M.R.O. 1—77,006—8-6-37.

(1) Number of pages 82

(2) Date of repair 26-8-38

(3) Initials of the Referencer

MADRAS RECORD OFFICE.

Government of Madras.

Revenue DEPARTMENT.

G.O. No.	638	Press / Mis.
Dated	29-7- 1886.	

Not to be folded or roughly handled

SN 26/8/38

GOVERNMENT OF MADRAS.

REVENUE DEPARTMENT.

READ—the following letter from M. A. LAWSON, Esq., Government Botanist and Director of Cinchona Plantations, Nílgiris, to the Secretary to Government, Revenue Department, dated Ootacamund, 3rd May 1886, No. 11 :—

I have the honor to enclose a copy of a letter received by me from Messrs. Oakes and Co., Madras, containing an offer to buy ten tons (about 230 bales) of cinchona bark, at 3 annas 9 pies per unit of sulphate of quinine.

2. I consider the terms favorable, and am of opinion that it would be convenient to accept the offer.

ENCLOSURE.

Letter from Messrs. OAKES AND Co., Madras, to the Director of Government Cinchona Plantations, Nílgiris, dated Madras, 30th April 1886.

We have the honor to confirm the following telegram despatched by us to you this day :—"We have received offer of 3 annas 9 pies per unit quinine sulphate for ten tons ; Government bark crown preferred. Please wire if accepted ;" and we await your reply.

2. The firm that has made us the offer wishes to receive a list of the barks that Government has now on hand, and a copy of the analyses of the Government Quinologist, together with 8 oz. samples of each kind. If this can be done, we shall be happy to receive particulars and samples for transmission to the firm.

READ—the following official memorandum from J. F. PRICE, Esq., Acting Secretary to Government, Revenue Department, dated Ootacamund, 5th May 1886, No. 132 :—

With reference to the accompanying statement showing the average price per unit of quinine obtained at the auction sales of cinchona bark since September last, the Director, Government Cinchona Plantations, is requested to explain why he considers that the terms offered by Messrs. Oakes and Co., in their letter dated 30th April 1886, are favorable. He is also requested to state the amount of red and crown barks now in stock.

To the Government Botanist and Director of Cinchona Plantations,
with statement to be returned.

READ—the following letter from M. A. LAWSON, Esq., Government Botanist and Director of Cinchona Plantations, to the Secretary to Government, Revenue Department, dated Ootacamund, 13th May 1886, No. 12 :—

With reference to official memorandum No. 132, dated the 5th May 1886, Revenue, I have the honor to inform you that Messrs. Oakes and Co's. offer of 3 annas 9 pies per unit, gives 5·62*d* per unit of quinine at par, and 4·21*d* per unit, if due allowance is made for the exchange at 25 per cent.

2. This compares favorably with the last London quotation that I have received, viz., 5·25*d* (equal to annas 3·5 at par), which, if allowance be made for charges such as insurance, freight, &c., is a fair offer.

3. The unit of quinine obtained at the recent sales cannot be too much relied on, as, owing to the very fluctuating state of the market, the bark sold at Madras at a dearer rate than what it would have done in England at the same time.

4. The list of red and crown barks will follow.

READ—the following letter from M. A. LAWSON, Esq., Government Botanist and Director of Cinchona Plantations, Nilgiris, to the Secretary to Government, Revenue Department, dated Ootacamund, 18th May 1886, No. 13 :—

In continuation of paragraph 3 of my letter No. 12, dated the 13th May 1886, I have the honor to forward the list of crown and red barks now in store.

STATEMENT showing the number of bales of Cinchona bark in store on the Government Cinchona Plantations, Nilgiris.

Description of Bark.	Dodabetta.	Naduvatam.	Pykara.	Total.
Natural crown	114	...	4	118
Mossed do.	57	1	...	58
Renewed do.	156	...	6	162
Branch do.	20	...	...	20
Natural red	...	166	32	198
Mossed do.	...	26	10	36
Renewed do.	...	135	75	210
Branch do.	...	150	55	205
Root do.	...	62	10	72
Natural Pubescens	...	9	...	9
Total ...	347	549	192	1,088

OOTACAMUND,
18*th May* 1886.

(Signed) M. A. LAWSON,
Govt. Botanist and Director.

READ—the following letter from M. A. LAWSON, Esq., Government Botanist and Director of Cinchona Plantations, Nilgiris, to the Secretary to Government, Revenue Department, dated Ootacamund, 5th July 1886, No. 26 :—

I have the honor to forward herewith a copy of a letter from Messrs. Eales and Co., Merchants in Madras, asking if Government would be willing to sell some of their cinchona bark to them direct.

