

(1) Number of pages 70
(2) Date of repair 22.8.38
(3) Initials of the Referencer 8

MADRAS RECORD OFFICE.

Government of Madras.

Revenue DEPARTMENT.

G.O. No.	265	Press Mis.
Dated	3-3-	1885.

Not to be folded or roughly handled

3RD MARCH 1885, No. 265, REVENUE.

GOVERNMENT OF MADRAS.

REVENUE DEPARTMENT.

Read—the following Proceedings of the Board of Revenue, dated 21st February 1885, Mis. No. 1668 :—

Read—the following G.O., dated 3rd February 1885, Mis. No. 552, Revenue :—

Read—the following letter from J. W. B. MONEY, Esq., to the Secretary to Government, Revenue Department, dated Madras, 27th January 1885 :—

At the audience with which His Excellency the Governor favored me on 20th instant, I was directed to submit my proposals to Government through you, and was informed that there was no objection to my selling febrifuge to the people in the Madras Presidency through the monegar of each village, with whom I must make private arrangements by the ordinary commercial means.

2. To this there are two insuperable objections. First I am not a shopkeeper but a gentleman farmer. I have neither the knowledge nor the inclination to send commercial travellers touting to 25,000 monegars.

3. And I am convinced that any such effort would be useless. Each monegar would at once ask himself whether Government, having cinchona plantations of its own, would approve of his buying febrifuge from an unofficial outsider. He would reason, as all natives do, that if Government approved, an official intimation to that effect would have been sent to him; that no such intimation having been received, it was a case of "Hookum neh" or "no order," the native equivalent for a thing not being approved or allowed.

4. I am able and willing to save at least 300,000 lives a year in the Madras Presidency alone, but I must decline even to attempt to do so unless Government enables me to get at the people by direct approval and support through their local officials.

5. What I ask is that Government will direct every Collector and Tahsildar in the Presidency to appoint an extra clerk in his office at Rs. 15 per month, whose salary I will pay; such clerk to be employed first in the work connected with the sale of febrifuge, the rest of his time to be available for the general purposes of the office.

6. I have just taken from my cinchona gardens a crop of 60,000 lb. of dry bark, which will give about 50,000 ounces of febrifuge powder, which I am willing to devote for a price to the people of the Madras Presidency.

7. I would supply every monegar with one ounce of febrifuge to be sold to his people by the dose of four grains for one anna per dose. There are 109 four-grain doses in the ounce, which would give the monegar 109 annas or Rs. 6-13-0. When the monegar wants a second ounce he will have to pay for the first ounce 6 rupees, thus leaving him 13 annas for his profit.

8. Thus I should virtually devote half my crops to the people for nothing, only being paid for it when the success of the febrifuge renders the village demand for it sufficient to induce the monegar to ask for a second ounce.

9. I would appoint a head office in Madras which would send to the febrifuge clerk at each Collectorate two ounces for every monegar in the Collectorate. The febrifuge clerk at the Collectorate would send to the febrifuge clerk at each Tahsildari one ounce for each monegar in the taluk, keeping the other ounce in stock at the Collectorate.

10. The febrifuge clerk at the Tahsildari would distribute his ounce to each monegar, with instructions for its sale in four-grain doses, or as much as can be piled on an eight-anna silver piece, at one anna the dose.

11. The febrifuge clerk at each Tahsildari would carry on all correspondence with the monegars on the subject, and would receive from each monegar the application for a second ounce with six rupees in payment of the first ounce.

12. To avoid interfering with Tahsildari treasury, the febrifuge clerk then would daily send all the money he received from the monegars by P. O. Money Order to the febrifuge clerk at the Collectorate, who would send him back a second ounce out of his local stock for each six rupees received.

13. The febrifuge clerk at the Collectorate would daily take out from the Collector's treasury an order on Madras for the amount so received, and forward it to the head office in Madras, which would send him a fresh ounce of febrifuge for every six rupees so received, so as to keep the local stock in the Collectorate at the full.

14. It seems that in the Madras Presidency there are about 25,000 monegars; but if Government approves of this scheme, they will of course supply me with the correct number. After the first gratuitous distribution of 25,000 ounces to these 25,000 monegars, the whole scheme would work, from the monegar down to the head office, on no one being able to get a second ounce without first paying for the first ounce, and so on in future.

15. The whole risk would be mine. Neither would Government risk anything nor would any monegar pay anything till he asked for a second ounce. If the villagers who bought doses found it did not cure them, this news would at once spread through the village; the villager would not come to the monegar for more, he would not ask for a second ounce, and would thus never have to pay for the first ounce.

16. If, on the other hand, every fever-stricken wretch in the village was cured for 2 or 3 annas, the rest would all come clamouring for it as fast as they got fever, and then alone would the monegar have to apply for a second ounce and pay for his first ounce.

17. I am ready to run this risk because I know that the curative properties of the febrifuge that I shall supply, if taken unadulterated in four-grain doses, are almost magical in their effect upon the Indian laboring population. A miserable shivering atom comes up for his dose and gets it. Next morning he appears much better, gets another dose, and about mid-day you see him going off to his work, strong and in good spirits, and his face appears no more at the morning distribution. In some few cases he requires a third dose before being cured, but almost without exception that is sufficient.

18. A circular in the local vernacular would be sent to each monegar, explaining to him that the success depended on his giving it unadulterated and in proper quantity, and that he would make much more by doing so. By cheating he might make two or three rupees an ounce, but by giving it pure he would sell ten ounces for one and make thirteen annas on each.

19. I do not pretend to do this from philanthropy. As a gentleman farmer "je fais valoir mes terres" as best I can.

20. At the present low prices the sale of my bark in open market to the quinine manufacturers would give but little profit. But it involves neither preliminary expense nor personal trouble. This scheme would, I expect, give me a larger profit, but it involves a heavy preliminary outlay and much personal trouble and attention.

21. I am willing to incur that outlay and take that trouble, but only on conditions which I see will secure me the extra profit as well as do good.

22. But it is of course only on the ground of the immense public benefit, and the large saving of life, that I appeal to Government to render the scheme feasible by its assistance.

23. Since the Government twenty years ago took such pains and incurred such heavy expense to introduce cinchona cultivation into India, to supply the fever-stricken

millions with cheap febrifuge within the reach of all, it is only natural, now that the cultivation has reached the stage which offers cheap febrifuge within the reach of all, that Government should complete the original intention by openly facilitating its being placed within the reach of all.

24. As the oldest and largest private cinchona planter on the Nilgiris, my gardens are the first which have reached that stage, and I am certainly the first to propose devoting my crop to the welfare of the people of Madras. For those reasons I submit that I am first and most entitled to such Government support as is indispensable to place cheap febrifuge within the reach of all.

25. His Excellency asked what was to be said to any other cinchona planter, who complained of the Government help given to Mr. Money and asked for the same for himself. I would submit that the answer arises from the above circumstances. He might fairly and impartially be told that such help was given to Mr. Money because his gardens were the first that had reached the stage enabling him to put cheap febrifuge within the reach of all, and was the first to offer to devote his crop to the public weal in Madras. That giving Mr. Money such help, which was indispensable for the first distribution of cheap febrifuge over the whole of the Madras Presidency, was only the complement by Government of the large and wise policy of the Home Government in introducing cinchona cultivation into India.

