202

Black Hawk

15th May. 5.

Sir

The Sparrow Hawk arrived on the 6th and the Swallow on the 13th inst., the Black Hawk on the 4th and the Peggy on the 7th inst., your despatches 1857/8 are before me for reply

2. 1857-4 and 1858-5. In saying that I could sell sheep at 15/ and 20/ referring no doubt to weather and ewes respectively, i.e. prohibiting the sale of the latter under 20/ you have proved my point for me. Mr Chinery now does not want sheep, but I shall sell when I see a favourable chance. The sale of sheep is always as follows:— ewes invariably, a cut off a flock of an age, including both wethes, dippers for purchaser, and removed by him from the dip paddock at his own risk and expence. Any number upto 5000 could be spared.

F. Coleman Esq.
Secretary,
London

1857-6 The reason why I have not hitherto given the Lambing returns is that I dislike forwarding incorrect and incomplete returns. The first lambing account is incomplete because a number came in afterwards at shearing time; the return is now forwarded.

1857-7 My Intentions before I could not ask for shepherds until I saw how the boiling down was going to affect us. Now I write at the beginning of the Lambing Season I should have said less, as it was I asked for seven, and I believe now that I could scrape through with six. I suppose you cannot always secure good characters, but I may suggest that if you send a few more like N.S.W. Tenga You should also send a properly qualified keeper from a lunatic asylum.

1857-8 Seven rams have been forwarded at Mr. Nelson's request. but I understand that the Lunatic did not like them.

6 [illegible] the enclosure for
Peggy and one Letter from Blake to
myself was found

J. 1858–2. Your question
about peat is a difficult one however.
Peat at Darwin is cut, spread, and
stacked at 5d per yard, in Stacey
Bay generally 9d for cutting and
spreading. When peat has dried, it
is I should say 1/3rd of its weight when
wet and little more than half its
bulk, but this varies according to
the description of the peat, whether
woody or solid. Without having a
few yards cut and dried for the
purpose I cannot say how many yards
go to the ton. But I can give you a
fact worth knowing about it, that is
that Martin cannot keep up a
pressure of 30 lb. to the inch with
work with peat alone, and is obliged
to use coal.

J. 1858–3 Your suggestion
about dumping the wool in supernatu-
rally, the width of the bale being
some inches longer than the space
between the platform and the floor
part of the press above. Besides the
cost of material would be great, if
the same quantity of bagging were used
with the reduced weight.

I have to [illegible] information about Mr Smith's charges will be found in my despatch 488 – 6. His charges are uniform irrespective of the length of the protest.

6. 488 – 7. The delay in the telegram occurred in Montevideo and I presume that Mr Hemphill will explain it. 488 – 9. I have heard nothing of my telegram to Lloyd's being unstitched, and the time in which it appeared I suppose, viz:- 2nd March does not appear to have been sent.

11. 488 – 10/11. I send a separate memorandum in reply to these paragraphs.

12. 488 – 12. Upon carefully looking through the list of prices for Freezers and consulting several of the shippers I estimate the value of the cargo at £15,000 as per enclosed amount. But how can I base the value on the present price of wool? I shall be glad if you will suggest

letter posted at the office of the Company would at the market change from time to time.

13. 1858 - 13. I mentioned to you last mail my incredulity at Campbell drinking, and I can only say that I have made many trips with him and never seen him the worse for liquor afloat. Ashore, you have had some experience of him - he is not very quick witted, and very likely a morning cocktail in Montevideo may make him appear muddled. As a seamanship, Capt Kent is in a minority, I think, in calling it in question. No doubt Campbell carries on, or he would not make such a good passage; but he has lost no spars since the February - March voyage last year; 15 months ago. The foretopsail carried away a few voyages ago and split the staysail; but it was repaired in Montevideo. I have been told by nautical passengers that in blowing before a heavy sea Campbell sometimes prefers to veer

all night, under similar circumstances Smithers in the Town used to leave his under the close reefed foresail, lash the helm and peacefully slumber, with a bottle of gin under his pillow.

