the hope of capturing the voters unawares.

These tactics must be exposed, for the present Labour Party remains essentially what we have known it to be during the past four years—a party which, if returned

to power, would attack our social system at the roots, destroy the fabric of the Constitution, and seek to bring the country to a ruthless Socialism through crisis and chaos. It is not the least of the tasks laid on the Conservative Party to unmask the realities that lie behind the new moderation which the Labour Party—as the wolf in sheep's clothing—seeks to adopt in its effort to seize power for dangerous ends."

### THE FINISHING TOUCH

A young man walked breezily into the doctor's surgery.

"Ah, good-morning, sir!" he said. "I've just dropped in to tell you how greatly I benefited from your treatment."

The doctor eyed him up and down.

"But I don't remember you," he said. "You're not one of my patients."

"I know," replied the other, "but my uncle was, and I'm his heir."

### BUY FROM

THE

**TRAVANCORE COIR INDUSTRIALS,**

ALLEPPEY,

S. INDIA.

YOUR REQUIREMENTS OF:-

**COIR MATS, MATTING**

&

**MATting RUGS.**

UP-TO-DATE DESIGNS  
GUARANTEED QUALITY  
MODERATE PRICES  
PROMPT EXECUTION

**Stencilled Rugs and Mats a Specialty**

**Samples and Quotations  
on Application.**



## Chamber Notes

### Shipping Difficulties

(Continued from previous issue)

Reply of the steamer agents to the reference made by the Government on the letter of the Alleppey Chamber of Commerce.

#### THE CLAN LINE STEAMERS LTD.,

Alleppey, 25th Nov., '35.

Dear Sir,

**W**ITH reference to your letter dated 21st November, 1935, asking for comments on a communication from the Alleppey Chamber of Commerce to the Chief Secretary to Government, the situation is as set forth below :—

For the past two years the subject of measurement at Coast Ports has been receiving the deep consideration alike of all shippers of integrity and steamer owners. Some shippers have persistently evaded the registration of the true measurement of the cargo they have shipped, despite every conceivable form of safeguard which has been introduced on the coast. *They have presented small, specially prepared packages for measurement but shipped large packages.* This works obviously to the very great disadvantage of all honest shippers and is largely the cause of the cut-throat competition which is causing the ruin of the coir mats and matting industry. Shippers who evade fair measurement are able to quote prices far below those which shippers who pay full freight can afford to charge. Yet, if honourable shippers do not bring their prices down to the same level, they cannot secure business. In this manner the coir mats and matting industry is rendered profitless, save to those shippers, who resort to doubtful practices. The situation has become so serious that

shippers of integrity, who find themselves faced with this problem, are demanding that owners of steamers should protect their interests. Steamer owners, also, of course, have a very strong interest in this matter in as much as for some years they have been carrying cargo for which full freight has not been paid. The measurement clause which is now being included on all Bills of Lading of all the principal steamer lines (both Indian and European) has as a matter of fact been in vogue for years past in connection with the three principal Coasting Lines and in bringing this clause into force in connection with the Clan Line steamers, the Clan Line is merely falling into line with an existing practice on the part of other lines, which so far as we know has never been the subject of inconvenience to or protest from shippers.

The suggestion that remeasurement at destination will be limited to Indian shippers can only be characterised as ridiculous. *Steamer owners are not interested in the race of the shippers of cargo.* They are only interested in treating all fairly and all alike and in securing the full freight of the cargo shipped, which is their legal and moral right.

Nor must it be supposed that the clause in question has been introduced with a view to harassing any shipper, either European or Indian. The steamer lines reserve the right to remeasure cargo at destination solely in order to protect their own interests and to protect the interests of the majority of shippers (Indian and European) whose interests are at present gravely prejudiced by the doubtful practices of a few shippers. The procedure to be followed is set forth below :—



After each steamer has sailed, the measurement certificates issued by the various Chambers of Commerce on the Coast are sent with copies of the Bills of Lading to the steamer owners. These measurement certificates show in two columns the original measurement taken in shippers' godowns and the check measurement taken at point of shipment (in the case of Alleppey, the pier). The only cargo to be remeasured at destination *will be such cargo as shows a wide discrepancy between the measurement and the check measurement figures, and this rule will be applied by owners irrespective of the race or nationality of the shipper.* We might add that it is confidently believed that as a general rule this check measurement will be limited to one or two instances of a doubtful character in each steamer and all honest shippers should welcome this system which will ensure fair treatment to all and the elimination of competition, only rendered possible by mal-practices, in which most shippers would not indulge.

We feel sure that when the system is better understood, and when its results become apparent, those shippers who are now protesting against the innovation will be the first to admit the beneficial results therefrom.

Shippers who submit their cargo to fair measurement here have nothing to fear from the "remeasurement clause".

Faithfully Yours,  
(Sd.) SUB AGENTS.

The following is the reply received from the B. I. Steam Navigation Co., on this subject.

**B. I. STEAM NAVIGATION Co., Ltd.**

Bombay, Jan., 9, '36.

Dear Sir,

We have been instructed by the Managing Agents of the Company, Messrs.

Mackinnon Mackenzie & Co., Calcutta, to reply to your letter of 25th October last on the subject of Mats and Matting and the proposal by the various shipping companies interested in this traffic to introduce a clause in Bills of Lading giving them the right to remeasure shipments at destination. We regret the delay in replying to your letter due, as you are aware, to the protracted correspondence on this subject.

You will have been advised that a clause to the following effect will in future be included in Bills of Lading covering shipments of Coir Mats and Matting from Cochin and Alleppey:—

"Subject to remeasurement or reweighment and adjustment of freight at destination".