26. That in this scheme Mr. Money infringed on no existing market, nor in any way curtailed the existing demand for the complaining planter's bark. But that he thus created a new market for his own bark, which gives the inventor the privilege at least of priority. That Mr. Money had no monopoly, and that it was open to the complaining planter, as to all planters as to all others, to sell to the monegars or to any of the shopkeepers in any village. That though Government help was indispensable for the first introduction of cheap febrifuge through the whole country, yet that, when febrifuge had been for some time dealt in, it would probably become a common article of traffic, and if it was worth the complaining planter's while to undersell Mr. Money, Government would raise no obstacle to his putting equally good febrifuge within the reach of all at a cheaper rate than Mr. Money was supplying it at.

27. Though the profit under this scheme will be larger than by selling bark at the present low rates to the quinine manufacturers, I expect this extra profit will only be for a year or two. By that time the price of bark will have again risen so as to make such sale of bark nearly if not quite as profitable as this mode of disposing of it. Still if the Government will help me, I shall feel myself bound to carry on this system, and may possibly have to employ most of the profits of the next one or two years to meet the losses to be incurred if the price of bark again rises to a level approaching that of late years. In return for the Government support which I ask I will undertake not to raise the price above one anna a dose, unless the price of bark rises so far as to enable me to show Government that I can only continue selling it for that price at a loss.

28. His Excellency suggested that I should first of all try in one or two of the most feverish taluks instead of beginning with the whole of the Madras Presidency.

29. But I have to consider "ways and means." By selling to the manufacturers directly the crop arrives at home, though the profit may be small, means are provided for this year's expense of the gardens and for the production of the next crops. If I convert it into febrifuge for the people of Madras, those means will at least be deferred to the end of the year, and I shall have to provide this year's expenses *aliunde*.

30. Then the extra expenses of doing it for one or two Collectorates would be nearly as great as doing it for the whole Presidency. The cost of sending the bark from England to Italy to be made into febrifuge, the cost of sending the febrifuge to Madras, the cost of establishing a head office in Madras would have to be incurred in either case. The profit on the small sale of febrifuge in only two Collectorates would not pay these expenses, while the profit on the sale of the febrifuge over the whole Presidency probably would do so. Then again there is the crop of 60,000 lb.

ready to be made into 50,000 ounces of febrifuge, far beyond the possible requirements of two Collectorates, but enough to make at least a beginning for the whole Presidency with two ounces for each monegar.

31. If the demand for the year exceeds that rate, of which I shall have due notice weekly by the demands for second ounces, I shall have to buy other bark to make into febrifuge for the extra consumption.

32. If the demand only equals two ounces per monegar per annum, my next outturn crop will come in to supply febrifuge for next year. For these reasons and because there is no reason to try the efficacy of the febrifuge, the doing it in one or two Collectorates only would be very undesirable.

33. The whole success will of course depend on the efficacy of the febrifuge. If it does not cure there will be no demand beyond the first ounce, and I shall have given half my crop for nothing. Things will then revert to their present condition, except that Government will meanwhile have had the advantage of the services of an extra clerk in each office at my expense.

34. The sacrifice of half my crop and all these expenses will be my loss and mine only.

35. The Government will incur no risk, no expense, no liability, or responsibility.

36. They have but to agree that, when the febrifuge arrives in Madras, an extra clerk shall be appointed at my expense in each Collectorate and Tahsildari, and the great work of humanity will have been completed and cheap febrifuge placed within the reach of all.

Order—dated 3rd February 1885, Mis. No. 552, Revenue.

The Government request the opinion of the Board of Revenue on Mr. Money's proposals.

2. The Board will observe that an early answer is of especial importance.

(True Extract.)

(Signed) H. E. STOKES,
Secretary to Government.

To the Board of Revenue.

Read—the following G.O., dated 11th February 1885, Mis. No. 724, Revenue:—

Read—the following letter from J. W. B. MONEY, Esq., to the Secretary to Government, Revenue Department, dated Nilgiris, 7th February 1885:—

In continuation of my letter to you of the 27th ultimo, I have been shown that the words of that letter bear a construction which I did not intend and against which therefore I must guard.

2. I do not intend, nor can Government wish it, to make a present to each monegar of his first ounce of febrifuge, so that, when he has sold it, he may with impunity apply the proceeds to his own use by the simple process of not applying for a second ounce.

3. In saying that if he did not sell the first ounce he would not apply for a second and would not have to pay for the first, I should have added "on condition of returning the first ounce."

4. If Government accede to my proposal before the end of March, the febrifuge will be in the hands of the monegars before the end of June. I would propose that at the end of November each Tahsildar should apply to each of his monegars, who had not meanwhile applied for his second ounce and paid for his first, to account for his first ounce. If he had sold it, to pay for it and apply for a second; if he had not sold it, to return it; if he had sold part, to pay for what he had sold and return the remainder.

5. There is another point on which I would wish to modify my letter of 27th ultimo.

6. I confess that all my calculations were based on the supposition that, when the febrifuge was placed in each village and was proved to be a speedy and certain cure, then even the poorest cooly would beg, borrow, or steal a couple of annas with which to get cured when suffering from fever.

7. But Mr. Louis I. Creed, my assistant, has consulted natives and others competent to pronounce on this point, and all agree that even the ordinary villagers will not lay out even two or three annas to buy febrifuge. That the fatalism of the Mussulmans, the apathy of the Hindus, the fact that it has never yet been done, and the objection of their families will combine to prevent them.

8. All admit that if the febrifuge was offered them gratuitously, they would gladly accept it, but that if they have to pay for it even so small a price, they will not do so. Their ordinary remedy for fever is to starve themselves to which their families make no objection, but if the question is as to spending even a few annas of the family money, great family opposition will be made.

9. To the objection that the villagers do spend money at the arrack shops in the purchase of spirits, the answer is that a man does this unknown to his family for a personal gratification, but that the above considerations will prevent his doing the same for the purchase of febrifuge.

10. This new and unexpected possibility, which the weight of native opinion renders at least a probability, would upset all the calculations on which my proposal is based.

11. Notwithstanding the objections to a partial application set forth in my letter of 27th ultimo, I would therefore prefer, till this question is settled by experience, beginning with only a couple of Collectorates.

12. I would ask to be allowed, if the Government agree to this, to choose my own Collectorates; as besides the feverishness of the place, the cost of sending febrifuge there, and the number of extra clerks whose salaries I should have to pay would have to be considered in the selection of the Collectorates.

13. The numbers of respectable natives who might be expected to be above these objections to spending would also be an element in deciding the question whether, when cheap febrifuge is placed at their doors, natives will or will not buy it.

14. If by the experience of the last six months of 1885, it was found that the ordinary villagers preferred suffering from fever and even dying of it to spending a few annas to be cured, the experiment would come to an end. Matters would then revert to their present condition, and I should apply my 1885 crop to its old purpose of being sold to the manufacturers.