2. Their object in wishing to buy direct, instead of at the auction sales, is, that they are in immediate communication with the manufacturers of cinchona alkaloids in Europe and America, and that it would suit them better to purchase the bark whenever the manufacturers require it instead of only at certain specified dates.

3. Dealing as they do directly with the manufacturers they assert that they can afford to give a higher price for the bark than those who buy in one market to sell in another (*vide* their letter).

4. I think Government would do well to entertain Messrs. Eales and Co.'s proposal, and sell a certain amount of their surplus stock of bark, if advantageous terms can be arranged with them. Our present stock amounts to 125,089 lb. as detailed below :—

Crown barks	37,174
Red do.	86,475
Pubescens	1,440
Total ...	125,089

There will also be taken during the present year about 100,000 lb.; the quantity to be offered for sale in Madras is 70,000 lb., leaving a balance of lb. 155,089, and I propose therefore that Government should dispose of 100,000 lb. to Messrs. Eales and Co. or any other person by private arrangement.

ENCLOSUR

Letter from Messrs. EALES and Co., to the Dir Government Cinchona Plantations, dated Madras, 17th 886.

We have the honor to confirm our respects of nstant, and received yesterday your telegram reading: "Government disposed to acce equire preliminary arrangements; particulars will follow on Monday;" and are glad therefrom that Government is dis- posed to accept our offer. Regarding the prelim arrangements required, we now await your letter giving details.

2. We feel grateful to think that we are likely able to create a further development in the cinchona bark trade, and we beg again to assu e) a that it is our firm belief that after our friends once see their offers receive due consideration by Government, that the large and wealthy manufacturers will more readily turn their attentio n to the purchase of barks from the pro- ducers rather than, as hitherto, cover the bulk of th equirements in the London market.

3. As our Mr. Eales explained to you, charges freight, landing, sale and commission in London are factors which considerably enhanc as selling price at home, and buyers in London are compelled, in consequence, to pay at lea a share, if not the whole of these, besides a buying commission and brokerage. It is theref perfectly patent that in purchasing in Madras, much of the intermediate charges is sav nd manufacturers are quite willing to offer the producers a somewhat higher value for t raw material by sharing with them the benefit, and saving in charges, &c., derived by a d importation.

4. To-day's value of cinchona bark in Londo 5*d* per. unit sulphate quinine 3 *m* /*st* @ Ex. 1/5½·4 annas 6·85 pies.

5. Owners of bark-selling in London at above otation of 5*d* per unit will have to reckon about 1*d* per unit to cover charges on this side, fre s, insurance, loss in weight, and all the London landing, sale and commission charges, wh would reduce the nett amount; the pro- ducer-eventually receives after sale in London to a 4*d*. per unit or = @ Demand Ex. 1/5½ to 3 annas 9·01 pies.

6. Our offer of 4 annas per lb. is therefore cl not against the interest of the producer shipping to London, but rather in favor of suppor local trade and enterprise.

7. Of course it goes without saying, that none t manufacturers could afford to pay these prices. Those who buy on speculation would obvi ly from above showing not be in a posi- tion to pay even 4*d*. per unit, unless they were pre red to commence their operation with an adverse margin.

8. Awaiting your further favors, and requesting on to kindly furnish us with the analysis of the other barks held by Government in order that we can put some before our friends.

ORDER—dated 29th July 1886, No. 638, Revenue.

Miscellaneous.

Although Messrs. Eales and Co's. offer appeared at first sight to the Director of Cinchona Plantations one which might be recommended to Government for acceptance, His Excellency in Council is not, after careful consideration, prepared to agree to it. He thinks that reasonable objection might be taken by persons who might consider their interests affected if any departure were allowed from the present practice of selling by public auction such quantity of bark as will realize sufficient to pay for the working expenses of the plantations, interest on capital, and investigation of questions connected with the growing of cinchona. Any surplus bark which may be harvested should, in the opinion of Government, be reserved for the manufacture of a cheap febrifuge, the diffusion of which among the people of India is one of the chief benefits to be looked for from the Government enterprise.

(True Extract.)

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

To the Government Botanist.
„ the Board of Revenue.

Exd. W. H. French.

60 Copies.

Original

Govt. of (1886) Madras.

REVENUE.

Issued

Recd.

Encl.

G.O., 29th July 1886, No. 638.

JULY.

Cinchona Bark.

Orders passed on the Director's recommendation that Messrs. Eales and Co.'s offer to purchase — be accepted.

Cinchona Villa
Saturday

Dear Mr Price

The enclosed reached me last night and I must have your instructions before I reply to it.

I have thought the matter over and think I see how the offer might be accepted but with certain stipulations; which would be much to the

Sent to		L. N.
At	Hrs.	Mls., Dy
14-5-86		
		Telegram Master.

advantages of Govt.
Will you be able
to discuss the matter
if I call this afternoon
about two?

