

goods, kegged meats, dairy-produce, soap, sugar, and general products. Auckland formerly did a lucrative trade in the handling of copra, but the provision of direct shipping from Australia to the United Kingdom via the islands has diverted this trade, and the only way to make permanent this trade with the Dominion is to establish works in New Zealand to deal with the copra itself.

Too much stress cannot be laid on the fact that New Zealand merchants and manufacturers cannot compete successfully with Australia and the United States unless they send travellers to the islands to study the requirements of the market and to observe special points relating to packing. In regard to trade with Samoa, co-operation between the Department of External Affairs and this Department has resulted in a better understanding between the traders of Samoa and New Zealand manufacturers as to the trade in cocoa-beans. New methods of grading are being established, and as a result the trade should be greatly improved, to the mutual benefit of both producer and customer.

Trade with Hawaii shows considerable extension, with a growing demand for meat, butter, boots, oats, onions, fruit, and woollen goods.

All these near-by markets offer good prospects for New Zealand merchants, but stress must again be laid upon the point that the Department's work is limited to obtaining and disseminating information, and that it should be followed by commercial firms taking the risk of sending representatives to obtain preliminary orders.

EXHIBITIONS.—SECONDARY INDUSTRIES.

During the year under review the New Zealand associations of manufacturers have co-operated with a view to showing the general public the quality and variety of goods manufactured in the Dominion. In October of last year an industrial exhibition was opened in Wellington with the main object of interesting Parliament, the Press, and the public in New Zealand's manufactures. The Department co-operated with the management in the enterprise and made an interesting exhibit, which included specially prepared charts showing statistically the progress made in industries combined and separately. Exhibits showing processes in the manufacture of woollen goods and boots and the raw materials used in many industries were also made. The exhibition was largely attended by the public, and proved most successful from every point of view.

The New Zealand Industrial Corporation, as a means of propaganda, decided that a Dominion industrial exhibition should be held in Christchurch in November-December, 1922. This exhibition will be on a scale hitherto not attempted in New Zealand. The Department has been invited to assist in the management of the exhibition and to contribute an exhibit. This exhibition will bring together a complete collection of the Dominion's industrial activities, will enable established industries to show what they are producing, and will direct public attention to those industries which are in the early stages of their development.

Local exhibitions have also been held at Dunedin and Auckland, in each case in conjunction with the agricultural and pastoral winter show. The Department made an exhibit at the Auckland exhibition, and also at the exhibition of the New Zealand Master Bakers' Association held at Auckland last summer.

BRITISH EMPIRE EXHIBITION, LONDON, 1924.

New Zealand's interest in the above Exhibition was stimulated by the visit of a mission headed by Major E. A. Belcher, C.B.E. (Assistant General Manager of the Exhibition), who, with Colonel A. Christie (Financial Adviser) and Mr. F. W. Bates (Secretary), reached the Dominion on the 3rd July last. The purpose of the mission's visit was to explain the objects of the Exhibition and to consult with the Government and prominent men of the Dominion regarding the best means of ensuring the interest and co-operation of New Zealand in connection with the Exhibition. The organization of the mission's tour throughout the Dominion was placed in the hands of this Department, but owing to the limited time at the mission's disposal it was found impossible to carry out the complete itinerary proposed. Particular attention was therefore given by the mission to the four chief centres, it being understood that after the mission leaves New Zealand the work of interesting other parts of the Dominion in this great enterprise should be left in the hands of the Department and the advisory committees to be appointed. In consideration of the fact that a great deal of publicity has been given to the objects of the mission through the Press of the Dominion, it is not proposed to reiterate those objects in this report, but brief reference may be made to the great importance of the enterprise from the standpoint of Empire trade.

A prominent British statesman, Colonel L. S. Amery, Secretary to the Admiralty, emphasizes the fact that the British Empire is really the greatest undeveloped estate in the world, and that the task before the British people at Home and overseas is to devote their best energies to its development. That is the main object of the British Empire Exhibition—"to bring home to the millions from all over the world who will pass through its turnstiles the idea of Empire development as not only an immensely fascinating aim in itself, but also as the true and only effective solution of the economic crises which confront us in this post-war period."

The meetings that have been held by the mission throughout the Dominion have shown that it is the intention of all the parties interested heartily to co-operate towards making our participation successful, and, by means of a display at the Exhibition worthy and characteristic of New Zealand, to impress upon those who will attend the true facts of the attractions, products, and potentialities of the Dominion.

At a representative meeting recently convened by the Minister of Industries and Commerce (the Hon. E. P. Lee), and held at Wellington, a strong central committee was formed to assist the Government in an advisory capacity, and a working council of ten members was appointed to act in conjunction with the Department in dealing with matters relating to the organization of the Dominion's exhibit and to advise the Government generally on the best manner in which our exhibits may be displayed. District committees will be set up in other cities and towns to co-operate with the Wellington central committee, and thus ensure that every part of the Dominion has a fair and equitable opportunity of participation.