15. As this partial application would only employ a part of my present 1884 crop, I should probably have to make other arrangements in Europe than what I proposed in contemplating the employment of the whole crop.

16. As soon as I had selected the Collectorates, I should require to be furnished with the exact number of Tahsildars in each Collectorate, and with the exact number of the monegars in each of their taluks, so that I might know the exact number of ounces I should have to provide.

17. In that case also I would provide three ounces per monegar, instead of two, one in the monegar's hands for sale, one in stock at the Collectorate, and one in stock at the head office in Madras with which to refill the Collectorate stock, in case it should be found that the monegars did succeed in selling their first ounce quickly.

18. I beg that these modifications may be taken as part of my proposal to Government and considered together with my letter of 27th ultimo.

Order—dated 11th February 1885, Mis. No. 724, Revenue.

Referred to the Board of Revenue in continuation of Mis. G.O., No. 552, dated 3rd February 1885, for early reply.

(True Extract.)

(Signed) H. E. STOKES,
Secretary to Government.

Resolution—dated 21st February 1885, Mis. No. 1668.

The Board observe that Mr. Money practically wishes Government to lend him the weight of their authority in pushing the sale of a febrifuge which he can make from the cinchona bark grown on his estate at Devasholah. He wants the Government to appoint a clerk at the head-quarters of every district and another at the head-quarters station of every taluk for the purpose of distributing the febrifuge and collecting the money realized by its sale, offering the services of these clerks to Government during such time as they are not engaged on his business. They are to be paid by him, and it is presumed that the cost of all the stationery and stamps they would consume would also be defrayed by him though, on this point, he is silent.

2. Admitting, in the first instance, that Mr. Money's febrifuge has all the merits claimed for it by him, there is no evidence that it is better than, or even as good as, the sulphate of quinine or other cinchona alkaloids supplied by Government to Local Fund Dispensaries, while its price Rs. 6 per ounce is greater than even sulphate of quinine, which is the most expensive of all, as will be seen from the marginally given table. Moreover, while the Board would be glad to see all legitimate encouragement given to any scheme for bringing cheap febrifuges within easy reach of the masses and thus benefiting both the grower and the consumer, the Board consider that it will not be legitimate to give to one individual planter a practical monopoly to the exclusion of all other planters and manufacturers. Moreover, it would be quite beneath the dignity of Government to accept the services of Mr. Money's clerks at odd times, and if the Government is to intervene at all in the matter it will be incumbent on them to see that the drug thrown into the market by its agency is of a continuously maintained standard of excellency.

3. The Board have no hesitation therefore in advising that Mr. Money's offer should be declined.

4. But the proposal opens up the question whether it is not desirable to afford increased facilities for the sale of reliable medicines in every village throughout the country, and Local Fund Boards might be asked whether it would not be practicable for them to keep one clerk at the head-quarters of the district whose sole duty it would be to supply every village with medicines, the headman of each village being required to nominate some person who, in consideration of his stock in trade being supplied in the first instance free of cost by the Local Fund Board, would engage, under the monegar's supervision, at will, to sell the medicines unadulterated and at the prices fixed by the Local Fund Board, such prices being arranged so as to give him a fair profit. A slight additional percentage might also be put on the cost price of all the medicines so as to recoup the Local Fund Board the cost of the clerk, of carriage and money-order fees.

5. The local vendors in each village could then recoup their stocks at will on payment by money order for what had been expended. The sales need not be restricted to any particular febrifuge or even to febrifuges alone, but might embrace any simple medicaments that the Local Fund Board, under advice of the medical profession

at Madras, might think it advisable to supply. Mr. Money in common with other planters would then find a machinery in existence by which he could readily reach the public, provided only he could satisfy the medical storekeeper or other Government expert at Madras that his drug was the cheapest and best for the market. In brief, the Government medical expert at Madras would buy in the open market, the Local Fund Boards would have the assurance that the best article was selected for them, and they would maintain the channels of distribution to the people.

6. Mr. Money's subsequent letter of 7th February, modifying in large measure his original proposals, calls for no reconsideration of the Board's suggestions.

(True Copies and Extract.)

(Signed) E. GIBSON,
Secretary.

To the Secretary to Government, Revenue Department,
with Mr. Money's letter, dated 7th February 1885, returned.

ORDER—dated 3rd March 1885, No. 265, Revenue.

Miscellaneous.

His Excellency the Governor in Council agrees generally with the opinion expressed by the Board of Revenue.

2. The Government fully appreciate the importance of encouraging attempts to place a cheap febrifuge at the disposal of the masses in this country; but the demand by Mr. Money for a practical monopoly of Government assistance in the matter, and the nature of the arrangements proposed which would excite a belief that the sales were forced by official influence, render his proposals unacceptable.

3. In his second letter, Mr. Money proposes to restrict his operations to a few selected districts, but explains that he expects to realize 6 rupees an ounce for the whole of the febrifuge supplied; at which rate it would be, as pointed out by the Board, as expensive as the best preparations from cinchona bark, and Mr. Money's profits would become so great as to entirely destroy the philanthropic character of the scheme. The absence of information or guarantee as to the nature and efficacy of the medicine—for, in the circumstances, extensive sale would prove nothing on these points—is also a grave objection.

4. Mr. Money will therefore be informed that the Government regret their inability to accept his proposals.

(True Extract.)

(Signed) H. E. STOKES,
Secretary to Government.

To the Board of Revenue.
„ J. W. B. Money, Esq.

Exd. W. H. French.

40 Copies.

Govt. of 1885 Madras.
REVENUE.

Issued

Recd.

Encl.

G.O., 3rd March 1885, No. 265.

MARCH.

Febrifuge.

Mr. Money informed that his proposals for sale of — cannot be accepted.

Note for the Secretary.

^{the} history of the ^{cinchona} enterprise will be found fully given in a note by June 1883 in a note by Mr. P. L. Danner printed at pages 2 to 8 of G.O. 5th April 1884 no 1064. See also memorandum in G.O. 28th August 1883 no 1052. ^{G.O.}

No. 12. 3. 66. No 617.

Local Sales of Cinchona.

The question of how to dispose of the cinchona bark from the Govt Plantations was first considered in 1865 and the Secretary of State then decided that the object should be to provide a cheap febrifuge for the population and to recoup the State for the original outlay and subsequent expenses with interest and that febrifuge should be manufactured near the plantations and the surplus bark ^{old} in London. ^{Mr. Brough}

A Quinologist was accordingly appointed in 1867 and he continued to manufacture a preparation of quinine — called amorphous quinine — until 1875, when, it having been found that the manufacture entailed loss on ^{any thing like} Govt. and did not secure the utmost available proportion of alkaloid, the manufacture was

About his time Messrs
 Dymes & Co of Madras
 obtained permission to
 purchase a small quantity
 of the Govt bark and on
 their applying for a further
 quantity, the Govt, perceiving
 that there was a local
 demand, directed it to
 be notified that they
 intended to offer in
 Madras 10,000 lbs. of their
 Cinchona bark for sale
 by auction, subject to
 certain upset prices - & in

The advertisement
 of the first sale under these
 orders attracted the Secy
 of State's attention and
 he called for information
 as to the conditions of sale
 and how the prices realized
 compared with those
 realizable in the London
 market. The information
 was supplied - and he
 was told that the object
 of this Govt was to create
 a local demand for bark
 which private growers
 might supply.