*We have agreed to this, partly on advices received to the effect that this question has been discussed at great length by shippers and steamship companies' agents alike in your Chamber and in the Chamber at Cochin and that opinion was unanimously in favour of the proposal and partly because it has been felt necessary to give the proposal prominence:—*

- a) so that unscrupulous measurers may be warned that, if further discrepancies come to light, they will be dismissed.
- b) to act as a deterrent to any unscrupulous shipper.
- c) to put a stop to mal-practices which severely handicap the honest shipper.

There is no intention of rigidly imposing a system of check measurement at destination and every effort (and we hope to have your co-operation in this matter) is being made to devise and install at Alleppey and at Cochin an indential system of check measurement and check weighment *on shipment*. When this is accomplished no further difficulties should arise.



We do not share your fears that the introduction of this clause will adversely affect the trade and trust that we will have your support in checking mal-practices and thereby assisting the honest merchant.

Yours faithfully,  
MACKINNON MACKENZIE & Co.,  
(Sd.) AGENTS.

**Urgent problems facing the shippers at Alleppey**  
(Statement issued by the Chamber)

Alleppey, important as it was commercially, was, till late in the last century, more or less dependent on Cochin for effecting shipments to foreign countries. Foreign trade passed through Cochin or Bombay. The Gujarati merchants in Alleppey seldom cared to ship direct to foreign countries, and till 1859, there was no European firm in Alleppey. In that year, one European firm opened business in Alleppey; and years after, other European houses also followed suit. Alleppey was generally regarded as a collecting centre for Malabar produce.

About the middle of the nineteenth century, the European merchants in Cochin, about five in number, managed to ship to foreign countries by chartering steamers, which loaded often at Cochin and sometimes at Colombo by transhipment. At that time, naturally, there were no fixed rates. In 1892, for example, the freights paid were:—

From Cochin to London — from Sh. 22/6  
per ton to 30.

From Cochin to New York—from Sh. 21/3  
per ton to 32/6.

The vessels were usually very small—about 1600 tons.

The first regular service from Malabar Coast homewards was started by the Clan Line in 1892. As stated above, the foreign trade was in the hands of a few European merchants, who, at that time, formed into

a ring or a coalition with a view to securing sufficient cargo to induce a direct call. They were able to control all the cargo and they fixed the freights for shippers outside the ring. Of course, the rates for outside shippers were higher and the difference between the rate at which the Clan Line let their space and the rate at which the members of the coalition sold to outside shippers was retained by the coalition members as their profit.

This arrangement was probably a necessary stage at a time when the Clan Line were not confident about the freight from the Malabar Coast. But, when they found that the trade had developed, the coalition naturally led to difficulties and was eventually abandoned. From this time, the rates of freight for all shippers were equal.

Except probably during the War, the Clan Line vessels seem to have provided regular tonnage to U.K. and the continent. Some time after the War, the Ellerman Bucknall and the Weir Lines con-jointly with the Clan Line offered direct service from Malabar Coast to U.S.A. also.

Till 1926 or '27 (?) shipping by the Clan and the Ellerman Lines was controlled by the owners' agents at Cochin and this arrangement was a very serious handicap to Alleppey shippers. Messrs. Pierce, Leslie & Co., Ltd., Cochin, were the Agents to the Clan Line and Messrs. Aspinwall & Co., Ltd., Cochin, for the Ellerman Line.

With the development of the coir mats and matting industry, these steamship companies found their trade with Alleppey very profitable and began to berth their steamers fairly regularly at Alleppey.

Although the Clan and Ellerman Lines offered direct tonnage, it was possible for shippers to ship Via Bombay at cheaper rates and in order to safe-guard their own



interests, the steamer-owners entered into contract with shippers and stipulated to pay a rebate of 10% on the London portion of the freights to shippers who confined their cargo to these Lines. Prior to the War, the basic rate was Sh.27/6 per ton of 50c.ft. to all main ports, but after the War, the rates were enhanced and the present rate is Sh. 45/- for mats and matting per ton, plus 10% extra for mats, plus a surcharge of 5% which was imposed with effect from November, 1931, with a view to cover losses arising from Britain going off the Gold Standard. These rates still continue.

The exorbitance of these rates will be clear when the rates from Bombay are compared. Of course, there are no fixed rates from Bombay, and rates are liable to fluctuations on the law of supply and demand. It may, however, be taken that Sh. 17/- per ton would be a fair average. Shippers on the Malabar Coast, however, are not benefited by these cheap rates as the Coastal Lines have agreed upon certain rates from Alleppey to Bombay which, with the freight from Bombay homewards, will be almost equal to the fixed rates of the Clan Line. In this, the Clan and the Ellerman Lines are working in conference with the B.I. Line, who alone of the Coastal Lines arrange for transhipment of cargo at Bombay and offer through Bills of Lading. A comparison of the rates of freight to London even now obtained in other Indian ports will show that the rate of freight from Alleppey to London as charged by the Conference Lines is the highest in the land. For instance, the rate quoted to London for November, 1935 shipments at Madras Port was only 26 sh. 3 d. per ton, while all along, the Alleppey to London rate has been more than Sh. 45/- Even at this cheaper rate, the demand for space at Madras has been very little compared with Alleppey.

Just as the 'Coalition' was in the early years of the Clan Line's activities on the Malabar Coast, the present system has become vicious and detrimental to the further normal growth of the trade and industry. The mats and matting industry has developed rapidly and to an enormous extent so that shipping companies should see their way to give up the 'Conference' or substantially reduce the rates of freight, should they desire to retain the monopoly of the shipping trade on the Malabar Coast.

In 1925, some of the European shippers appear to have taken up this question and demanded that Alleppey should be an 'open' port as Bombay. But nothing resulted.

One serious difficulty in breaking the "Conference" system is the creation at this port of certain vested interests by the steamer owners. Two of the biggest manufacturers and shippers of mats and matting and coir yarn have been appointed sub-agents of the Clan Line, and a third, the sub-agent of the Ellerman Line. With comparatively low cost to themselves for working the agency, these companies secure commissions, which in a way can be regarded as to give them a concession in freight rates besides other advantages. Three of the principal manufacturers of mats and matting are therefore placed on an advantageous position, with the result that other manufacturers rightly regard it as a hardship and a handicap.