Yours sincerely
Th. L. Lawson

Page No 7 is blank Sheet

F C

Class. C | INDIAN TELEGRAPH. | Local No. 65

To (Station) Ootacamund | From (Station) Madras

Words.	Day.	Hour.	Minute.	Official Instructions.
26	14	15	27	

To (Person) Mr L. Lawson Esq Govt Director | From (Person) H. J. Eales & Co. Govt Chinchona Plantations

1
2
3
4 Will give four
5 annas for two
6 fifty grain bark
7 Kindly reply shall
8
9
10
11
12
13
14
15

Recd. from L. N. | Sent to L. N.
At Hrs. Mts., By | At Hrs. Mts., By

articles

No.

OOTACAMUND 14-5-86
Telegraph Master.

B Ellis, C P G I S F—Reg. No. 475—9-2-85—10,00 000.

RATES OF CHARGE FOR INLAND TELEGRAMS.

The address (including name of Sender, and name and residence of Addressee) is transmitted free.

	First 8 words.	Each additional word.	
Deferred Message	... 8 Annas	... 1 Anna.	A group of 3, or less figures, is reckoned as one word.
Ordinary "	... 1 Rupee	... 2 Annas.	
Urgent "	... 2 Rupees	... 4 Annas.	

No charge for delivery within a distance of 5 miles.

Director's office 11
Ootacamund 2nd May 1886

From

Dr. A. Lawson Esq
Govt Botanist & Dirctr of
Cinchona Plantations
Nilgiris

To

Messrs. J. Gales & Co
Madras

Gentlemen

In reply to your telegram of the 15th May 1886, containing an offer to purchase 250 bales of bark, I have the honor to inform you that I have consulted with the Price on the Subject and that he thinks the price of 4 as per unit of Sulphate of Quinine is a fair one & is willing to accept it, Subject to the following agreement

1. That your firm should authorize some person to select in conjunction with the Govt Quinologist, the Samples from which

the analysis of the book is to be made.

2. 2. That the analysis made by the Govt Chemologist of these samples should be accepted by your patrons.

With respect to your present offer, I could not undertake to supply you with Crown book alone but I could give one hundred tons of Crown & 150 of red. Should you like to make any further suggestions as to any other mode by which an equitable price can be arrived at, I shall be happy to consider it.

P.O.

Govt Laboratory
Bothwell
18. V. 86.

Dear Mr Price
I send the letter
which I have written
to Messrs Cole & Co
to your last purchase
If you agree to
these I have said
I will send it by
today's post.
Yours sincerely
M A Lawson

In reply to your telegram of
I have the Power to inform you
that should you be willing
to agree to the conditions
specified below I am prepared
to recommend the Govt to
accept your offer and I
have reason to believe the
will do so.

—

Govt Gardens 17
Monday

My dear Stewart

Thanks for yr.
suggestion; the letter
to Eales & Co shall
be altered in accordance
with it.

I like Price is
being messy & unstable
that he is not a
Tobin!!

Yrs sincerely
M. A. Lawson

Financial Dr. 16/6. No. 67

GOVERNMENT OF MADRAS REVENUE DEPARTMENT

Revenue Secretariat,
16th June 1886.

19

My dear Lawson,

Adverting to your d.o. of the 18th ult., I am directed to enquire whether Messrs. Eales and Co. have replied to your communication in connection with their offer to purchase 250 bales of Cinchona bark, and if so, when the Govt. may expect to hear from you officially on the subject.

Yours sincerely
H.G. 16/6

E 16/6

17 JUN 86
REVENUE DEPARTMENT

Govt. Gardens
17. VI. 86

2

My dear Mr Price

I have rec'd. Leaves
yesterday from Messrs Eadie
and Co. but I have
written again and
I'll let hear from them
every day.

I write with grain
to have them reply.

Yrs. sincerely

M. A. Lawson

Recd: 1886 Dept.
No: 82.
From 21
Mr. Lawson Govt.

Dated 17 June
Recd: 17 June

Stating that no reply has been recd. from messrs. Sale & re: purchase of Cinchona

Forwarded officials communication

Lodged
HAS
18/6

25

4 annas = 4½d per unit of quinine.
Last English quotation = 5¼d per unit.
Difference = ¾d per unit.

Cost of sending a pound of bark to England has been estimated at 4 annas = 4½d.

But at the prices quoted above the margin left for shipping etc. charges would be in the case of bark containing 3 units per lb of bark only 2¼d or generally if x is the per centage of crystalized sulphate of quinine in the bark the margin left for profit and shipping charges would be $\frac{3x}{4}$ d per lb.