Subsequently ordered local sales
 P.O. 23rd Feb 1881 No 354.
~~18th Feb 1882 No 212~~
 5th Aug 1884 No 1136
 18th Feb 1882 No 212.

P.O. 20th April 1882 No 408.

+ In P.O. 23rd Jan 1883 No 294 M.S.

* The decentralization scheme came
 into force on 1st April 1882 and
 under it all receipts from "Minor
 Dept", including cinchona, fell
 to be credited to Prov. This fact
 however had not been taken
 into account in calculating the
 Land Revenue percentage to be
 assigned to the Local Govt, i.e.
 in making that calculation the
 Govt of India had overlooked
 the fact that the Madras Govt.
 had a right to the receipts from
 cinchona under this scheme.
 The state of affairs then was that
 all receipts from local sales
 were credited to Provincial and
 the decentralization scheme, while
 all receipts from home sales
 were credited to India and
 this Govt hesitated to claim
 them under the impression that
 if the claim were admitted
 the Land Revenue percentage
 would be correspondingly lowered.
 The claim was however suggested
 in para 3 of despatch to the
 Secy of State of 13th April 1883
 No 7. (G.O. 30th March 1883
 No 419) and meanwhile another
 local sale was ordered by G.O.
 28th August 83 No 1052. In
 despatch under G.O. 4th July 1884
 No 1492 the Secy of State recog-
 nized the claim, but inasmuch
 as for some time back the bark
 had not been sold but had been
 worked up at home on behalf
 of Govt the result was that the
 charges to be debited to Madras
 exceeded the receipts to be credited.
 This Govt then claimed the
 value of
 G.O. 21. 3. 84 No 406. the work
 up products and this claim has re-
 cently been admitted & despatched in G.O. 21st March 1885
 No 630. 7m.

No direct reply
 was received to this letter
 from the Govt, but in his despatch
 on Col Henderson's scheme
 for a local quinine manu-
 factory the Secretary of
 State said that he
 would defer his decision
 as to the best mode of
 disposal of the bark
 until Mr. Lawson, then
 recently appointed Director,
 had submitted his
 report. #

Mr. Lawson's report as
 well as Frimans was forward-
 ed to the Secretary of State
 with letter No. 19 of 3rd Oct
 1883, in para 3 of which
 this Govt recommended that
 the local sales might be
 continued, the bark not
 disposed of in this way being
 sent to London, pending
 decision of the question
 as to the ultimate disposal
 of the bark. This recommend-
 ation was accepted by the
 Secretary of State.

The Secretary of State
himself in a subsequent
despatch observed as
follows:

"It is worth your Excellency's
consideration whether so
long as the demand
for the bark in London
is so limited & the price
so low, it would not be
better to sell it in India
and thus save freight
and insurance." +

The Govt agreed
with the Secretary of State
and directed some further
local sales to be held.

Again when the
Secretary of State proposed
that in consequence of the
large stock of alkaloids
on hand, the bark sent
to London shd be sold
in the market instead
of being manufactured
into alkaloids, this Govt
accepted the proposal
but added that they were
in favor of local manu-
facture by private

+ Para 4 of despatch in
G.O. 10th May 1884 No 823

Do

Letter d/5/4/84 No 470.

Para 3 of despatch in
G.O. 20. 10. 84 No 1157.

agency and that pending
the attainment of that
end, it was desirable
to continue local sales
in order to stimulate the
local demand for bark.

The Secretary of
State also in passing
orders on the question of
the concessions to be
granted to certain private
Gentlemen to enable them
to establish Quinine
manufactories on the
hills, remarked that
no concession on the part
of Govt was needed so
far as concerned the supply
of bark from the Govt
Plantations, "as, under
the new arrangements,
local sales will be
periodically held, at
which persons interested
can procure such a
stock of bark as they
may require."

In his despatch
of 18th Dec. last no. 41.
(para. 3) the Secretary
of State observed that
"the policy of selling Cinchona
in Madras, instead of
shipping it to the home
market, has been attended
with success."

The objections to the
Govt selling their bark in
the market & thus competing
with private enterprise
were met by the Cinchona
Committee of 1878 and
their remarks are summari-
zed in Mr. Danvers' memo-
randum printed at p. 2.
of G.O. 25th Oct. 1880 no. 1395.

The present position
seems to be this - that
the claim of the
Madras Provincial
Govt to receive the
whole of the ^{net} profits
of the cinchona
plantations, whether
realized in London

* In G.O. 14th Jan'y 1885 no. 62.

or in Madras has been
recognized. also that
their claim to receive
the value of the produce
of their plantations
supplied to other Govts
has similarly been
recognized. The Govts
are thus free to consider
where ^{they} can best
dispose of their bark,
secure of ultimately re-
ceiving their dues whatever
course is adopted. It
is, however, obvious that
receipts are much more
certain and speedily
realized by the system
of local sales in Madras
and the system has the
further advantages of
avoiding the risk and uncertainty
of change for freight, broker's
fees &c. and of
not eliciting the constant
protests which attend
the system of sale in
London. Its only drawback
is the want of publicity
and consequently of
competition. Were larger
lots of intended sales
given and were sales more
regularly held, this draw-
back would doubtless
disappear.

G.W.
23/11

Local Sales of Cinchona Bark

note

19

See regarding selling
Cinchona by tender.
Note for orders received.
07/1883.
14/3.

up to 1881

Sales first began in England
in 1871.

Manufacture of alkaloids

began out here 1880.

First sales here in 1882 (Jan.)

Sales in England discontinued
in 1884.

In 1885 Eng. State on

Order of Jenkins & Phillips

suggested resuming sales

in England. This after

consideration regulated

by the Govt.

In 1885 Govt. sold 50 bales

Cinchona to the Govt. as

a special case.

In 1885. 83 bales of bark

left on hand at the auction

and disposed of privately

A Summary of the Correspondence relating to the disposal of Cinchona bark the product of the Govt Cinchona Plantations on the Hilgiris will be found in a memorandum by Mr Danvers printed in G.O. 5th April 1884 No 469.

It will be seen therefrom that formerly the bark raised from the plantations was sent home for sale but in after years it ceased to be offered for sale and was ~~not~~ manufactured on Govt account, as a tentative measure.

In 1881 this Govt with a view to develop a local demand for the bark introduced a system of local sales, without

interfering with the experiments
carried on in England. The
first of these sales was held
in January 1882 and similar
ones were held subsequently,
the results of which were generally
satisfactory.