11. 40'0" — 11. Checook house at Wreckers Creek is at the wool shed, the other at the dip. three miles apart. In anticipation of the question why the two were not combined, I have to state that the wool shed for the convenience of shipping was bound to be on the beach, but that the supply of water there would be quite inadequate for a dip. Par. 16. The line chart of Lapouia is returned from which it will be seen that a few hours now will command the whole.

15. 488 Par. 17. I have not seen Mr. Gordon's deals nor Span. than I have time to report on the lot enquired but I protest

against the man tendering us
with rubbish in the shape of deals
under the amount of £30 per
Fredenico, stuff of no possible use
excepting for firewood. According
to Mr. Gordon of the Fredenico he appears
to have taken every unfair advantage
of the Company, and he appears
to be anything but a good steersman.

16. While on Spencer Street
I request that you will forward me the
testimonials, left with you.

17. I fear that the Directors
will not have liked my purchase of
wood on Viking; but I have the
pleasure to state that I have orders
already for fully half of it, at a
profit of 50%. and, that such is the
stimulus given to housebuilding by
cheap wood, that six working men
in Stanley are going to build their
own houses in the Spring.

18. Light rains arrived
ex ss Fredenico, and when grown
are likely to turn out good sheep.

19. When I returned from Darwin a few days ago there were over 150 casks of tallow filled, and I think I can scrape together 200. I wish you to send not less than 500 in casks for next season, I think that French half-pipes are the cheapest; but of that you can judge. If you will send us by December these casks, with heads complete, the necessary supply of hoops iron, and a set of coopers tools I have a man at Darwin who can set them up.

20. I believe that Messrs. A. Gibbs Sons are largely interested in the Nitrate trade, and as vessels frequently put in here from Iquique their agency might be of service. I think you might also get agencies from some leading foreign houses say Americans, Swedes & Norwegians, and the agency of the Bureau Veritas in conjunction with that of Lloyds would be useful. Without the

agencies we have the Company would be fairly stranded in shipping business. Captains are yearly becoming more insolent I think, and they cannot carry out with me the tricks they wish. I have had much trouble and annoyance with Mr Wadia's barque "Mauritius", about which I write you a separate letter, which you can, if you think right, show to that gentleman. I must add that Capt. Richards evidently anticipates my refusal to pay cash for his disbursements at Deani, as he spoke to me about giving him a bill if necessary a week before our quarrel, in fact he made up his mind to quarrel, and I did what he did purposely to bring it on.

21. I must now point out the necessity for two produce ships annually, which you will doubtless see at once. The Company's cargo can be ready by the end of February at all events. Goods for sale

to be longer however to
collect all the West Falkland wool
and I cannot undertake to have
it ready before May. Again,
the schooners going to the West
have to carry out friends stores for
the year; but if these have only
just arrived in the wool vessel, or
the schooner leaves for some place
before she comes in, the greater
part of the stores have to be bought
at Deseni, and the Company lose
the profit on them. Now if you
start a vessel between 350 and 400
tons in October, she will have
discharged her general cargo by
the end of January, and can then
load at Darwin with the Co's
produce. In February the
Sparrow Hawk can begin carrying
stores to the West and collecting
wool, which a vessel chartered in
Montevideo can leave with about
May 15th

22. Mr. Williams having drawn in cash and stores between £700 and £800 against the bill he can shortly draw upon Mr. Elder, has applied for a further loan of about £800 in cash, besides sundry stores for six months, against his next year's wool, in refusing which I have requested him to remove his business elsewhere and he is endeavouring to make terms with Mr. Dean. He complains that I charge him at once with all stores, or rather that I do not give him the credit I allow other people; this is perfectly true, as without special order I will give him no credit for cash or stores beyond the sum I see a probability of realizing very shortly. Mr. Elder has forwarded me his power of attorney.