In 1929, fifteen of the Indian manufacturers and shippers of mats and mattings addressed a communication to the Clan and Ellerman Lines demanding that the owners should establish their own independent offices at Alleppey for booking cargo. Although Mr. Thomas Barr representing the Clan Line and



who was then travelling in India interviewed the shippers and heard their complaints and apparently eased the situation, no step was taken to establish an independent office as demanded by the Indian shippers.

The monopoly virtually held by the Clan and Ellerman Lines and the creation of the vested interests, above referred to, have a very important reaction on the coir mats and matting industry. Coir mats and mattings are very cheap floor coverings and for that reason cannot bear even the slightest increase in their prices. As has been pointed out supra the freight rates from Alleppey to London are nearly thrice as much as the rates

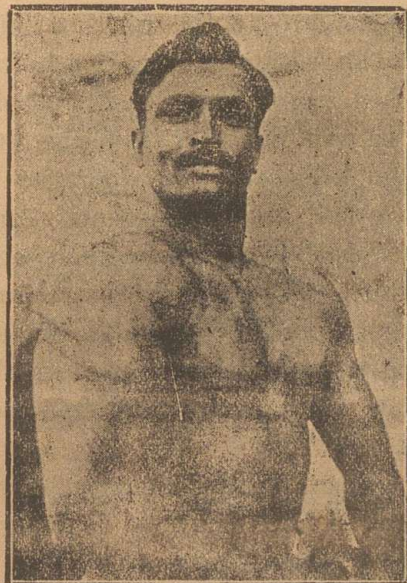
from Bombay. This tells upon the normal development of the industry very adversely. In 1931, when the rates of freight were enhanced by 10%—which was eventually reduced to 5%—shippers, both Indian and European, individually and jointly protested against it, but the owners pleaded that the change had become necessary as a result of Great Britain going off the Gold Standard. But they were not prepared to see that the change in Britain's monetary policy affected all other industries as well. If, however, the crisis was the owners' justification for the increase, it is manifestly unreasonable that even after the monetary position has become stable, owners should continue to charge the same rates.

Again, the rate of freight from the Malabar Coast to London on one hundred-weight of coir matting rugs is 8 sh. and the same is the rate from Hongkong on grass mats of the same weight, although an extra distance of about 900 miles has to be covered to London. Indo-China has also coir mats and matting industry. Barring the unconscionable treatment in fixing the rate of freight on the same or similar material from the Malabar Coast and the Pacific Coast, it has to be recognised that the mats and matting industry on the West Coast is *seriously handicapped and any further improvement to the industry can arise only if the rates of freight are lowered.*

On the subject of cheap freights, the Report of the Ceylon Industries Commission says: "The subject of transport facilities both internal and external is one deserving the closest attention, as it is of paramount importance in the development of industries. As regards shipping, owing to the policy of the Homeward Conference Lines giving deferred rebates of 10%, the freight charges are kept

## ROBUST HEALTH IN 10 DAYS

More than One Hundred Thousand pupils of all ages enjoy ROBUST HEALTH and EVER-



LASTING STRENGTH by My Scientific System of Exercises! Why not YOU? If you are suffering from Nervous Breakdown, Vital Depression, Constipation, Indigestion, or from any other annoying defect so called incurable

ble, I give you proof in 10 days that you can be cured of your malady. Write now for my FREE BOOK "My Scientific System of Graduated Physical Culture" which is fully illustrated.

Send 2 Annas stamp in a thick closed cover for postage with your full address to:-

**PROF. M. V. KRISHNA RAO,**  
OOTACAMUND, (S. India.)



generally higher than those from other countries. In South Africa and the United States, the principle of deferred rebates has been declared illegal."

It has been proved by experience that the system of the Conference Lines allowing deferred rebates under pain of forfeiture of the rebates if shipped by any competitive lines, practically gives them a monopoly of shipping on this coast. The result is that entry of competitive vessels into Malabar Coast ports is rendered impossible and shippers are bound to avail themselves only of the services of the Conference Lines, who charge unconscionably heavy rates of freight between Malabar Coast and European ports.

The lowest quality coir mats cost about Rs. 2-8-0 per dozen. The freight on this one dozen mats amounts to nearly Re. 1-8-0 which works out at more than 50% of the value of the articles. It has been found by experience that this heavy rate of freight is highly detrimental to the coir mats and matting industry.

The shipping companies do not seem to heed shippers' complaints and see their way to make more equitable arrangements regarding the freight. On the other hand, they are tightening the strings further by putting more obstacles to the free movement of trade. *A very serious situation has now arisen by the insertion of a new clause in the Bill of Lading to the effect that coir mats and mattings are liable to re-measurement at destination, making the shippers liable to excess freight resulting from such re-measurement.*

In this connection, a few remarks on the basis of assessing freight on coir mats and matting are necessary to clear the position. 50 c. ft. forming one shipping ton, bundles and rolls of mats and matting are measured by the sworn measurer appointed by the Steamship Companies

to ascertain the cubical contents. Representative packages—not less than 5%—of the consignment under each separate mark are measured and the average struck.

This system led to abuse as some shippers, "*irrespective of race*", were presenting small, specially prepared packages for measurement, but shipped large packages." In due course, this system had to be adopted by almost all the shippers so that they may also be enabled to "quote the same prices as those who were evading fair measurements." It is significant that the steamer-owners in England were actually able to find out from records that this practice *was adopted and followed by almost all shippers without any distinction of race and that possibly only one or two firms had correct measurements when re-measurements were made at destination.* To prevent this, ship-owners introduced check measurement at the port of shipping, i.e., at the Alleppey Pier, just before loading. The arrangement had a wholesome effect as will be seen from the fact that last year, despite the decrease in quantity shipped, steamer agents' commissions do not seem to have decreased. Evidently not satisfied with the check-measurement at port of shipment, owners have now introduced the clause in the Bill of Lading, reference to which has been made supra.