In October 1883, the
Govt, in submitting to the
Secretary of State proposals
regarding the best method of
utilizing the produce of the
Cinchona Plantations, expressed
their intention to continue the
system of local sales and to
send to England the bark
not so disposed of, pending
final decision of the Secretary
of State as to its ultimate
disposal. This plan was approved
of by the Secretary of State
in his despatch dated 14th
February 1884 No 10. In a
subsequent despatch

through Messrs. Messrs. Co.
Kenderson name was stated
in the correspondence.

G.O. 26.9.83 No 1189

G.O. 21.3.84 No 40

" pending final decision of
the question of local manufacture

addressed to the Govt of India
he communicated his decision
to revert to the former system
of sale & by auction of the
barks consigned to the
India office. This was accepted
by this Govt. in a letter to
the Govt of India dated 5th April
1884 No 470. About the
same time the results of the
sale of 306 bales of bark in
England were communicated
by the Secretary of State, which
showed that the net amount
realized after deducting
the charges fell below the
average cost of production.
In view of this fact and of
the then limited demand
for bark in the home market,
it was suggested to this
Govt that the barks might
henceforward be sold in
India. This suggestion was

accepted & accordingly 3 local
sales were ordered at Madras.

G.O. 10.5.84 No 623.

Early in 1885 the Secretary
of State forwarded for the information
of this Govt a letter from Messrs.

J. & P. Phillips

Jenkins & Phillips drawing
attention to an improvement in
the prices for Cinchona bark in
London and ~~then~~ suggesting the
desirability of sending the
Madras barks again for
sale at home. The question
was then fully considered by
this Govt who resolved ~~upon~~
were of opinion that their
interests did not materially
suffer by the sale of bark
locally in Madras and accordingly
resolved upon a continuance
of the existing system which
tends to impart a wholesome
stimulus to local trade ~~Some~~
~~proposals met with the approval~~
of And in order to put
that system on a sounder

G.O. 12.5.85 No 529.

footing they proposed $\frac{1}{6}$
hold auction sales at fixed
dates, and to guarantee to
offer for sale a fixed minimum
quantity and to advertise these
sales in England & in India.
These proposals met with the
approval of the Secretary
of State and were brought into
force from Sept 1885. Four
sales were held at the fixed
dates in that year and likewise
also in the following year.
Besides these three sales
were held in the months
of January, February and March
1886 and another has been
sanctioned for the 28th inst
more. The result of these
sales has been generally
satisfactory compared
with the prices ruling

in the London market.

During these years
the books were sold at
Madras on the auction system
of ^{it was} ~~and~~ only in a very few
cases that sale of book was
effected by private arrangement.
It will be seen that from
the beginning Govt were
not in favor of any other arrange-
ment but that of a
public auction sale.

Mr David Hooper was
appointed Govt Quinologist
in 1884 and since his arrival
in this country Mr Hooper
has been chiefly engaged
in the preparation of a cheap
^{felix} ~~the~~ cinchona liquid extract.
About 1000 lbs were already
manufactured and most of
it has been tried with
success by the Medical Dept.
Arrangements are being

made for the preparation
of a large quantity during
the current year.

8.0.26.7.80 No 879

29.7.86 No 638.

Journal of Management Education

~~Mr. H. C. Jones~~

This may be helped.
 But the Gov considers it
 unnecessary to further help
 the subject of handling
 as we feel there will
 be no sale. 8/21/4

27 January 1885-27

From
N. B. Money Esq^r
To
H. E. Stokes Esq^r
Revenue Secretary to Government.

Sir,

At the audience with which His Excellency the Governor favoured me on 20th Instant, I was directed to submit my proposals to Government through you, and was informed that there was no objection to my selling Febrifuge to the people in the Madras Presidency through the Monegar of each village, with whom I might make private arrangements by the ordinary commercial means.

To this there are two insuperable objections. First I am not a shopkeeper but a gentleman farmer. I have neither the knowledge or the inclination to send commercial travellers trotting to 25000 Monegars

And I am convinced that any such effort would be useless. Each Monegar would at once ask himself whether Government, having Chirichona plantations of its own, would approve of his buying Tebifuge from an unofficial outsider. He would reason, as all natives do, that if Government approved an official intimation to that effect would have been sent to him; that no such intimation having been received it was a case of "Kookum neh" or "No order," the native equivalent for a thing not being approved or allowed.

I am able and willing to save at least
300,000 lives a year.

0,000 lives a year in the Madras Presidency alone, but I must decline even to attempt to do so unless Government enables me to get at the people by direct approval & support through their local officials.

What I ask is that Government will direct every Collector & Tahsildar in the Presidency to appoint an extra clerk in his office at Rs 15/- per month, whose salary I will pay, such clerk to be employed first in the work connected with the sale of Febrifuge, the rest of his time to be available for the general purposes of the Office.

I have just taken from my Chinchana Gardens a crop of 60,000 lbs of dry bark, which will give about 50,000 ounces of Febrifuge powder, which I am willing to devote for a price to the people of the Madras Presidency.

I would supply every Monegar with one ounce of Febrifuge to be sold to his people by the dose of four grains for one anna per dose. There are 109 four grain doses in the ounce, which would give the Monegar 109 Annas or Rs 6/13/-. When the Monegar wants a second ounce he will have to pay for the first ounce 6 Rupees thus leaving him 13 Annas for his profit.

Thus I should virtually devote half my crop to the people for nothing, only being paid for it when the success of the Febrifuge renders the Village demand for it sufficient to induce the Monegar to ask for a second ounce.

I would appoint a Head Office in Madras which would send to the Febrifuge Clerk at each Collectorate two ounces for every Monegar

every Monegar in the Collectorate. The Febrifuge Clerk at the Collectorate would send to the Febrifuge Clerk at each Tahsildaree one ounce for each Monegar in the Talook, keeping the other ounce in stock at the Collectorate.

The Febrifuge Clerk at the Tahsildaree would distribute his ounce to each Monegar with instructions for its sale in four grain doses, or as much as can be piled on an eight anna silver piece, at one anna the dose.

The Febrifuge clerk at each Tahsildaree would carry on all correspondence with the Monegars on the subject, & would receive from each Monegar the application for a second ounce with six rupees in payment of the first ounce.

To avoid interfering with the Tahsildaree Treasury the Febrifuge clerk then would daily send all the money he received from the Monegars by P.O. Money Order to the Febrifuge Clerk at the Collectorate, who would send him back a second ounce out of his local stock for each 6 Rupees received.

The Febrifuge clerk at the Collectorate would daily take out from the Collector's treasury an order on Madras for the amount so received, & forward it to the Head Office in Madras, which would send him a fresh ounce of Febrifuge for every six Rupees so received, so as to keep the local stock in the Collectorate at the full.

It seems that in the Madras Presidency there are about 25,000 Monegars; but if Government approves of this scheme they will of course supply me with the correct number. After the first gratuitous distribution of
25000 ounces

5000 ounces to these 25000 Monegars, the whole scheme would work, from the Monegar down to the Head Office, no one being able to get a second ounce without first paying for the first ounce, & so on in future.