23. For the repair of the Italian barque "Agostino" I am taking a bottomry bond at 35% to be paid in Callao.

I am, Sir,
Your obedient servant
Geo. Robb.
Colonial Treasurer

Enclosures over

Enclosures.

Invoice No. 200
Disp. " 201
Disp. notes on Deck & Tallow work
1st Ex. £521. 4. 8
" " 17. 3. 11
2nd Nos. 386. 388/390. 395
3rd Nos. 384/6.
Landing certificate Sparrow Hawk & Frederica
Chart of Laguna
Stanley J. 16. Book for March
Stanley Wages Return } to 31st March.
Ledger Balances }
Darwin Wages }
Correspondence with Richards & March
her accounts, & protest
Wool weights for Frederica
General Report for 1874
Return of Sheep shorn
" Lambs
Cabinet of Frederica's cargo
Shipping Report
Statement upon accounts.
Black Hawk's return 3rd voyage
List of requirements
Reply to Auditors requisitions
Note on Store proposals, &c with
F. Cobb's Req. Store &c.
Letter Cobb & Coleman

15th May 5

By this mail Remit the following:

Richards on	Robert Wade Esq	534	4 8
Hall	" St. Holmes Esq	17	3 11
	£	551	8 7

Against which I have drawn as follows
Draft No 396 3 Acc for £ 200 each favour of
Messrs Henry A. Hing & Co 200 . .
" No 399 favour of Joseph Thos Phillipps 150 . .
and also request you to pay
John Spittle per Capt Harrison 50 . .
P. Baillon Nothing more from his son 22 . .
Jno Goodwin, Rockmond, in Hampshire 6 . .
Mrs Langdon 20 . .
Capt Davies Owner of Levant for
outward pilotage not used 1 13 .
Charlotte Cooper, in Temple St.
Around, Rent from
G. Cooper. 4 . .

Mark Good.
Colonial Secretary

Required by first opportunity

Letter Book No 4.

Two Covers for Despatch copies.
One Spring Cover not less than 15 inches x 12 inches
for copies of account currents

Please order for Sr. Mail the
Illustrated Paper addressed to

John Bonner Esq.
Port Sussex,
Falkland Islands.

Lieut Gov.
Colonial Secretary

Estimate of cargo per Adventure

Company	100 bales Wool	2,000	
	2,000 Sheep skins	500	
	500 Hides	600	
	50 tons Tallow	2,000	
	Horns Hair & Bones	50	5,150
Lively Island	20 bales Wool say	125.1.5	620
Penguin	12 " "	61.2.5	240
	Hides say		200
Hannosa	Wool 6,261 lbs		200
"	124 Hides		140
Johnson & Stanley	50 bales Wool		650
"	" 400 Hides		550
Attorney proceeds of	50 bales Wool		700
Baillon	" " 31 "		600
Waldron will pay his account say			3,500
Greenfields	14 bales Wool		1,200
"	200 Hides		250
Speedwell Isl.d	about 20 bales Wool say		400
			500
Malaga	400 Hides		100
Williams	Bill		
			£ 15,500

Saunders
Johnson & Stanley

Sheep Shorn 1870

[illegible]	22	44		22
Hill Head		1,324		
Black Face		1,377		1,911
Ist Flock		1,346		1,222
Hill Sheep		1,121		
Ewes		359		
Blackfaces		954		
[illegible]		1,011		20
Wedders		1,300		1
Lambs		1,207		15
[illegible]		1	1,100	9
[illegible]		1	1,009	
[illegible]				1,212
Ewes	1	3	1,391	11
Hill Sheep	1			1,300
[illegible]		1,101		1,992
[illegible]		1,111		1,119
[illegible]		1,162		21
[illegible]	1313	0	90	94
[illegible]	1,101	43	201	94
[illegible]	95	194	410	56
[illegible]	1,419	34	1 9	31
[illegible]	1,401	229	24	11
[illegible]	1,360	122	99	25
[illegible]	2,314	412	109	54
[illegible]	3,1 41	90	211	90
		1409		21
Low Flock		431		43
[illegible]	1,15		211	
[illegible]	1,103		221	34
[illegible]	1,101	1	201	10
[illegible]	1,159	36	191	10
[illegible]	1,213		192	12
[illegible]	1,100			
	92,141	11,543	11,120	2,341

Low	32,175	
[illegible]	29,084	
	670	
Total	61,434	Alexr Goss. Solwise Quarry.