The new clause, besides being a source of annoyance to the shippers, is fraught with serious consequences to trade in general and the coir mats and matting industry in particular. In the first place, mats and mattings are sold abroad on C.I.F. terms—this is especially the case with all Indian shippers. European shipping houses have their own branches or agencies at foreign ports, while Indian shippers generally ship to buyers direct.



The buyer at the destination has nothing to pay under C.I.F. terms, by way of freight or any other charges. He is bound to pay only the amount of freight mentioned in the Bill of Lading. Such being the case, the buyer will refuse to honour the draft, if on account of re-measurement at destination additional freight is charged, in which case, the Indian shippers, ordinarily having no representative of their own at destination, will be put to very great loss. If, however, the buyer pays the draft and accepts the cargo, the shippers at this end shall have to reimburse the consignee with the additional freight. Apart from this danger the negotiating banks in India are not prepared to undertake the risk involved in collecting the additional charges from their constituents and they also refuse to negotiate the documents under these conditions.

---

**ELLAMS'**  
**LEADS**  
*For QUALITY*  
**RIBBONS**  
**CARBONS**  
**STENCILS**  
**DUPLICATOR**  
**INKS etc.**

SOLE DISTRIBUTOR & STOCKIST

**S. KRISHNA IYER,**

*Stationery Merchant,*

Alleppey, S. India.

---

Mats and matting, however carefully packed, *are* liable to expansion which may ordinarily be anything up to 20%. This is a peculiarity with brush mats especially. Thus the shippers and banks are put to very great inconvenience on account of the new clause.

The above arrangement will also react on the industry. As the banks would naturally be very cautious in negotiating the documents, *most of the small shippers who are all Indians*, will find it impossible to sell direct to the foreign buyer with the necessary and natural consequence that they shall have either to close down their factories or depend upon the bigger exporting houses in Alleppey to market their goods either by selling the goods to the latter or by arranging with them to forward their goods. Needless to say, this is a great handicap to the smaller shippers, who are Indians and who form the majority. In their reply to the Principal Port Officer, one of the local steamer agents has made it clear that *remeasurements at destination are made only on the advice of the local agents*. So, it is rightly felt that the introduction of this new clause is an attempt on the part of the local agents of the steamship companies, who are also manufacturers of coir mats and matting, to throttle the smaller manufacturers. It is also felt that remeasurement at destination, which will be arranged by owners on the advice of their local agents, may ultimately result in exploiting the situation and harassing their competitors. Trade under such uncertain and precarious conditions is naturally impossible.

Alleppey shippers do realise the position of the steamer owners that they should protect themselves against the dishonest or fraudulent practice of any shipper and in their own interest, they would welcome the elimination from



trade of such people. But they cannot accept this position, as there is a likelihood of such provisions in all probability being worked against even the honest shippers. No amount of assurance from the ship-owners that these provisions will not be applied against the shippers generally can engender a feeling of confidence and security so long as they view with suspicion the activities of the steamer agents who are their competitors in the same trade. Shippers are quite prepared to welcome any arrangement, including the measurements of each and every package provided such measurement is *done before shipment at the port of Alleppey or Cochin, but cannot submit to any measurement being done at port of destination which arrangement leaves them and their bankers in a position of doubt.*

There is one other point which steamer-owners should take note of. In offering their service as carriers, they are *selling* space to constituents and therefore ought to *specify definitely the freight before they take in the cargo at port of shipment* and any stipulation which will enable them to charge an uncertain amount subsequently (which the shippers are not in a position to know previously) is neither reasonable nor equitable. Such an arrangement is also in contravention of law.

Shippers have protested against the new clause and shall have to resort to combined action to break the vicious 'Conference System' and must agitate to get legislation introduced making the deferred rebate system illegal.

#### Suggestions by the

#### Alleppey Chamber of Commerce

1. The Government of Travancore should therefore be requested to move the High Commissioner in London, through the Government of India to take up the matter with the Steamship Company owners with a view to protect the interests of the Travancore shippers by not only cancelling the above mentioned objectionable clause in the Bills of Lading, but also by taking measures necessary to reduce the rates of freight to a reasonable level.

2. The Governments of Travancore and Cochin should also be requested to approach the Government of India to get the necessary legislative measure passed declaring rebates illegal as is done in U. S. A., South Africa and other places, as the present system of rebates allowed by the Conference Lines prevents the shippers from offering attractions to other competitive lines.

3. The Clan and Ellerman Steamship Companies should be requested to open their own offices at Alleppey and Cochin and if that is not possible, to appoint as their agents, persons or firms who have no connections or interests in the coir mats and matting industry.

4. The owners of the Clan and Hall Lines should be requested to make arrangements to measure all packages intended for shipments, at customs godowns at the beach, *irrespective of the race of the shipper.*

5. The Government of Travancore should be requested to construct more godowns at the beach.

6. This matter should be brought to the notice of members of all Legislative Bodies in India, the Federation of Indian Chambers of Commerce and the Press and their help and sympathy should be requested in support.



## Industrial Education in Edinburgh

(A Lesson for the Indian Universities)

**T**HE most important Institutions providing education for industry are the University of Edinburgh, the Heriot-Watt College, the Edinburgh College of Art, the Leith Technical College, and a group of Continuation Centres organised by the Edinburgh Education Committee. Courses are offered for day and evening students, and to the former are attracted young people from all parts of Scotland and from abroad. Students who are engaged in industry or in offices may supplement their training by attendance at Evening Classes of which there is an ample range.

