

File No. 1486 W. 23-11-78.
" 253 W. 31-1-81.
" 1830 W. 26-7-81.

P. H. C. No. 4583

Govt. of (1881) Madras.
FINANCIAL.

To
ALL HEADS OF DEPARTMENTS,
&c., &c., &c.

Dated August, 1st.

Issued

Recd. 13 Aug: 81 Encl.

G.O., 1st August 1881, No. 1398.

To L.C.

AUGUST.

Encl. in Receipt Regr.

Stores.—Certain officers directed to report the action taken by them with reference to the offer of Mr. Standish Lee, Proprietor of the Woollen Factory at Bangalore, to supply the articles manufactured by him.

No. 2038 W. 18th Aug: 1881.

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GOVERNMENT OF MADRAS.
FINANCIAL DEPARTMENT.

1st August 1881, No. 1398.

Stores.

Read the following paper :—

From J. E. O'CONOR, Esq., Assistant Secretary to the Government of India, Department of Finance and Commerce, to the Officiating Chief Secretary to Government, dated Simla, 13th July 1881, No. 1621 [Current No. 1861].

I am directed to forward copy of a letter, dated 15th June 1881, from Mr. Standish Lee, Proprietor of the Woollen Factory at Bangalore, and to request that the Government of India may be favored with an early report on the action which was taken by the Heads of Departments on his offers to supply the articles manufactured by him, and the reasons why those offers were not accepted, and why Mr. Lee was not informed of those reasons.

2. I am also to request that you will be good enough to move His Excellency the Governor in Council to consider the terms on which Mr. Lee now offers to supply goods, and to inform the Government of India of the result of such consideration with as little delay as possible.

3. I am to add that the Government of India has resolved that no articles which can be made in India, and which can be procured subject to the conditions laid down in the Resolutions cited in the margin, shall in future be indented for from England. The Governor-General in Council looks to Local Governments carefully to strike out all such articles from indents submitted to them, and to issue specific and peremptory instructions to Heads of Subordinate Departments to the effect that they must take particular pains to ascertain whether articles required for the public service cannot be procured of local manufacture before including them in an indent upon the Secretary of State.

4. Mr. Lee has been requested to forward to you direct priced samples of the goods which he is prepared to manufacture in his factory.

ENCLOSURE No. 1.

From Mr. STANDISH LEE, Proprietor of the Woollen Factory, Bangalore, to the Officiating Secretary to the Government of India, Department of Finance and Commerce, dated Bangalore, 15th June 1881.

In reply to your letter of 14th May 1881, calling for information and samples of the kind of goods at present manufactured, and a statement of what improvements may be attained if sufficient inducement were offered, I beg to report as follows.

2. Seeing that the policy of Government was to encourage local industries, aiming at the manufacture of goods hitherto imported for Government use, I started a "Woollen Factory" at this station about four years ago, for manufacturing woollens issued to the European troops,

and I combined with it Indian manufactures such as pile-rugs, carpets, and cumblies, but the competition of the local jail in Indian manufactures has compelled me to close this portion of my business. I complained to the Local Government about the jail competition in letter, dated 31st October 1878, and the Order thereon, No. 7523-1070, dated Bangalore, 13th December 1878, was: "The Chief Commissioner observes that no action on the part of Government is called for."

3. I again appealed to the Local Government on the 18th September 1879, and asked for some encouragement and patronage. The Order thereon, No. 6717, General No. 1390, dated Bangalore, 24th December 1879, paragraph 6, reads thus: "Mr. Gordon desires that before going elsewhere for baze, flannel, carpets, constables' cloth, serges, blankets and the like, all officers requiring a supply of them will first inspect Mr. Lee's samples, &c." But though eighteen months have elapsed no order or inquiry has been received. A further appeal is now pending.

4. I addressed the Madras Government on the 25th October 1878, and though the order passed on it, dated November 1878, No. 2002, was favorable, in practice it has yielded no results. A second appeal, dated 1st June 1881, has elicited: "Transferred to the Inspector-General of Police with reference to previous order."