The flocks marked × contain stragglers which should increase the account.

Lambing 1874.

Name of Flocks	Ewes	Wethers	Rigglings	Rams	Total
Cantera	1,202	1,196	33		2,431
High Hill	771	610	8		1,389
Lagoon Isla	436	591	10		1,037
Swan Inlet	1,053	931	31		2,020
Bluff Creek	753	664	14		1,431
Teal Creek	950	784	13		1,747
Hope Cottage	1,954	1,902	23		3,879
Marquise	600	489	10		1,099
Arrow Harbr	709	662	14		1,391
Miles Creek	556	519	7		1,082
Walker Creek	950	810	26		1,786
Island Creek	746	674	8		1,428
Seal Cove	901	782	20		1,703
Bodie Creek	512	53	7	473	1,045
Ewe Nugget	227	172	5		404
	12,329	10,588	229	473	23,619

Falkland Islands &
Stanley, 11th May,
1875.

Gentlemen,

I have now the pleasure to submit upon you with my General Report for 1874.

The Farm.

The increase in Stock and in the quantity of the wool shipped home shows that progress continues to be made in this Department, and it is satisfactory to learn that the packing of the wool meets with the approval of the Brokers. On this head it is difficult to say much, since matters have got into a regular routine all the year round. The only new feature of prominent importance is the commencement of the boiling down, to the prospects of which I will allude although the subject

The Director
The Falkland Islands &
London

is one that more properly belongs to this year.

It appears likely that we shall not have less than 8,000 to 10,000 sheep annually to boil down, consisting of four year old wethers and ewes too old for breeding purposes. From the wethers I have reason to expect a return of not less than 30 lbs. of tallow, the ewes, it appears, will give much less: but there will be a great advantage in being able to cull out our weakly breeding stock, which in a year or two will be apparent, while the absorption of a number of our unprofitable wethers will make room for the young sheep, and check the annual expenditure in buildings, which has lately been such a serious item. This indeed has been done already, for I am casting, instead of five or six, only one new shepherd's house this

leaders, viz: at Sunday Harbour.

Dipping Materials.

The result of our present experiences goes to prove that there must always be an annual dipping to keep the wool on the sheep's back. If done early in the autumn the sheep carry away less lipid in their wool, and they require less individual attention; for each sheep with any scab is carefully hand-dressed, and late in the season the undipped ones are sure to show some signs of the disease.

Stock of Sheep.

This continues to increase satisfactorily, for notwithstanding the shipment of 2000 ewes to Spain Poland and a number killed in the Factory Butchery and for consumption the total shorn exceeds 62,000. Adding to this the number of lambs born, and deducting about 8000 lbs boiled down and a small propor-

tage for decks; the stock at the commencement of winter will exceed 75,000.

The Store in Stanley.

The total sales during the year amounted to £12,134.17.6 the Deliveries to £8407.10.10 of which £3160.19.1 represents goods for sale to our Farm population. The goods imported amounted to £12896.... I have found it necessary during the past year to devote a considerable portion of my time to the details of this Department, as the results shown by the last Stock taking were far from satisfactory. I believe confidently that matters will turn out better this year; but I have decided that a change in the personnel of the staff, which has for some time been a subject for anxious consideration,

must no longer be delayed.

Bahiany Sales.

These are again lower, for the reason assigned in my last report: they amounted to £ 13714.9.7.

Shipping

Upon this head there is not much to notice, a fair average amount of business being done, chiefly through the Company's agency. One recent exclusion of the Anne Booth was wrecked, the Sanguel of Dartmouth with flour for Rio Grande.