N. B. The above calculation makes no allowance for the value of the other alkaloids, as no data exist in this office for estimating that value. The offer, however, seems favourable as the value of the other alkaloids in bark containing 3 per cent. of quinine would hardly be more than 2¼d per lb of bark.

HAS
15. 5

To lie over for the present ——— until we get a further report from Mr Lawson

NOTE FOR THE UNDER SECRETARY.

A statement showing the value per unit of sulphate of quinine obtained at the Several auctions since Sept^o last is herewith Submitted. The average ~~of the~~ value of crown barks per unit is 4^as 11.6. pris. & 4.1.1 as P. in the case of the red barks. It will be seen that the Sale of red barks was discontinued as it was not found to get a good market as the prices in the English market began to decline.

22d octr 1885.	Price per unit of quinine in cinchona bark	7d 8d.
1st Decr 1885.	"	5½d.
15th "	"	5d.
13th January 1886.	"	4½d
26th January "	"	5d
25th March. "	"	5d
7th april. "	" (Terms of market unchanged)	5d.
21st april 1886.	" do.	5d.
5th May 1886	"	4½d.
18th May 1886.	"	4d.
31st May 1886.	Price per unit not given.	
next fortnight	no information available.	
1st July 1886.	market unchanged.	
13th July 1886.	Price per unit of quinine	3½d

The price now offered is 3 as 9/ues per unit & is less than the average obtained during the recent sales. The Director however considers the terms favorable & recommends acceptance.

The English price lists are also submitted from last it is not possible to find out from them the value for unit.

22d octr 1885.	Price per unit of quinine in cinchona bark	7d 8d.
1st Decr 1885.	"	5½d.
15th "	"	5d.
13th January 1886.	"	4½d
26th January "	"	5d
25th March. "	"	5d
7th april. "	" (Terms of market unchanged)	5d.
21st april 1886.	" do.	5d.
5th May 1886	"	4½d.
18th May 1886.	"	4d.
31st May 1886.	Price per unit not given.	
next fortnight	no information available.	
1st July 1886.	market unchanged.	
13th July 1886.	Price per unit of quinine	3½d

The price now offered is 3 as 9/ues per unit & is less than the average obtained during the recent sales. The Director however considers the terms favorable & recommends acceptance.

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S. S. 86

Description of bark.	Percentage of crystalized Sulphate of quinine	Value per lb.			Value per unit of Sulphate		
		Rs	and		Rs	and	
Sold in Sept 1885.							
Dodabetta Natural crown.	4.18	"	14	5	"	3	5.4
Naduvattam root crown	4.46.	1	2	"	"	4	0.4
Sold in oct 1885.							
Dodabetta renewd crown	4.06.	1	3	10	"	4	10.6
" moss'd crown	4.70	1	5	2	"	4	6.0
Naduvattam Dr.	4.05	1	2	1	"	4	5.6
Do Root crown	4.46.	1	4	"	"	4	8.8
Sold in Nov 1885.							
Dodabetta Natural crown	4.18	1	7	4	"	5	7.0
" Branch crown	1.17	"	7	8	"	6	6.6
" Root crown	4.33	1	8	10	"	8	9.0
Naduvattam Natural crown	3.82	1	4	10	"	5	11.0
" Renewed crown	4.22	1	10	5	"	6	3.1
" Branch crown	2.16	"	12	8	"	5	10.4
Sold in Dec 1885.							
Dodabetta Natural crown	3.10.	1	1	3	"	5	6.8
" Moss'd crown	4.73	1	5	9	"	4	7.2
" Renewed crown	6.56.	1	13	11	"	4	6.7
Total.	59.38	18	8	2	4	12	5.6
Average.					"	4	1.6

P.T.O.

Description of Bark	Percentage of crystallised Sulphate of Quinine	Value per lb	Value per unit of Sulphate of Quinine
January 1886			
Hadowatta and Dykoya Natural Red.	1·86	" 6 6	" 4 2
Feby 1886.			
Do. Renewed Red.	2·54	" 9 9	" 3 0·6
Do Root Red.	1·38	" 6 2	" 4 5·6
Total.	5·48	1 6 5	
Average			" 4 1·1
Average of average			4 1·6
			2 ⟌ 8 12·7
			4 6·4