It may be said in general terms that the educational provision is fully adequate for local requirements, and consequently many young persons leave Scotland to find employment in England or abroad in addition to those who return to their own countries after training in Edinburgh. The residential facilities afforded to students are unusually good, and the climate and opportunities for recreation make Edinburgh a most desirable educational centre.

The more important local industries require training on scientific and technical lines for those in the higher posts. Civil Engineering, Mechanical Engineering, Electrical Engineering, Applied Chemistry in many branches, including Brewing and Paper Manufacture, Coal and Oil Mining, Building and Printing represent the more important industries for which education is specifically provided.

In the University, students may follow courses in Pure Science, in Economics, in Engineering, in Technical Chemistry or in Mining, which may be applied sub-

sequently to industry. In the Heriot-Watt College Diplomas may be taken in Mechanical Engineering, Electrical Engineering, Applied Chemistry, Mining Engineering and Oil Mining. In the College of Art, courses in Design and Architecture leading up to Diplomas and the qualifications of the Royal Institute of British Architects are provided. The courses in Architecture are conducted jointly by the College of Art and the Heriot-Watt College. The usual course of training for degrees or diplomas extends over three years—in some cases four years.

---

### VISIT

## THE CANESHA BHAVAN

The Ideal Brahmin Restaurant

FOR

Your Tea, Coffee and other

Refreshments.

MOST UP-TO-DATE

AND

DELICIOUS MENU.

*Catering for Parties*

*A Speciality.*

*Opposite The State Aided Bank*

**of Travancore Ltd.,**

South of Iron Bridge, Alleppey,

---



Under modern conditions of technical training, laboratory work is essential and there are in the University and the Heriot-Watt College special laboratories equipped for scientific and specialised technical study in Engineering, Chemistry, Mining, Building and Printing. The University has recently provided at the Blackford Hill site, special laboratories for Chemistry, Geology, Zoology and Engineering and the Heriot-Watt College has an important scheme of extension under way. The School of Mining was specially equipped in 1938 and serves for the training of University and Heriot-Watt College students.

Courses are provided in Pharmacy to prepare students for the statutory examinations of the Pharmaceutical Society. Edinburgh has two Pharmaceutical Schools, at the Heriot-Watt College and the Royal Dispensary. Proposals for

amalgamation of these two schools are practically complete, and in future the Pharmaceutical training for Edinburgh will be conducted in the Heriot-Watt College. The tradition of Edinburgh as a centre is well established, and students come from all parts of the country for training in Pharmacy.

In the Lothians' area Shale Mining and Coal Mining have been important industries over a long period, and many students have received their training in Edinburgh, subsequently going abroad and finding employment in Oil Mining, Gold Mining, Prospecting, and various forms of surveying related to the opening up of new countries.

Building and Printing represent special localised industries and provision is made in the Heriot-Watt College to train students of all types.

(*E. C. C. Journal.*)

## BUY A CERTAINTY

You need have no fears when you buy a Remington Typewriter, for

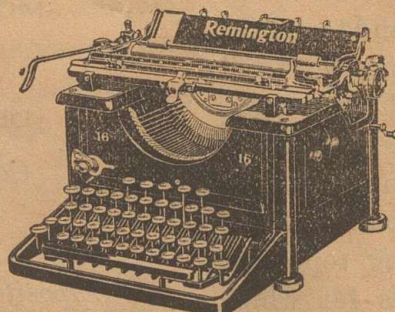
# REMINGTON

means

# RELIABLE

Wherever business is done

REMINGTON  
STANDARD  
MODEL  
16



An  
even  
greater  
**REMINGTON**  
Ask  
for a  
Demonstration

**REMINGTON RAND INC.**

(INCORPORATED IN U. S. A.)

**3, Council House Street, CALCUTTA**

& Branch at Cochin also & all Cities & Large Towns in India & Burma



## Mr. Kanji Dwarakadas on 'International Trade Relationship'

**S**PEAKING recently at a meeting of the Rotary Club, in Bombay, on "International Trade Relationship" Mr. Kanji Dwarakadas remarked: "We have entered on the 7th year of trade depression, and we find still that the International trade position of today is in a chaotic condition. The intensification of the customs barriers, the imposition of exchange control, import quotas, licences and a series of similar devices have been resorted to by various countries, thus checking free trade. The International exchange of goods is of immediate and vital concern to every one of us. Exchange of goods makes for more business and absence of this means stagnation and unemployment. Trade stimulates productivity at both ends of the transaction. As in addition to the production of goods themselves, there is created in the transportation of the export and in the transportation, distribution and marketing of the import a vast amount of employment."

### Export Trade, Quotas and Restrictions

Continuing he said, "events of the last two or three years should make every one of us realise the precarious situation of our export trade. Trade control measures have become day by day increasingly complicated and restricted. Countries in Europe are trying by desperate means on one side to check imports and on the other side to force exports. An outstanding development of the past years has been the use of bargaining quotas allotted to various countries. In many parts of the world, especially in Central Europe clearing exchange

agreements and trade compensation arrangements have put International Trade very nearly back to a state of outright barter.

The measures now in force restricting or otherwise adversely affecting international trade are of three types. (1) Export restrictions, (2) export aids and restrictions and (3) production aids and restrictions. Before the world war and during the prosperous years which preceded the present depression, tariff duties were by far the most important method of restricting imports. As regards (2) it will suffice to make a passing reference to four principal methods of aiding export industries. Negotiation of commercial treaties and agreements is one of these methods. This method forms an important part of the tariff policy of every nation and is aimed at securing a favourable market for exports by moderating trade restrictions in other countries, though it may or may not involve an active policy of tariff bargaining more commonly it does. The concessions which Governments attempt to secure from each other in regard to trade barriers may be either exclusive or generalised. In the former category come the tariff preferences arranged between the United Kingdom and the British Dominions. The arrangements agreed upon at the Ottawa Conference of 1932 were expected to stimulate and increase trade between the various British countries. While it is true that these expectations have to a certain extent materialised, those who have analysed these various agreements have come to the conclusion that they also have



a larger effect in excluding foreign imports from the British Empire.