5. All my endeavours to obtain work in Mysore and Madras having thus failed, I next turned my attention to the Bombay Presidency and Lieutenant-Colonel T. N. Holburton, the Assistant Adjutant-General, having approved of my horse-blankets, tried to introduce them into that Presidency, but the Commissary-General, while admitting that "the blanketing is good," said: "As the orders of Government are distinct that manufactures of Presidency Jails shall be used whenever possible for Government service, I regret that I do not feel at liberty to enter into an arrangement with the Bangalore Woollen Factory for continuous supply" (*vide* letter to Assistant Adjutant-General, Royal Artillery, No. B-81-5227, of 15th November 1879).

6. Seeing that here again jail competition followed me, I gave up the manufacture of all articles that jails are likely to turn out, and in consequence have now fifty-four hand-looms and a number of carpet-looms lying idle, and resulting in a loss to me. I allude to these circumstances merely to show that up to this I have received no practical encouragement, but have suffered injuriously from jail competition—an action directly attributable to Government.

7. Studying, however, the attitude of Supreme Government, I have been induced to import English steam-machinery for cording, spinning, weaving, and finishing pilot-cloth for overalls, soldiers' blankets, blue cloth and serge for Native troops and police constables. The machinery has just been fitted up, and I hope to turn out work in about eight weeks. With reference to this undertaking I beg particularly to bring the following to your special notice. In the present condition of labor and material available, the manufacture of articles of superior quality alone will not be profitable, in fact, is not possible. The instruction of the workpeople must commence with the coarser kinds, and as they become adepts, the better descriptions can be tried. The wool now available is also seven-eighths of each fleece, too coarse for the finer qualities, and until the breeders learn that it will pay better to produce a better wool, and the Government afford them facilities by supplying good rams to improve the staple, a superior quality of woollen goods cannot be expected from Southern India in any large quantities.

8. For the development of a regular trade in woollens, there is another strong point to which the attention of Government must be drawn. It is the superior quality expected in articles of very ordinary use for Government purposes. For instance, European Planters purchase the woollens woven here for coats, &c., but the same quality is considered not good enough for common native policemen. Blankets made here were purchased by European officers for personal use during the Afghan war, but the same quality was found too inferior for the Hospitals of Native troops in Madras (*vide* letter, No. 1291, dated 17th March 1879), though, in submitting my tender, I said: "I cannot, however, improve the manufacture until I find a market for my goods, and if, therefore, a point is strained in accepting my tender this year, I shall guarantee better and cheaper goods next year." The fact is that, notwithstanding the desire of the Government of India that "articles of local manufacture of indigenous origin should be substituted for European articles," Heads of Departments will not undertake the responsibility attending any change in well-recognised issues of clothing for established purposes. Thus, for instance, the Native and European soldier often wears a brown or khaki uniform, but nothing short of a direct order of Government will ensure the Police adopting a woollen suit of that color in lieu of the blue serge. Samples Nos. 1 and 2 herewith sent might be adapted for Police clothing, No. 1 for trouser and No. 2 for jacket or coat. The cost will be cheaper than the blue cloth and serge; it is more supple and therefore more comfortable to wear, and being entirely of fresh wool is both more wholesome and more durable than cloth containing shoddy or mungo.

9. I do not send samples of our manufacture as orders are not solicited for that description of goods owing to hand spinning and weaving having been abandoned in favor of machinery and steam. The goods I can closely imitate are, however, sent with prices. I do this to save

time, but before final orders are passed on this letter, I shall submit samples of actual manufacture.