The Company's vessels.

The Black Hawk has carried on the mail service with much regularity, and the objections to her, adverted to in my last report, have been removed.

The Near of Bray has, as anticipated left for England with a valuable cargo, and I hope she may prove the hopes entertained of her

The loss of the Jane Brooks cannot be regarded as a misfortune, as both she and her Captain were unfitted for Island service.

General Remarks.

The settlers on the West Falklands are now getting on their legs and from their prosperity and increased expenditure the Company is sure to derive much benefit. For ourselves I see nothing to fear, unless the fall in wool should continue to an unexpected extent. Peat will not harm us for we can keep it under, and with the exercise of a wise economy the Farm must continue to be a source of great profit. The Store too, when some necessary arrangements have been carried out, cannot fail to bring in a handsome

in event. I will always be ready
to use an unceasing object to promote
the welfare and prosperity of the
Company, in which all my interest
are centred,

I remain, Gentlemen,
Your obedient servant
Alex. Elliot.
Colonial Secretary

No. 1. It is correctly assumed that stores for use are credited to the store account at cost price into store. A sum of 25% is added to the cost price in London which I believe fully covers freight and all expenses in transit. This refers especially to goods delivered wholesale; in the case of small deliveries, such as a few pounds of nails or gallons of oil, more than 25% is added, to compensate for the inevitable loss in breaking bulk.

No. 2.- Wages- Until the year 1873 it was the custom to charge all wages in store in the first instance as Mr Sawyer suggests. I altered this, both because I thought it more simple to debit ships directly, and because it might appear to any one who did not look into the matter carefully, that the large amount was really expended on the store. The two Carpenters on the Staff and the Blacksmith being charged to Ships at a profit form an exception to the rule. The wages of the Storekeeper being £100 and the assistant £90 per annum, it can be seen that in the employment of extra labour the most rigid economy was exercised.

No. 3.- Sundry Accounts- In many

of the analysis of the store accounts, when was taken strictly from the ledger, those sundry accounts are those which had no possible bearing on the purchase or sale of stores, and therefore could not affect the question at issue.

No 4.— Stock Valuation is taken throughout at invoice price, plus 25% or cost into store, excepting coals, bricks and heavy goods, to which a moderate freight is added; for instance coals and salt are entered at 4/ per ton.

No 5. The analysis sent home gives the freight and other expenses to be between 20% and 25% on invoice cost; upon this basis the profits are calculated. Mr Sawyer will remember that we are not a monopoly and that I cannot charge exactly what I please— The principle upon which I go is to charge as much within reason as I think I can get, guided of course by the prices at the competing stores. In some cases our goods appear to be bought in a dear market; but I am bound to offer them at the prices at which they can be got from Mr Dean, or they eventually

remain on my hands. The statement of prices of goods ex 'Sion' forwarded with my statement will fully illustrate what I have said. In the case of deadweight freight is taken into consideration; for instance Salt is £5 per ton, bricks £5 per 1,000; but then again coal is only 6/- because people draw a line at that price, and will rather burn peat than pay higher.

Mr. Sawyer will confer a favour upon me if he will give an opinion upon the system of store book-keeping as detailed in my statement, say what the merits of the new steps taken to ensure accuracy, and give any practical suggestions that may occur to him in the way of alterations or improvements in the system.

I feel confident that the whole of the loss or apparent loss may be attributed to deliveries for use or consumption not charged through the carelessness of the Storekeeper, and to an error in the stock return and to an error in the stock return probably through the omission of some important items. The first will be met by my present custom of seeing

personally to the posting of all items,-
and, as regards the second, I have
decided, tedious as it will be, to transfer
the business of carrying out and adding
up the stock return from the Store
to my office, and with Mr. Langdon
attend to it myself.

Dear Sirs.
Yours Truly

Stanley 14th May 1875.