### Economic Nationalism

Less than 50 years ago it used to be accepted as an axiom that each country should work for a favourable balance of trade and should export more and import less. It was equally taken for granted that destinies of some nations were to be that of producers of raw products and of others as manufacturers. And lastly the doctrine prevailed that the theory of live and let live, which has been discredited in social life does not apply to International Trade.

All these doctrines, so comfortable to the fortunate races of the world have received a rude set back. What partly led to the Great War was a fierce thirst on the part of the newly awakened people for industrialisation and the capture of new markets. The war itself intensified manufactures and industries and every country sought to be and to a certain extent was forced to be self sufficing not only in the matter of key industries, but practically in everything. Owing to the restrictions in trade due to submarine menace and similar factors, alternatives had perforce to be found for such primary necessities as butter, nitrogenous fertilisers, jute and cotton. Racial jealousies intensified fiscal restrictions and the proceedings of the League of Nations disclose an amusing—if it were not a tragic—picture of innumerable transport restrictions impeding the progress of articles beyond each frontier. The net result has been that free trade as was understood by the Manchester School has died a violent death. Every nation wants to produce as much as possible within its own borders and import as little as possible from outside. Nevertheless, nations are fiercely revengeful of a neighbour doing exactly what they are doing. To take a concrete instance Japan

is blamed for a tendency, which manifested itself 50 years ago in the countries of Europe. *The world has forgotten that production unrelated to consumption is not an end in itself. People seem also to have forgotten that, gold and silver cannot be eaten or drunk and that they are merely symbols and that deflation and inflation and the manipulations of the currency market do not seem to be the healthy spontaneous reaction of natural causes, but to rivalries in the matter of trade. Nationalism and sectionalism in trade is a contradiction in terms, but they have established themselves profoundly* (Italics ours).

Speaking of India, the recent protective policy of the country has been fiercely assailed in spite of the fact that India is doing exactly what England did two centuries ago and for the same reason, namely, for a stimulation of the key industries and freedom from dependance. Nevertheless, the ultimate factor is that this state of things not only cannot last from the economic point of view, but is daily producing repercussions in the moral sphere. National hatreds are being daily fanned into flame and many potential wars are germinating. The last world war was fought, our elder hypocritical statesman told us, to end all wars and they brought about a peace through the treaty of Versailles, which has ended all peace. Not long ago it was pointed out that the policy of making Germany pay an impossible war indemnity led to a compulsory industrialisation of Germany and the German industrial products flooded the world and made for misery in many other countries and therefore the world soon became engaged in the lunatic task of compelling Germany to produce and inducing the world not to buy what was thus produced. The result was the indemnity was not paid. In private life the



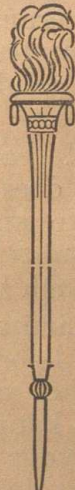

man who adopted such policy would find himself either in jail or in a lunatic asylum. But Europe has fallen to such moral degradation that politicians who initiated and forced the acceptance of this policy were acclaimed as far-sighted statesmen and saviours.

Looking at the future, if one has the temerity to do so, one cannot but prophesy incalculable disaster unless the nations retrace their steps betimes and unless they realise that in the field of trade, what is taken from your neighbour's pocket does not necessarily enrich yourself and that the principle of mutual adjustment is the law of fiscal preservation. The removal of artificial barriers and obstacles for free interchange of commodities and the recognition that there can and must be no helotage in the world of trade is not only elementary wisdom, but it is the only way in which a safe future can be predicted for humanity.

### India & International Trade

Speaking as I do in Bombay, it would not be out of place to make some reference to India in relation to the international trade. India is a victim of the manipulations and treaties arranged and agreed upon in Europe over her head. So far as the quotas for export in tea and rubber are concerned, India has not had a fair deal and the foreign trade of India has to that extent suffered a great loss. One way in which this loss can be set off is that of developing inter-provincial and inter-state trade in India. It is not possible in a short address like this to go into a detailed examination of the ways and means to bring this about. But to take one example, I may refer to three steps taken by the progressive Government of Travancore in this direction. First, the inauguration of an air service, which brings Travancore nearer to Bombay, Delhi and

## AVAILABLE



Up-to-date & Complete Statistics of the Alleppey Port  
Details of all Exports & Imports  
Manifests Published Every Month Regularly  
Information of Great Commercial Importance  
Indispensable to all Merchants and Traders

MONTHLY SUBSCRIPTION RE. ONE ONLY  
SPECIMEN COPY ON APPLICATION

*Apply to:*

The Secretary,

Alleppey Chamber of Commerce,

ALLEPPEY, Travancore.

MUL



092133



Simla; secondly, the development of the trunk telephone between Travancore and the rest of India and the world, and thirdly the appointment of trade agents and sub-agents in important business centres of India, namely, Bombay, Karachi, Delhi, Calcutta, etc.

The importance of these steps may not be apparent at first sight, but when it is realised that a letter from Trivandrum takes 6 days by ordinary mail to reach Simla and the reply to the same a corresponding period, it would become patent. A telephone call would clinch business in fifteen minutes, while a letter with explanations might well take a month, by which time the prices of commodities are sure to have altered or business placed elsewhere. What difference this would

make to the depressed ryots of this beautiful state and to the income on the Rs. 400 crores, which it is estimated, is the amount sunk on the copra industry alone in Travancore and Malabar. This example set by the Travancore Government may well be copied by other Indian States and Provinces."

Concluding he said, "it would be of great economic advantage to our country if a thorough examination of the possibilities of inter-provincial trade were made and machinery created for its development.