The whole risk would be mine. Neither would Government risk anything nor would any Monegar pay anything till he asked for a second ounce. If the villagers who bought doses found it did not cure them, this news would at once spread through the village, the villagers would not come to the Monegar for more, he would not ask for a second ounce, & would thus never have to pay for the first ounce.

Now the other hand every fever stricken wretch in the village was cured for 2 or 3 Annas, the rest would all come clamouring for it as fast as they got fever, & then alone would the Monegar have to apply for a second ounce & pay for his first ounce.

I am ready to run this risk, because I know that the curative properties of the Febrifuge that I shall supply, if taken unadulterated in four grain doses, are almost magical in their effect upon the Indian labouring population. A miserable shivering atomy comes up for his dose & gets it. Next morning he appears much better, gets another dose, & about midday you see him going off to his work, strong & in good spirits, & his face appears no more at the morning distribution. In some few cases he requires a third dose before being cured, but almost without exception that is sufficient.

A circular in the local vernacular would be sent to

would be sent to each Monegar, explaining to him that the success depended on his giving it unadulterated & in proper quantity, & that he would make much more by doing so. By cheating he might make two or three rupees an ounce but by giving it pure he would sell ten ounces for one and make thirteen Anna on each.

I do not pretend to do this from philanthropy. As a gentleman farmer "Je fais valoir mes terres" as best I can.

At the present low prices the sale of my bark in open market to the Quinine Manufacturers would give but little profit. But it involves neither preliminary expense nor personal trouble. This scheme would, I expect, give me a larger profit, but it involves a heavy preliminary outlay & much personal trouble & attention.

I am willing to incur that outlay & take that trouble, but only on conditions which I see will secure me the extra profit as well as do good.

But it is of course only on the ground of the immense public benefit, & the large saving of life, that I appeal to Government to render the scheme feasible by its assistance.

Since the Government twenty years ago took such pains & incurred such heavy expense to introduce Chinchona Cultivation into India, to supply the fever stricken millions with cheap Febrifuge within the reach of all, it is only natural, now that the Cultivation has reached the stage which offers cheap Febrifuge within the reach of all, that Government should complete the original intention by openly facilitating its being placed

its being placed within the reach of all.

As the oldest & largest private Chinchona planter on the Neilgherries, my gardens are the first which have reached that stage, & I am certainly the first to propose devoting my crop to the welfare of the people of Madras. For those reasons I submit that I am first & most entitled to such Government support as is indispensable to place cheap Febrifuge within the reach of all.

His Excellency asked what was to be said to any other Chinchona Planter, who complained of the Government help given to Mr Money & asked for the same for himself. I would submit that the answer arises from the above circumstances. He might fairly & impartially be told that such help was given to Mr Money because his gardens were the first that had reached the stage enabling him to put Cheap Febrifuge within the reach of all, & was the first to offer to devote his Crop to the public good in Madras. That giving Mr Money such help, which was indispensable for the first distribution of Cheap Febrifuge over the whole of the Madras Presidency, was only the complement by Government of the large & wise policy of the Home Government in introducing Chinchona Cultivation into India.

That in this scheme Mr Money infringed on no existing market, nor in any way curtailed the existing demand for the Complaining Planter's Bark. But that he thus created a new market for his own Bark, which gives the Inventor the privilege at least of priority. That Mr Money had no monopoly, & that it was open to all the Complaining Planters as to all

Planters as to all others, to sell to the Money or to any of the shopkeepers in any village. That though Government help was indispensable for the first introduction of Cheap Febrifuge through the whole country, yet that when Febrifuge had been for some time dealt in, it would probably become a common article of traffic, & if it was worth the Complaining Planter's while to undersell Mr Money, Government would raise no obstacle to his putting equally good Febrifuge within the reach of all at a cheaper rate than Mr Money was supplying it at.

Though the profit under this scheme will be larger than by selling bark at the present low rates to the Quinine Manufacturers, I expect this extra profit will only be for a year or two. By that time the price of bark will have again risen so as to make such sale of Bark nearly if not quite as profitable as this mode of disposing of it. Still if the Government will help me I shall feel myself bound to carry on this system, & may possibly have to employ most of the profits of the next one or two years to meet the losses to be incurred if the price of bark again rises to a level approaching that of late years. In return for the Government support which I ask I will undertake not to raise the price above one anna a dose, unless the price of bark rises so far as to enable me to show Government that I can only continue selling it for that price at a loss.

His Excellency suggested that I should first of all try in one or two of the most feverish talooks instead of beginning with the whole

at the whole of the Madras Presidency.

But I have to consider "ways & means".

By selling to the manufacturers directly the Crop arrives at home, though the profit may be small, means are provided for this year's expense of the gardens & for the production of the next crop. If I convert it into Febrifuge for the people of Madras those means will at least be deferred to the end of the year, & I shall have to provide this year's expenses abundantly.

Then the extra expenses of doing it for one or two Collectorates would be nearly as great as doing it for the whole Presidency. The cost of sending the Bark from England to Italy to be made into Febrifuge, the cost of sending the Febrifuge to Madras, the cost of establishing a Head Office in Madras, would have to be incurred in either case. The profit on the small sale of Febrifuge in only two Collectorates would not pay these expenses, while the profit on the sale of the Febrifuge over the whole Presidency probably would do so. Then again there is the Crop of 60,000 lbs ready to be made into 50,000 ounces of Febrifuge, far beyond the possible requirements of two Collectorates, but enough to make at least a beginning for the whole Presidency with two ounces for each Monegar.

If the demand for this year exceeds that rate, of which I shall have due notice weekly by the demands for second ounces, I shall have to buy other bark to make into Febrifuge for the extra consumption.

If the demand only equals two ounces per monegar

ounces per monegar per annum, my 5th next autumn crop will come in to supply febrifuge for next year. For these reasons & because there is no reason to try the efficacy of the Febrifuge, the doing it in one or two Collectorates only would be very unadvisable.

The whole success will of course depend on the efficacy of the Febrifuge. If it does not cure there will be no demand beyond the first ounce, & I shall have given half my crop for nothing. Things will then revert to their present conditions, except that Government will meanwhile have had the advantage of the services of an extra clerk in each office at my expense.

The sacrifice of half my crop & all these expenses will be my loss & mine only.

The Government will incur no risk, no expense, no liability, or responsibility.

They have but to agree that, when the Febrifuge arrives in Madras, an extra clerk shall be appointed at my expense in each Collectorate & Tahsildaree, & the great work of humanity will have been completed & cheap Febrifuge placed within the reach of all.

I have the Honor to be

Sir

Your most obedient humble servant

J. H. B. Gurney

REVENUE (1885) DEPARTMENT.

No. 6

From J. W. B. Money Esq.
Madras.

Dated 27/1/85
Recd. 28/1/85

No.

SUBJECT.

Submitting proposals for the supply of febrifuge for the Madras Presidency.

Recd: G.O. No. 553.

The Secy requests the opinion of the Board of Revenue as to Mr. Money's proposals.
2. The Board will observe that an early answer is of special importance.

H.C.

3-2-85

To The Board of Revenue.
Des-6. 2-85

Place des
des instructions
m. de.