If I might be permitted to state what in my case will be sufficient inducement to enable me to turn out articles of superior quality, I would beg to ask for the following work as a standing order for each of two years:—

(a) All horse blankets required in the Madras Presidency at the average price paid during the past three years, or at my Factory prices, viz.:—

		RS.	A.	P.
Pattern No. 3..	{ Cavalry Pattern	5	0	0
	{ Artillery do.	5	8	0
Pattern No. 4..	{ (b) 10,000 blankets (grey) for native troops measuring 4ft. 9in. by 7ft. 6in., weighing 4½ lbs., at Rs. 3 each.			
Pattern No. 5..	{ (c) 5,000 blankets (brown) for European troops measuring 7ft. 6in. by 5ft. and weighing 4lbs., at Rs. 4 each.			
Pattern No. 7..	{ (e) 5,000 yards coarse blue serge 54in. wide, fit for native police-men, at Rs. 2 per yard.			
Pattern No. 6..	{ (d) 5,000 yards Pilot cloth for overalls, 54in. wide, for native troops, at Rs. 2-12-0 per yard.			
Pattern No. 8..	{ (f) 5,000 yards, coarse, No. 2, blue cloth, 54in. wide, for trousers for native troops, at Rs. 3 per yard.			

(g.) Black cumblies for the whole Police force at Rs. 1-12-0 each.

(h.) No limit as to date or rate of supply to be fixed, except in the case of horse blankets and Police cumblies, which will be delivered on due dates; but the whole order will be completed in two years, *i.e.*, if there be any short the first year, it will be made good the following year.

(k.) Payments to be made in advance at the rate of Rs. 10,000 at a time.

(l.) The storage of the goods and delivery in good condition, whenever required, will be undertaken at a trifling charge.

(m.) Manufactures in wool in the following Jails, which draw their supply from Bangalore, to be restricted to Jail and Government requirements for two years, as otherwise sufficient raw material in sufficient quantities will not be forthcoming:—
Bangalore, Mysore, Coimbatore, and Vellore.

(n.) That all complaints against, and defects in, my manufactures be brought to my notice, and that no official communication in reference to them be accepted, until after an inquiry by a Committee, at which I am to be present.

10. I have these concessions on the following grounds:—

(1) Without the order for horse blankets and cumblies, it will be impossible to collect the necessary wool for the finer description of goods. There is no wool stapler in India, and coarse and fine wool must be purchased as it comes off the sheep, and sorted by the manufacturer.

(2) The execution of the above order, though really small for a mill, will still necessitate a diversion of the wool from the channels into which it has passed for years, and this is a work of time in any country, but more particularly in India, where the people are slaves to established usages, and slow to learn where their best interests lie.

(3) For the superior goods, workpeople have to be trained, and the outturn must necessarily involve a loss at the commencement, and unless the manufacturer is sure of a demand, at least until such time as he is able to recoup the first charges, he cannot be expected to undertake the risk of introducing a manufacture new to the country.

(4) Stock may be injured or destroyed by improper storage, from the want of special knowledge for protecting woollens, and therefore their preservation until they are required for issue is proposed to be undertaken. This precaution will be necessary, as, under the conditions of concession asked, my goods may have to be kept on hand longer than if indents were sent to England timed to arrive for immediate issue.

In making the above requests I have been careful to bring them within as narrow limits as possible, in the hope that Government will be pleased to view them favorably. The concessions involve no subsidy or grant, but simply amount to (in the words of the Finance Minister) "direct encouragement to private trade."

Copy of the correspondence forwarded to the Foreign Department for communication to the Resident at Mysore.

ORDER THEREON, 1st August 1881, No. 1398.

The officers to whom G.O., No. 2002, dated 6th November 1878, was communicated will report, at an early date, what action was taken by them, what their reasons were for rejecting Mr. Lee's tenders, whether he was made aware of them, and whether it was notified in the advertisements calling for tenders that no reasons would be given for rejecting them.

2. The third paragraph of this letter will be communicated to all Heads of Departments, but it is observed that the course enjoined in it has for a long time past been followed by this Government.

3. The priced samples which Mr. Standish Lee has been requested to furnish will be awaited; on their receipt, the second paragraph of the letter from the Government of India will be considered.

(True Extract.)

J. P. Davis
J. P. Davis
for Chief Secretary

To all Heads of Departments.
„ all District Magistrates.

Public Works Dept.

Exd. J. Wright.

30.8.81

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Para 1 of the Financial
Co. does not appear
applicable to the N.W. Dept.

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Received with

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