4·18) 1-7·4 (67·0
23
12
276
4
28000
25·05
2920
2926

4·18) 4-1-4 (41·4
12
168
5
17300
1672
580
418
1620

1·17) 4-7-8 (78·6
9200
19
819
1010
936
340
302

4·46) 1-2-4 (48·4
15
12
21600
1784
3760
3568
1920
1784
136

4·33) 1-8-10 (69·0
24
12
288
29800
25·98
3820
3897

4·06) 1-3-10 (38·6
16
19
12
38
19
228
10
2380
2030
3500
3248
2520

3·5·2) 1-4-10 (71·0
25000
2464
3600
352
80

4·70) 1-5-2 (54·4
21
12
42
21
252
2300
1900
1850
200

4·22) 1-10·5 (75·
26
12
312
5
31700
2954
2160
2110
500

4·05) 1-2-1 (53·6
15
12
21600
2025
1450
1215
2350
2025
325

2·16) 4-12-8 (70·4
15200
1512
800

4·46) 1-4-0 (53·8
20×12
24000
2230
1700
1338
3626
365

3·10) 1-1·3 (6 3·8
12
20 4 00
1860
2100
1860
2400 ✓

4·73) 1-5-7 (9 5·2
21
12
252
9
26100
2365
24500
23657
8 5·0

6·56) 1-13-11 (5 4·7
29
12
345
11
35700
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31100
26244
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45·92

1·56) 4-6-6 (5 0·
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360

2·54) 4-9-9 (3 6·0
9300
762
1650
1524
15600
1775

1·38) 4-6-9 (5 3·6
3400
610
500
414
860

5·48) 22-5-
12
264
5
26900 (4 9·1
2192
4980
4932
480

57·58) 18-8-2 (6 5 9·6 35
16
288
8
296
12
3554 00
48
29790
57500
53632
38680
35748
2932

15) 76·17 5·6 (6 1·2
12
912
5·6
917·6
90
17
15
26

4-11·6.

6

59·88
11, 88

18·7-11
2

4-12-5·6

101·1

37

NOTE FOR the ~~Under~~ Secr.
39

Draft d.o. reminder sub-
-mitted below as directed.

S12
16/1

No. 11

From

M. A. Lawson Esqr.

Govt. Botanist & Director of

Cinchona Plantations

Nilgiris

To,

The Secretary to Government

Revenue Department

Vizagapatam

Sir,

41 Director's office

Vizagapatam 3rd May 1886.

10 A.M.

I have the honor to enclose a copy of a letter received by me from Messrs. Oakes & Co. Madras, containing an offer to buy ten tons (about 230 bales) of Cinchona bark, at three annas nine pie per unit of Sulphate of Quinine.

2. I consider the terms favorable, and am of opinion that it would be convenient to accept the offer

I have the honor to be

Sir

Your Most obedt Servant

M. A. Lawson

Govt. Botanist & Director

Revenue Department

Revenue (1886) Cinchona

No. 3457.

O.M. dt. 132

With reference to the accompanying statement showing the average price per unit of quinine obtained at the auction sales of cinchona bark since Sept. last. the Director Govt. Cinchona Plantations & is requested to explain why he considers that the terms offered by Messrs Oakes and Co. in their letter of 30th April, 1886, are favorable. He is also requested to state the amount of Red and Crown barks now in stock.

Had 5/5 Calcutta 5/5
5-5-86

To the Govt. Botanical & Cinchona Office with Statement the receipt

c 20-7-86
R 23-7-86

From

The Director of Cinchona Plantations Nilgiris

To

The Secretary to Government Revenue Department Ootacamund

No. 11

Dated 3rd 4th May 1886.
Rd. 4
Enclosures-one

Cin. No. 132 of

Subject

Enclosing copy of letter from Messrs Oakes & Co making an offer to buy 10 tons of Cinchona bark at three annas nine pies per unit of Sulphate of Quinine.

R.1

43

Exchange Hall
Madras 30th April 1886.

2 Sep

H. A. Lawson Esq
Director of Government Cinchona
Ootacamund

GOVT. OF THE NILGIRIS AND AGENCY
REVENUE DEPARTMENT
4 MAY 86

We have the honor to Confirm the following Telegram despatched by us to you this day –

"We have received offer of three annas"
"nine pie per unit quinine Sulphate for"
"ten tons Government bark crown preferred,"
"please wire if accepted"

and we await your reply.

2. The Firm that has made us the offer wishes to receive a list of the barks, that Government has now on hand, and a copy of the analyses of the Government Quinologist, together with 80z Samples of each kind. If this can be done, we shall be happy to receive particulars and Samples for transmission to the Firm.

We have &c
Oakes & Co

Encl

(True copy)

No 4

Govt Botanist & Director

Desk 19

Rev 34 5/86.

02 23-7-86

12

Fo 12

Director's office
45 Ootacamund
13th May 1886

3 P

From

The Government Botanist and
Director Govt. Cinchona Plantations
Ootacamund

14 MAY 86

No 1415

To

The Secretary to Government
Revenue Department
Ootacamund

Sir,

With reference to Official Memo, No 132 dated the 5th May 1886, Revenue, I have the honor to inform you that Messrs Oakes & Co's offer of 3 annas 9 pies per unit, gives 5·62d per unit of Quinine at par, and 4·21d per unit, if due allowance is made for the exchange at 25 per cent.