Devah Shola
Nailgories
7th February 1885

139

BOARD'S GOVERNMENT

From J. W. B. Money Esq.
To H. C. Stokes Esq.
Rev. Secy to the Madras Government

Sir,
In continuation of my letter to you of the 27th ult. I have been shown that the words of that letter bear a construction which I did not intend, and against which therefore I must guard.

I do not intend, nor can Government wish it, to make a present to each Monegar of his first ounce of febrifuge, so that, when he has sold it, he may with impunity apply the proceeds to his own use by the simple process of not applying for a second ounce.

In saying that if he did not sell the first ounce he would not apply for a second and would not have to pay for the first, I should have added "on condition of returning the first ounce."

If Government accede to my proposal before the end of March, the febrifuge will be in the hands of the Monegar before the end of June. I would propose that, at the end of November each Tahsil-dar should apply to each of his Monegars, who had not meanwhile applied for his second ounce & paid for his first, to account for his first ounce. If he had sold it, to pay for it and apply for a second; if he had not sold it, to return it; if he had sold part,

2-28-1-85
2-2-2-85

Sold part, to pay for what he had sold
And return the remainder.

There is another point on which
I would wish to modify my letter of 27th ult.

I confess that all my calculations
were based on the supposition that, when
the Febrifuge was placed in each village
and was proved to be a speedy and cer-
-tain cure, then even the poorest cooly
would beg, borrow, or steal a couple of
Annas with which to get cured when
suffering from fever.

But Mr. Louis J. Creed, my assis-
-tant has consulted natives and others,
competent to pronounce on this point,
and all agree that even the ordinary vil-
-lagers will not lay out even two or three
Annas to buy Febrifuge. That the fatalism
of the Mussulmans, the apathy of the Hindoos,
the fact that it has never yet been done, &
the objection of their families, will combine to
prevent them.

All admit that if the Febrifuge
was offered them gratuitously they would
gladly accept it, but that if they have to
pay for it even so small a price, they will
not do so. Their ordinary remedy for fever
is to starve themselves to which their fami-
-lies make no objection, but if the question
is as to spending even a few Annas of
the family money great family opposition
will be made.

To the objection that the Villagers do
spend money at the Arrack shops in the
purchase of spirits, the answer is, that a
man does this unknown to his family for
a personal gratification, but that the above
considerations will prevent his doing the
same for the purchase of Febrifuge.

This new & unexpected possibility,
which the weight of native opinion renders
at least a probability, would upset all
the calculations on which my proposal
is based. W

Notwithstanding the objections to
a partial application set forth in my
letter of 27th ult., I would therefore prefer,
till this question is settled by experience,
beginning with only a couple of Collector-
-ates.

I would ask to be allowed, if
the Government agree to this, to choose my
own Collectorates; as besides the feverishness
of the place, the cost of sending Febrifuge
there & the number of extra clerks whose
salaries I should have to pay would have to
be considered in the selection of the Collector-
-ates.

The numbers of respectable natives,
who might be expected to be above these
objections to spending, would also be an
element in deciding the question whether,
when cheap Febrifuge is placed at their
doors, natives will or will not buy it.

If by the experience of the last six
months of 1885 it was found that the
ordinary villagers preferred suffering from
fever & even dying of it to spending a few
Annas to be cured, the experiment would
come to an end. Matters would then
revert to their present condition, & I should
apply my 1885 Crop to its old purpose of
being sold to the manufacturers.

As this partial application would
only employ a part of my present 1884
crop, I should probably have to make other
arrangements

arrangements in Europe than what I
proposed in contemplating the employ-
-ment of the whole crop.

As soon as I had selected the
Collectorates, I should require to be fur-
-nished with the exact number of Tah-
-sildars in each Collectorate, & with the
exact number of the Monegars in each
of their Taluqs, so that I might know
the exact number of ounces I should
have to provide.

In that case also, I would pro-
-vide three ounces per Monegar, instead
of two, one in the Monegar's hands for sale,
one in stock at the Collectorate, & one in
stock at the head office in Madras with
which to refill the Collectorate stock, in
case it should be found that the Mone-
-gars did succeed in selling their first
ounce quickly.

I beg that these modifications
may be taken as part of my proposal to
Government and considered together
with my letter of 27th ult.

I have the Honor to be

Sir

Your most obedient humble servant

L. H. B. Moore

R. S. 1857/58

No. 908.

From

J. W. B. Money Esq.
Nilgiris

Dated

Recd.

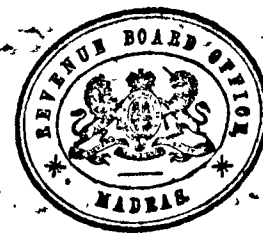
7th Feb. /85.

No. —

SUBJECT.

Submitting proposals
in modification of those
already made in regard to
the sale of his Chinchona
febrifuge in the villages.

Mis. No: 724.

Referred to the Board of
Revenue in combination
of mis. No: 552, dated
30 Feb. 1885, for early reply
by Mr. Money.
11/2/85.

Proceedings of the Board of Revenue.

Dated 21st February 1885.

No. 1668.

READ

G. O. Revenue Department, dated 3rd February
1885, no. 552.Read also Endorsement of the Secretary to
Government R.D. dated 11th February 1885,
no. 724 mis, and letter from J. W. B. Money Esq.
Nilgiris dated 7th February 1885.Resolution:—

The Board observes that Mr. Money
practically wishes Government to lend
him the weight of their authority in
pushing the sale of a febrifuge which
he can make from the Chinchona bark
grown on his estate at Devasholah. He
wants the Government to appoint a clerk
at the Head Quarters of every district
and another at the Head Quarters station
of every taluk for the purpose of dis-
tributing the febrifuge and collecting
the money realized by its sale, offering
the services of these clerks to Government
during such time as they are not en-
gaged on his business. They are to be
paid by him, and it is presumed
that

that the cost of all the stationery and stamps they would consume would also be defrayed by him, though, on this point, he is silent.

2. Admitting in the first instance that Mr. Money's febrifuge has all the merits claimed for it by him, there is no evidence that it is better than or even as good as, the sulphate of quinine or other chinchona alkaloids supplied by Government to Local Fund Dispensaries, while its price Rs 6 per ounce is greater than even sulphate of quinine which is the most expensive of all - as will be seen from the marginally given

Chinchona Febrifuge	Rs 17 - 1 1/2	per 100 table. Moreover, while
(Darjeeling)		
Cinchonin sulphate	6 - 1/2	glad to see all
Cinchonidin sulphate	19 - 1 1/2	legitimate encourage-
Cinchonine alkaloid	6 - 1/2	ment given to any
Quinidin sulphate	40 - 3 1/3	scheme for bringing
Quinine sulphate	68 - 5 1/3	cheap febrifuges

within easy reach of the masses and thus benefitting both the grower and the consumer, the Board consider that it will not be legitimate to give to one individual planter a practical monopoly to the exclusion of all other planters and manufacturers. Moreover, it would be quite beneath the dignity of Government to accept the services of Mr. Money's clerks at odd times and if the Government

14
is to intervene at all in the matter, it will be incumbent on them to see that the drug thrown into the market by its agency is of a continuously maintained standard of excellence.