Notes on Store profits, and
on receipts of 1874, in reply to the
several remarks on the subject
received per mail of 23rd March, 1875
from London.

As my remarks may
Extend beyond the limits of a despatch,
it will be more convenient to consider
in this form your reply to my state-
ment, and the 10th & 11th paragraphs of
your despatch No: 408.

2. Reply, par. 1. The
immediate effect of my discovery that
the store profits had seriously decreased
was, as the Board are aware, to cause
an alteration in the management of
the Store, and additional checks and
closer supervision were at once insti-
tuted. I quite believe that the
stock taking in July next will reveal
a better state of affairs, and I
feel sure, though proof is impossible
that the loss arose through imperfect
stock taking and carelessness in
charging sales and deliveries combined.

I shall take the stock myself this year, and have satisfied myself throughout that the principal deficiencies have been correctly charged: in the matter of retail sales I do not see what check is possible.

3. Par. 2. The Board may rely upon my dividing my attention as equally as possible amongst my various duties; as regards the Camp there being now a regular routine my presence is not necessary as frequently as formerly when things were unsettled. When an occasion arises I am always ready. But as the Directors think that my visits should be more frequent than of late, I must explain that I made at the latter end of last year no journies that I did not consider necessary; my wife's health for some time both before and after her confinement having caused me much uneasiness

and anxiety. During the last four months I have been to Darwin six or more times.

4. Par. 3. I am always careful rather to under than over-value the moveable property. I am sorry to learn that my remarks were not approved of; nothing offensive was intended; but I wrote under the impression that your words intended to suggest that I was capable of signing false returns, a point upon which I felt perhaps unduly sensitive.

5. Par. 6. I have always exercised considerable control over the stores used for consumption, but since the arrival of the requisition form, which I did not mention in my statement, it has become absolute. Strict orders are given to the Storekeeper to issue nothing, unless the requisition is signed as approved by myself.

6. Par. 7. The suggestion that the discount of 12½% to the

his employer cannot positive
loss, is, I think sufficiently
disproved by the list of selling
prices in Sion, the profits on
which are shown to be high,
and are even so when 12½%
is taken off.

7. Par. 8. It is the
custom to tally the contents of
those cases which have to be
opened when the vessel arrives,
with the invoice, sometimes I
do it myself, sometimes Mr.
Langdon or the Storekeeper.
Many cases, of course, are never
opened at all, but sold wholesale.
The Carpenters and Blacksmiths
returns shall be carefully seen
to -

8. Prep. 9 & 10. What
with the Fredericа and Peggy, and
the Black Hawk being only here
11 days, during which I have been
away 6½ at Darwin Harbour,
I have had no time to examine
the various returns; but I forward

detailed replies to Mr Sawyer's queries.
To meet your suggestion as to the loss
on stores sold to the Company's Employés,
I have prepared an analysis of my own
account for last February, taken
quite at random, which shows a profit
to the Company of 40%.

Q. 488 - 11. According to the
trial balance sheet the present state of
affairs looks alarming, and the contents
of this paragraph have naturally caused
me the greatest concern. But I am
confident that the actual state of affairs
is healthy, and that the apparent loss
is to some extent the result of insuffi-
cient stock taking, and general
undervaluation. So careful have I
been not to puff up the accounts
that I believe I have in many instances
gone too far in the opposite direction,
not only in undervaluing assets, but
also in allowing too much for wear
and tear and depreciation. I
cannot help attributing nearly the
whole of the falling off that is not
accounted for by the lower value of
wool to a very incorrect and careless
valuation of all assets last July.