2. This compares favourably with the last London Quotation that I have received, viz 5·25d (equal to annas 3·5 at par) which, if allowance be made for charges such as Insurance, freight etc. is a fair offer.

3. The unit of Quinine obtained at the rec

the recent Sales cannot be too much relied on, as, owing to the very fluctuating State of the market, the bark Sold at Madras, at a dearer rate, than what it would have done in England, at the same time.

4. The list of Red and Crown barks will follow.

I have the honor to be
Sir,
Your most obedient Servant
M. A. Lawson
Govt. Botanist & Director

&c

Revenue Department

No. 2106

From

The Government Botanist & Superintendent
Government Cinchona Plantations
Ootacamund

To

The Secretary to Government
Revenue Department
Fort St. George

Dated - 13th May 86
Received 14th "

—

No 12

—

Enclosures.

—

Subject

Cinchona Barks.

Statement showing the number of Bales of Cinchona Barks in Stone on the Government Cinchona Plantations, Nilgiris.

Description of Bark		Dodabetta	Sidaravanam	Pykara	Total	Remarks.
Natural	Crown	114	"	4	118	
Moss'd	do	57	1	"	58	
Renewed	do	156	"	6	162	
Branch	do	20	"	"	20	
Natural	Red	"	166	32	198	
Moss'd	do	"	26	10	36	
Renewed	do	"	135	75	210	
Branch	do	"	150	55	205	
Root	do	"	62	10	72	
Natural	Pubescens	"	9	"	9	
	Total	347	549	192	1088	

Director's Office
Ootacamund
18th May 1886

M. A. Lawson
Govt. Botanist and Director.

69

Acc. 3874/86.

Sd. Chinna Swamy Ayyan
Planter of Cardamoms on the Ghauts
Cuddapah Dist.

No. 13

Director's Office
Ootacamund 18th May 1886.

From

M. A. Lawson Esqr.
Govt Botanist and Director of
Cinchona Plants
Nilgiris

To

The Secretary to Government
Revenue Department
Ootacamund

Sir,

In continuation of para 3 of my letter No 12 dated the 13th May 1886, I have the honor to forward the list of Crown and Red Cards now in Store.

I have the honor to be
Sir
Your Most Obed't Servant
M. A. Lawson
Govt Botanist and Director

GOVERNMENT OF MADRAS
13 MAY 86
REVENUE DEPARTMENT

Enclosure to letter dated 13/5/86
Cards in Store belonging to
Sri Govt Ballaveswara Swami
Devasthanam Chandragiri
Chittoor Dist

Revenue Deptt:

No 3895.

Revenue (1886) Cinchona

From

The Govt Botanist & Reader of
Cinchona Plants
Nilgiris

To

The Secretary to Government
Revenue Department
Ootacamund.

No 13

Dated 18th
Desp'd 18th
Rec'd: 19th } May 1886.

Enclosure. One

Subject

Forwarding the List of
Crown and Red barks
now in Store of the
Govt Cinchona Plantations
Nilgiris.

20-7-86
22-7-86

Madras 17 May 1886.

No 55

C. A. Lawson Esq.
Director Govt Cinchona Plantations
Ootacamund

Sir,

I have the honor to confirm our receipt of the 14th inst, and received yesterday your telegram reading

"Government disposed to accept, but"
"require preliminary arrangements"
"particulars will follow on Monday".

and are glad to note therefrom that Government is disposed to accept our offer.

Regarding the preliminary arrangements required, we now await your letter giving details.

We feel grateful to think that we are likely to be able to create a further development in the Cinchona bark Trade, and we beg again to assure you that it is our firm belief that after our friends once see their offers receive due consideration by Government that the large and wealthy manufacturers will more readily turn their attention to

the

the purchase of barks from the producers rather than, as hitherto, cover the bulk of their requirements in the London market.

As our Mr Eales explained to you, Charges for freight, landing, Sale and Commission in London are factors which Considerably enhance the selling price at Home, and buyers in London are compelled, in consequence, to pay at least a share, if not the whole of these, besides a buying Commission and brokerage. It is therefore perfectly patent that in purchasing in Madras, much of the intermediate charges is saved, and manufacturers are quite willing to offer the producers a somewhat higher value for their Raw Material, by sharing with them the benefit, and saving in charges, viz, derived by a direct importation.

Today's value of Cinchona bark in London is 5d per Unit Sulphate Quinine 3m/st @ Ex. 1/52. 4 as 6.85 ps.

