

50. Would a duty of 50 per cent. exclude it?—Fifty per cent. is what I have had in my own mind to give the coffee industry anything like a fair chance.

51. Is Mr. Allan a professional analyst?—Yes. I am given to understand he is one of the most capable men in the colony. I think you will probably have him before you in Dunedin.

52. If you will send a copy of his report we will add it to your evidence?—If you do not obtain one in Dunedin I will forward one.

53. *Mr. Tanner.*] You state that the trade in coffee has largely decreased?—Yes, because with coffee chicory has long been a recognised article of consumption, and the bulk of the coffee sold in the shops is of necessity a mixture of coffee and chicory. As far as the colony is concerned, chicory is probably one of the most important parts of the industry.

54. Is the chicory roasted in the colony?—Yes; we were the first people to grow it, and received the world's award at Vienna Exhibition, and we are the only firm in the Australian Colonies who hold the gold-medal award.

55. Your statement that the business has so fallen off is drawn from your own personal experience?—I am only dealing with my own business.

56. Are you aware that the importation of raw coffee into the colony has decreased in consequence of the consumption of the essence?—I cannot say decidedly, but supposing my contention to be correct, that between 5,000 and 6,000 cases of essence were imported, that does away with the doubt at once. The Customs returns would show.

57. *Mr. Mackenzie.*] If 50 per cent. duty were placed on this coffee-essence, would it increase the price of coffee here to the consumers?—Most certainly not. Speaking for myself, we never increase the price of coffee, unless there is a material advance in the price of the raw bean in Colombo.

58. So that the object is simply to keep the essence out of the colonies?—Yes; to protect colonial industries.

59. You state it contains 10 per cent. only of coffee?—I am quoting Mr. Allan. I think he referred to Symington's essence. He did not divide the coffee and chicory.

60. What proportion of coffee is really found in coffee generally?—That varies. We have four recognised brands on which our name is, but it unfortunately happens that we have been called upon to give occasionally a cheaper coffee. We do not like doing it, and we always push the sale of our best coffee, which contains from 12½ per cent. to 15 per cent. of chicory, and the rest coffee.

61. Do you think that these essences, although they do contain so little coffee, are at all deleterious to health?—I cannot say they are.

61A. On the other hand, do you not think they are a great convenience to people living in bush-camps and remote places?—I do not think it is any greater trouble to make a cup of coffee than to make a cup of coffee-essence. The great misfortune is that so few people know how to make coffee.

62. *Mr. Stevens.*] What is the price of the raw coffee now as compared with five years ago?—It has kept about the same. We were led to believe some time ago that it would be much dearer on account of the Ceylon planters putting their land into tea in place of coffee. I rather fancy it is somewhat cheaper of late.

*Mr. Stevens :* In Ceylon the coffee-plantations have become almost extinct.

*Witness :* I am given to understand they have opened up more hill country, and are still going in for coffee.

63. *Mr. Stevens.*] Practically, then, there is no failure?—We have been flooded with offers of coffee within the last few days.

64. Therefore you attribute the falling-off in your trade to the importation of the essence, and not to the scarcity and higher price of the raw material?—Yes; and we do not forget that tea has come largely into consumption.

65. *Mr. Hutchison.*] Does the industry of manufacturing the coffee from the raw material involve the employment of a large amount of labour?—In the factory I think we employ about thirteen hands.

66. You said that the constituents of this essence are not deleterious?—I am not aware that they are; the presumption is that they are not.

67. At first you were inclined to say that it was really deleterious?—It has been stated that it should not be allowed to be imported into the colony.

68. From Allan's analysis that does not appear?—It is a very startling thing, if true, that it only contains about 10 per cent. of the constituents of coffee.

69. I think you will have to face the fact of its being a convenience?—That is so.

70. *Mr. McGowan.*] Are you aware if any coffee-roaster in the colony has attempted to manufacture this essence?—Gregg, in Dunedin; and we have a small man here who manufactures it.

71. *The Chairman.*] You have admitted that tea is used largely instead of coffee?—No doubt tea has largely come in.

72. Is not cocoa supplanting coffee?—Cocoa helps, but I am inclined to think there is a reduced sale for cocoa. As compared with coffee, there has been an increasing consumption of tea. It is more in regard to the future I speak.

73. What is the next matter, Mr. Trent?—I claim to have introduced a new industry here. Every bit of this article [tin of Dr. Brandt's malted food produced] is produced in the colony with the exception of the tin. I also put in a sheet of testimonials, and a report by Professor Bickerton on this food:—

“DEAR SIRS,—

“Foresters' Hotel, Christchurch, 18th October, 1894.

“Some four months ago our child was very ill, so much so that we expected to lose him, and in great sorrow and distress we had him photographed. Shortly after this the doctor recommended