3. The Board have no hesitation therefore in advising that Mr. Money's offer should be declined.

4. But the proposal opens up the question whether it is not desirable to afford increased facilities for the sale of reliable medicines in every village throughout the country and local Fund Boards might be asked whether it would not be practicable for them to keep one clerk at the Head Quarters of the District whose sole duty it would be to supply every village with medicines, the Head man of each village being required to nominate some person who in consideration of his stock in trade being supplied in the first instance free of cost by the Local Fund Board, would engage, under the manager's supervision, at will, to sell the medicines unadulterated and at the prices fixed by the Local Fund Board, such prices being arranged so as to give him a fair profit. A slight additional percentage

percentages might also be put on the
cost price of all the medicines so as to
recomp the Local Fund Board the
cost of the Clerk, of carriage and
money order fees.

The local vendors in each village
could then recomp their stocks at will
on payment by money order for what
had been expended. The sales need
not be restricted to any particular
febrifuge or even to febrifuges alone,
but might embrace any simple medica-
ments that the Local Fund Board
under advice of the medical profession
at Madras, might think it advisable
to supply. Mr Money is common with
other planters would then find a
machinery in existence by which he
could readily reach the public pro-
vided only he could satisfy the
medical storekeeper or other Government
expert at Madras, that his drug was
the cheapest and best for the market.
In brief, the Government medical
expert at Madras would buy in the
open market, the Local Fund Board
would have the assurance that the
best article was selected for them,
and

and they would maintain the channel
of distribution to the people. \$49
6. Mr Money's subsequent letter
of 7: February modifying in large
measure his original proposals, calls
for no reconsideration of the Board's
suggestions.

(True Extract)
Secretary

To,

The Secretary to Govt R.D.
with Mr Money's letter dated 7: Feb'y '85.
returned

100
C.R.

Revenue Department

1885.

Board of Revenue,

MADRAS.

No 125

To

✓ E

The Secretary to Govt.

Revenue Department

Revenue Department

Proceedings, dated 21st February 1885,
No. 1668

Subject.

Submitting report called
for by Govt. on Mr Money's
proposals for the supply of
febrifuge in villages in the
Presidency.

Orders:—

Submitted that Mr. Money
should be told at once that the
Govt. will not accept his scheme.
The fact, explained in his second
letter, that he is to charge 6 Rs. per
ounce all round shows that he
wants to become an enormous
profit & deprives him of all claim
to assistance. The consideration
of the Board's scheme for local
fund medicines vendors belongs
to the Financial Dept.
H.C.

24/2

but let the
letter be ^{now} easily worded
& with ^{first} care as it is as likely as not that
it may see the light. Let the matter be
put as to leave the advantage clearly with
Mr. Money's complete charge of food is
important.

C. 24-2-85
P. 28-2-85
L. 2-2-85

23/2

5

609 3 March/85
No 265

NOTE FOR THE SECRETARY.

53

For order as to whether
a printed copy of this
order which contains the
Bd's Prop in extenso should
be sent to Mr. Money,
to whom a manuscript
copy of the order alone
has already been sent.

11/3

W. B. ...
order for ...

Forwards:—

Submitted that Mr.
Shaw be told at once
that will not accept the

now
Letter to Council
& with ^{first} clause as
it may see the
part as to
C. 24-285
R. 28-2-85
A. 2-3-85 W. Mr. Money
info

55
My dear Stokes.
The Governor directed me
— as you are unwell — to
be present at an interview
he granted to Mr Money
who wants to ask him
in distributing Cinchona
preparations among the people
The upshot was that Mr
Money is to write to you on the
subject & is to have a copy
of letter N° 2476 of 18-11-84

Orders:—

Submitted that the

with you kindly using the
necessary order. Enclose
the file to show what this
is all about.

I hope you are better today
Sincerely yours
Franklin D. Roosevelt

20/1/85

Letter to Churchill
+ with ^{first} class as
it may see the

C. 24-2-85
P. 25-2-85
L. 2-3-85 W. Mr. Roosevelt
myself

Febrifuge, he will have to send it
bodily into Italy for that purpose,
& order the Febrifuge to be sent
to Madras.

Before I can decide what
is to be done with it I must have
the decision of Government on
my proposal, & the sooner I know
that, after the Bark's arrival in
England, the sooner if they accept it
will the Febrifuge arrive in Madras
for distribution.

I have the Honor to be

Sir,

Your obedient humble servant

J. W. B. Morrey

FOR ORDERS.

to adulterate the currency.

Order an inquiry whether Mr. Money's scheme should be encouraged. Besides the

objection that the scheme would be giving him a monopoly of Govt aid, there is no doubt that the sale would be practically forced ones. The ministers

would think that there was an order of Govt that the staff should be sold. Govt should also have some assurance as to the nature of aid and position of the fabricator. As to this Mr. Money says nothing.

M.S.

By the means of the Board of Revenue which it must; but from a very early answer.

I cannot imagine how the monopoly difficulty is to be put over - if there were no other.

I could understand helping Mr. Money to try an experiment in the frontier parts of a single district.

I think with Mr. Money in front we should be embarking on a sea of troubles if we said 'f' to

his

at 265 of 3.3.85.
Read again at 11.55 on 24/2/85
3+11 Feb 1885 and C. 1257

H.E. the C. in C. appears generally with the opinion expressed by the Board of Revenue.

2. The Govt. fully appreciate the importance of encouraging attempts to place a cheap fabricator at the disposal of the masses in this country; but the demand by Mr. Money for a practical monopoly of Govt assistance in the matter, and the nature of the ^{arrangement} ~~arrangement~~ proposed which would excite a belief

CCC
28/2
MSD March 2/85

that the sales were forced
by official influence,
under his proposals un-
acceptable.

W. Money

3. In his second letter, ~~he~~
proposes to restrict his op-
erations to a few selected
districts, but explains
that he expects to realize
6Rs an ounce for the dose
of the febrifuge supplied;
at which rate it would
be, as pointed out by the
Board, as expensive as
the best preparations from
cinchona bark, and Mr.
Money's profits would be
so great as to entirely

destroy the philanthropic
character of the scheme.

~~For~~ might perhaps help
to ~~disturb~~ make known
a cheap febrifuge to the
people, but have no induc-
ment to aid in distributing
an extravagantly dear one.
The absence of information
or guarantee ^{as to} the nature
or efficacy of the medicine
— from the circumstances
extensive sale would prove
nothing on their merits —
and also from objections.

4. Mr. Money will therefore
be informed that the
factor inability
for most decided to

19

Print

accept his proposals.

Let me see what he

has to say for himself.

W.L.

1881

To the Board of Revenue
Dec. 5. 3. 85
J. W. B. Money Esq.

not
made
show

40
14

Let me see what he

has to say for himself.

Let me see what he

2.27.2.85
2.3.3.85
2.2.2.85

Do stamp a proposal.