Owners of bark selling in London at above quotation of 5d per Unit will have to reckon about 1d per Unit to cover charges on this side freights, insurance in weight and all the London landing, Sale, and Commission charges, which would reduce the nett amount the producer eventually receives after sale in London to about 4 d/st Unit, or = @ Demand Ex 1/516 to 3 as 9.01 ps.

Our offer of 4 annas per lb is therefore clearly not against the interest of the producer shipping to London, but rather in favor of supporting local trade and enterprise.

Of Course it goes without saying, that none but manufacturers could afford to pay these prices. Those who buy on Speculation would obviously from above showing, not be in a position to pay even 4 d per Unit, unless they were prepared to Commence their Operation with an adverse margin.

Awaiting your further favors and requesting you to kindly furnish us with the analysis of the other barks held by

by Government in order that we can put some before our friends.

We have &c
&c/ Eales & Co.

(True Copy)

M. A. Lawson
Govt Botanist and Director

Enclosure to Letter from
the Gov.t Botanist and Director
of Cinchona Plant.s Nilgiris
No. 26 dated 5th July 86.

Copy of Letter from
Messrs Eales and Co, Madras
Dated the 17 May 1886.

Rev. 5-394/86.

No. 26

Director's Office
Ootacamund 5th July 86

From

M. A. Lawson Esq.r
Gov.t Botanist and Director of
Cinchona Plantations
Nilgiris

To

The Secretary to Government
Revenue Department
Ootacamund

Sir,

I have the honor to forward herewith a
Copy of a letter from Messrs Eales and Co —
merchants in Madras asking if Government
would be willing to sell some of their Cinchona
bark to them direct.

2. Their object in wishing to buy direct, instead
of at the Auction Sales, is, that they are in
immediate Communication with the manu-
facturers of Cinchona alkaloids in Europe and
America, and that it would suit them better
to purchase the bark whenever the manu-
facturers require it instead of only at certain
Specified dates.

3. Dealing as they do directly with the
manufacturers

manufacturers they assure that they can afford to give a higher price for the bark than those who buy in one market, to sell in another (Vide their letter).

I think Government would do well to entertain Messrs Eales and Co's proposals, and Sell a certain amount of their Surplus Stock of bark if advantageous terms can be arranged with them. Our present Stock amounts to 125,089 lbs as detailed below:—

Crown barks	—	37174
Red	— do —	86,475
Pubescens	—	1440
		1,25089

there will also be taken, during the present year, about 1,00,000 lbs, the quantity to be offered for Sale in March as is 70,000 lbs — leaving a balance of lbs 1,55089 and I propose therefore that Government should dispose of 100,000 lbs to Messrs Eales & Co

or

or any other person by private arrangement

I have the honor to be
Sir
Your Most Obedient Servant
M. A. Lawson
Govt Botanist and Director

Revenue 1886 Deptt.

Revenue (1886) Enclosure

No. 3394.

16 JUL 86

From

The Govt Botanist
and Director of
W. Cinchona Plantations

To

The Secretary to Govt
Revenue Department

No 26

Dated 5th July 1886
Rec'd 7th July 1886

Enclosure

Subject

Government Cinchona Bark

Forwarding a copy of letter from Messrs Eales & Co, Madras and recommending that a certain amount of surplus stock of —— might be sold to them, if advantageous terms can be arranged.

C 20-7-86.
R 22-7-86.

65

REVENUE DEPARTMENT.

C. No. 3451, 3769, 3895 & 3894.

To The Dir of Cinchona Plantations.

Dated 3rd, 13th & 18th Aug & 5th Sept 1886.

FOR ORDERS.

Mr Lawson forwards for the consideration & orders of Govt. an offer from Messrs Eales & Co. to purchase 250 bales of cinchona bark at the rate of of 4 annas per unit of sulphate of quinine contained in the bark. Mr Lawson considers the offer favorable.

With exchange at 1/4 7/8

4 annas = 4 7/32 pence

the last London quotation of the price of cinchona bark is 3½d. The offer ∴ seems very advantageous, and might be met from the Qty (86,475 lbs) of Red Bark now in stock in individuals & Co. The crown barks will probably all be re-

I venture to express my entire disapproval of any transaction of the kind suggested in these papers. It is not fitting for Government to enter the market along with other growers of cinchona otherwise than in the manner already approved, viz. by public sales for a stated period & when that period is over the whole question should be reconsidered with a view to withdrawal from competition with the public & restriction of the Government to the supply of its proper limits. Messrs Eales & Co can get bark, if they choose, from the numerous consignees and individuals who

for the guaranteed auctions. Submitted that Mr Lawson be empowered to accept the offer.