Side by side with this development of internal trade, India must be enabled to take her proper part in a scheme of international planning of trade, if ever such a planning was undertaken."

## Getting a start

**G**ETTING a start—that is the most difficult part of one's career. Commence it by thinking of the future—the result one must seek and achieve in one's life.

Our young men, the flowers of our Universities, are taught and encouraged more to love and seek routine work—the Government and other services, in learned professions and others—where a man has to do the same work he did yesterday.

He earns his wages, good fat wages, but does not develop personality, or promote any creative action in him. He remains for ever in the rank and file although he tops the list of civil servants.

Limitations one undoubtedly has, but until one develops one's powers and makes most of oneself the limitations are not known. Endeavour, in the beginning of your career, to make yourself first class in any direction however small. You will be surprised how you rapidly rise above the average all round.

Keep an eye on the result you seek to achieve. The best basis of success will be found to be a thorough knowledge of

each step you take to approach it together with the intelligence of an educated man.

Create causes which will lead you to the result you desire. Choose a job that is something out of the ordinary. Here try to learn something in preference to a routine job. Competition you must have to face—but you should anticipate it, and your selection of job should be such as will possess elements ordinarily unpursued by the competitors.

But competition leads to improvement. It is needed as a stimulant of new thought, new ways of pursuits. This gives methods as yet unequalled by life producing benefits which are no less than self-help, perseverance, ambition, fortitude, intelligence.

There must be hard struggle in the beginning—as the life of almost every man at the top will show. When getting a start you also must anticipate such struggle but to win success you must find ways to avoid frontal attack and find new and newer methods of pursuit to your object.

(Industry)



# ALLEPPEY PORT

## Steamer Movements — December, 1935.

No.	Name of Vessel	Date	Tonnage	Coming from	Bound for
1.	S. S. Bangloe	1—12—'35	3,425	Calicut	Cochin
2.	" Sophie Marie	" "	677	Bombay	Bombay & Karachi
3.	" Jalathrang	3—12—'35	1,464	Rangoon	Rangoon via Cochin
4.	" Jalajyoti	" "	2,698	Bassein	Bombay
5.	" Clan Munroe	4—12—'35	3,617	Galle	London
6.	" Lalitha	" "	283	Bombay	Bombay
7.	" Jaladuta	5—12—'35	3,089	Rangoon	Bombay
8.	" Tunni	6—12—'35	724	Bombay	Bombay
9.	" Mac Brayne	8—12—'35	2,978	Glasgow	Trivandrum
10.	" Oostcappalle	9—12—'35	348	Bombay	Bombay
11.	" Haideri	" "	912	Karachi	Bombay
12.	" Howrab	" "	4,096	Rangoon	Bombay
13.	Sch. Kankey purnay	10—12—'35	106	Jaffna	Calicut
14.	S. S. Pundit	11—12—'35	3,198	Bombay	Calcutta
15.	" Indira	" "	278	"	Bombay
16.	" Kioto	12—12—'35	2,030	Dunkirk	London
17.	M.V. Viminale	" "	5,355	Genoa	Australian ports.
18.	Boat No. 21	13—12—'35	109	Manakudy	Manakudy
19.	M.V. Trisbank	14—12—'35	3,412	Honkong	U.S.A. ports
20.	S. S. Victoria Marie	15—12—'35	882	Bombay	Bombay & Karachi
21.	" Nawab	" "	3,424	Calcutta	Bombay
22.	" Binfield	" "	3,170	Rangoon	Bombay & Kathia-war ports
23.	Boat No. 23	16—12—'35	107	Manakudy	Manakudy
24.	S. S. Lalitha	17—12—'35	283	Bombay	Bombay
25.	" Tunni	" "	724	Bombay	Bombay
26.	" Gurna	" "	3,228	Bombay	Calcutta
27.	Boat No. 51	" "	102	Manakudy	Manakudy
28.	S. S. Cambay Prince	" "	249	Munambam	Calcutta
29.	" Janaki	18—12—'35	530	Karachi	Bombay
30.	" Gamaria	" "	3,232	Calcutta	Bombay
31.	" Gazana	19—12—'35	3,191	Bassein	Bombay
32.	" Sophie Marie	20—12—'35	677	Karachi	Bombay
33.	M.V. Cortellazo	" "	3,060	Calcutta	Italian ports
34.	S. S. Rasildar	" "	3,092	Rangoon	Cochin
35.	Boat No. 5	" "	110	Manakudy	Manakudy
36.	Boat No. 21	21—12—'35	109	"	"
37.	S. S. Hashemi	22—12—'35	298	Karachi	Bombay
38.	" Clan Maclean	23—12—'35	3,071	Fowey	London
39.	Boat No. 2	" "	62	Manakudy	Manakudy
40.	Boat No. 11	" "	76	"	"
41.	Boat No. 23	" "	107	"	"
42.	S. S. Oostcappalle	" "	348	Bombay	Bombay
43.	" Gharinda	24—12—'35	3,212	Rangoon	Bombay
44.	" Surada	" "	3,382	Calcutta	Akyab via Colombo
45.	" Indira	26—12—'35	278	Bombay	Bombay
46.	Boat No. 43	" "	137	Manakudy	Manakudy
47.	Boat No. 5	27—12—'35	110	"	"
48.	Boat No. 51	" "	102	"	"
49.	M.V. Northmoor	30—12—'35	2,649	Bombay	London
50.	Boat No. 3	" "	62	Manakudy	Manakudy
51.	S. S. Tunni	31—12—'35	724	Bombay	Bombay & Karachi