Hes
19.7.86

N.B. It should be added that Mr Lawson told Mr Price that the offer of Messrs Dikes & Co. (C. No. 3457) was made on behalf of Messrs Sales & Co. and was cancelled by the latter firm's subsequent offer.

Hes

H.P.

C 20-7-86
R 22-7-86

of cinchona. It is all rubbish their congratulating Mr Lawson about the creation of a further development in the cinchona bark trade because they hope to make a good thing out of it! And what stuff all the talk in para 2 of 3 of C. No 5394 when it is remembered that these E. Is. can purchase cinchona bark all over the country.

I have already expressed the opinion that our surplus bark should be used up in making a febrifuge which can be sold at the cheapest possible rate in this country — that being the chief object of the introduction of cinchona by Govt — the sales of bark or Government accounts being restricted to the amount necessary to keep the Department

I lean to this view. Two considerations mainly affect my mind

1. It is important not to give any handle to such people as those who lately addressed us & who from mere selfishness or hostility to the Govt would wish that our cinchona plantations should be given up before they have taught the Indian Cinchona how all he ought to know.

2. The great benefit which we have to confer upon the Madras peasant is the diffusion of a cheap febrifuge

Some consideration should be taken with the answer to Mr Sales as the Debt seems to have gone a little too far. Bring the draft to Council

HMS
July 23/86

some. I do not know how these sentiments have met with approval as the paper then under consideration is not with the file & I have not seen it again since it passed there.

These papers are sent for orders in July but I observe that so far back as May communications were sent to the Revenue Secretary instructed Mr Lawson to reply to Messrs Sales & Co in terms which virtually gave them to understand that their offer would be accepted. I doubt much that Mr Price was authorized to act without the knowledge or sanction of Government

C
26/7

Offer of Private Sale & Purchase of Enclosure

FOR ORDERS.

69

90 No 638 for approval of the Under Secretary.

6

Sent the Sale Warrant to the Solicitor

W.S. for Signature

Sd. as in the Midland Bank there is sufficient bank to meet the guarantee at the periodical auction sales

The periodical Sale and Crown back. This paper what to be sale only.

25/7

W.C.
25/7

20-7-86
20-7-86

For Council 71
Received
Received
FROM CIRCULATION
WITH
REMARKS.

Submitted for Secretary's
Judicial to the fair copy of the
draft &c.

SC
29/7

PROCEEDINGS OF THE MADRAS GOVERNMENT.

Read the following papers:-

C. No 3451. 1. Letter from the Director of Cinchona Plantations, Nilgiris, dated 3rd May 1886, No 11.

" " 3767. 2. do ___ do ___ dated 13 May 1886, No 12.

" " 3895. 3. do ___ do ___ dated 18 May 1886, No 13.

" " 5394. 4. do ___ do ___ dated 5 July 1886, No 26.

Order.

although the Sales [illegible] effected, there is little demand for the Manufactured Quinine, they are apprehensive at first sight to the Board of Cinchona Plantations which might be prejudicial to [illegible] for acceptance, H.E. in C. They do not think it can possibly be open to the Government to entertain any proposal to [illegible] which could be carried into effect

His Government are unable to entertain the offer of Messrs Yates and Co. They are not prepared to authorize any departure from the present practice of selling by public auction such quantity of bark as will realize sufficient to pay for the working expenses of the plantations, interest on capital, and investigation of questions

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questions connected with the growing of cinchona. Any surplus bark which may be harvested should in the opinion of Government be reserved for the manufacture of a cheap febrifuge, the dispensing of which among the people of India is one of the chief benefits to be looked for from the Govt. enterprise.

H.S. Bay

Go 29-7-86 № 638.

Council

Received with the
Govt Despatch
Dated

13 79

REVENUE DEPARTMENT.

PROCEEDINGS OF THE MADRAS GOVERNMENT.

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" " 5394. 4. Do — Do — dated 5th July 1886, № 26.

Order № 638 of 29-7-86.

Although Messrs Yates and Co's offer appeared at first sight to the Director of Cinchona Plantations one which might be recommended to Government for acceptance, His Excellency in Council is not, after careful consideration, prepared to agree to it. He thinks that reasonable objections might be

be taken by persons who might consider their interests affected if any departure were allowed from the present practice of selling by public auction such quantity of bark as will realize sufficient to pay for the working expenses of the plantations, interest on capital, and investigation of questions connected with the growing of cinchona. Any surplus bark which may be harvested should in the opinion of Government be reserved for the manufacture of a cheap febrifuge, the diffusion of which among the people of India is one of the chief benefits to be looked for from the enterprise.

H.A.S. 29.7.86 J.H.

To 5 Mr. Govt. Botanists &c. &c.
16 a Board of Revenue.

C.S.D. 18.8.86

2 | 2