# **ALLEPPEY PORT** **FOREIGN EXPORT STATEMENT, 1935**

Places to which Exported	Coir Yarn		Coir Mats		Coir Matting		Coir Rugs & Carpets		Fibre & Fibre Mats	
	Quantity cwts.	Value Rs.	Quantity cwts.	Value Rs.	Quantity cwts.	Value Rs.	Quantity cwts.	Value Rs.	Quantity cwts.	Value Rs.
United Kingdom	50,043	4,19,178	96,682	16,67,204	46,609	12,88,774	84,508	24,52,085	1,981	18,519
Australia	12,987	1,31,907	19,385	2,05,877	12,516	4,12,868	765	26,430		9
Newzealand	680	6,356	3,177	65,163	5,638	1,82,976	1,312	36,303	14	423
U. S. A.	10,361	1,03,609	13,599	1,95,949	4,665	1,46,172	5,902	62,464	113	887
St. Settlements			261	5,250	237	7,762	13	380	6	120
Denmark	780	12,165	444	7,344	105	3,170				
Norway	537	5,370	115	1,510						
Africa	3,622	35,333	3,427	67,151	3,973	1,16,040	357	11,705	45	325
China	402	3,440	259	5,485	1,057	18,260	35	485		
Br. Columbia			735	14,030	43	1,412	75	2,447		
Germany	57,108	5,64,210	94	2,100						
Mauritius			12	130	11	300	4	125		
Sweden	1,755	17,850	4,670	69,721	438	11,785	17	380	3	90
Palestine			477	8,055	115	2,650	17	295	11	280
Belgium	11,109	1,17,648	173	2,220	166	4,899			150	783
Italy	12,473	1,47,411							4	40
Ceylon	1,230	13,000	1,501	34,755	940	30,735	345	11,696	15	572
Scandinavia	18	180					14	260		
Spain	1,458	15,950	4	120						
France	1,511	13,355	71	1,420					20	125
Greece	78	775								
Japan	3,882	40,894								
Sicily	300	3,000	163	2,330	473	13,986			4	80
Holland	17,473	1,90,029	183	3,070	2,846	1,03,347	83	2,760		
Syria			152	2,710	12	325				
Asia Minor			61	970	1,126	31,350	164	2,775		
Philippine Isles			43	950	13	430	4	120		
Russia	1,776	12,035								
Trinidad			122	2,440	18	550				
Roumania	1,325	12,675								
Portugal	2,517	26,570								
Austria	1,062	11,755								
Tasmania	40	455	11	220	32	1,050				
Mesopotamia			1	10						
Argentina			111	2,230	78	1,300				
Finland			18	360					11	280
<b>TOTAL ...</b>	<b>1,94,527</b>	<b>19,05,150</b>	<b>14,59,51</b>	<b>23,68,584</b>	<b>81,111</b>	<b>23,70,121</b>	<b>93,615</b>	<b>26,10,710</b>	<b>2,377</b>	<b>22,533</b>



# FOREIGN EXPORT (Continued)

January, 1936.

THE COMMERCIAL REVIEW

570

Places to which Exported	Coir Rope		Rubber		Tea		Cashew Kernals		Fish & Prawns		Pepper	
	Quantity cwts.	Value Rs.	Quantity lbs.	Value Rs.	Quantity lbs.	Value Rs.	Quantity lbs.	Value Rs.	Quantity cwts.	Value Rs.	Quantity cbs.	Value Rs.
United Kingdom			7,06,194	1,81,960	6,01,695	2,19,929	4,42,583	2,21,013			225	29,860
Australia					3,077	1,503	1,420	725				
U. S. A.	14	232	8,91,435	2,22,871			11,63,900	5,80,950			922	1,37,463
St. Settlements									26	1,291		
Newzealand							950	450				
Africa	1	40										
China	197	2,492	1,15,400	38,850								
Japan			22,400	5,600								
Germany			97,300	24,324								
Italy			4,480	600								
France							3,375	1,686				
Austria			42,560	10,640							22	3,000
Ceylon			11,94,777	3,07,366	7,344	3,672	89,496	46,350	2,183	11,648	67	9,000
Denmark												
Norway												
Br. Columbia												
Mauritius												
Sweden												
Palestine												
Belgium												
Scandinavia												
Spain												
Greece												
Sicily												
Holland												
Syria												
Asia Minor												
Philipine Isles												
Russia												
Trinidad												
Roumania												
Portugal												
Tasmania												
Mesopotamia												
Argentine												
Finland												
TOTAL ...	212	2,764	30,74,596	7,92,211	6,12,116	2,25,104	17,01,724	8,51,174	2,209	12,939	1,236	1,79,323



## FOREIGN EXPORT (Concluded)

Places to which Exported	Ginger		Turmeric		Monozite		Ilmenite		Textiles		Miscellaneous	
	Quantity cwts.	Value Rs.	Quantity cwts.	Value Rs.	Quantity cwts.	Value Rs.	Quantity cwts.	Value Rs.	Quantity lbs.	Value Rs.		Value Rs.
United Kingdom					1,000	7,000	3,000	10,000	7,188	918		486
Australia	101	816	140	1,450			8,599	25,797	30,436	12,373		678
U. S. A.	300	10,012	3,229	46,645			2,040	6,120	2,74,440	1,41,750		86
France					2,000	12,000	1,000	3,000				
Newzealan	158	2,840	35	515					226	457		122
Portugal									226	45		
Sweden									6,596	2,110		
Germany									2,900	280		
Africa									1,934	1,268		3
Belgium							2	6	2,174	1,175		
Japan					140	1,400						654
Italy									1,450	225		
Palestine										5		
China					400	3,700						
Ceylon									250	500		30
St. Settlements												
Denmark												
Norway												
Br. Columbia												
Mauritius												
Scandinavia												
Spain												
Greece												
Sicily												
Holland												
Syria												
Asia Minor												
Philippine Isles												
Russia												
Trinidad												
Roumania												
Austria												
Tasmania												
Mesopotamia												
Argentine												
Finland												
TOTAL	559	13,668	3,404	48,810	3,540	24,100	14,641	44,923	3,27,820	1,61,106		2,059