both in Stanley and the Camp.
this unfortunately cannot now
be proved; but I have every
hope that the next account
will tell a different tale. I
have to suffer censure for the
fault of those in whom I had
confidence, and it is only right
that it should be so; but I
shall take care not to be caught
in the same trap again. I can
always candidly admit myself to
be in the wrong when I know that
I am so. I trust therefore that
the Directors will believe me when
I say positively that there has
been on my part no waste or
extravagance whatever. Believing
that a check in time saves nine
I am no advocate for niggardliness
in the management of buildings
or vessels; but to any unnecessary
expenditure I am resolutely
opposed. To take a few instances.
When extra carpenters are engaged

per the work, I pay them off directly it is
over; though this in pressing times it is
difficult to induce carpenters to work for
us, if the Devils have a ship in hand, because
they say they can always get a lot of work
out of him after the ship has gone. To
prevent losing all the carpenters I have
lately had to promise to keep some on
after a vessel now in hand is finished.
This the same with labourers, not some
hand more than is actually wanted pro-
vided kept on. I am the Black Man has
no Economically as possible. I have
arranged and carried out the provision-
ing by contract. I & Dawvin can
reducing the labourers as much as
possible. To descend to "filthy things",
all the tongues from the animals killed,
for consumption at Darwin are sent for
sale to Stanley, all the shepherds cutting
out have to carry the inside and
kidney fat to Darwin. Old jars are
sent home to be refilled, old saddle
pads and scraps of bagging are hard
up to help to make a penny. Some
oil for machinery, bullocks feet are
boiled, the hoof tips sent home, and
the waste foot oil produced is handed
over to the Engineer. Enough

multiply in Lancs; but will
content myself with saying that
I am striving from day to day to
economise in every possible way
and that waste and extravagance
cannot fairly be laid to my charge.

10. That the loss to a
great extent is consequent on
undervaluations becomes more
apparent on consideration of all
circumstances. You remark
that the returns from produce
show no falling off, and I
believe this will continue to be
true with the Friar of Braja and
Fredericai cargoes, notwithstanding
the fall in wool. I cannot
speak with accuracy as I do
not know the amount borrowed
against the homeward cargo;
but I believe that, broadly speak-
ing, the amount of each avail-
able for dividend &c. after pay-
ing advances will be very large.

notwithstanding the large shipments of stores. the purchase of the Sparrow Hawk and Flora and fitting out of the Vixen of Ibray, and this cash will have been got home without any increase of liabilities or deposits on this side.

11. I now feel it to be my duty to say that I think the Directors would do well to engage another Storekeeper for Stanley. I have endeavoured for too long to try to get the present one into better form and to screen his shortcomings. Mr. Cameron, as you know, came here as Deputy Storekeeper in 1867, and was promoted in 1871. With every desire to do his best, pleasant and genial in manner, so that he is generally a favourite, an excellent sportsman, and the best shot in the Falkland Islands. he yet lacks the ability to handle the store well, and his previous training - he was a gamekeeper - was not calculated to fit him for such a sedentary post.

His memory is so short, as not to be worth the name, and he is excessively careless. He has no idea of order or regularity, and is terribly slovenly and untidy. In fact he was built for out of door pursuits, and his occupation is anything but a congenial one to him. A domestic misfortune, of which you are doubtless aware, has thrown a cloud over his life.

If I can, within the limits of the time yet left me, sketch out my ideas of what a storekeeper should be, I will do so. He should, above all, be honest and sober. He should have a good memory, be tidy and precise to a fault, have a good idea of selling, that is, not merely pitching out just what is asked for, but have the knack of forcing sales, be pleasant in manner, — in fact good address is a great thing, be thoroughly industrious and wrapped up in his business, take a proper

pride in keeping things straight
and neat; and not be too proud
to lend a hand himself when
necessary. He must not be
sour and forbidding in manner
like Spanner, or he will drive customers
away; nor a dreamer and a bit like Ernest,
or the Store must suffer; nor
careless and forgetful like Dameron
or we cannot expect success. If
the Director think with me that
a change is necessary I hope that
great care and judgment will be
exercised in making a choice; my
ideal Storekeeper will be hard to
find; but when found they can
afford to pay him good wages. and I
may suggest, in some way give
him an interest in success, do not
we have timely warning of his
engagement by telegraph. For
"Storekeeper engaged and will sail by
mail of August 8th" next the words
"Felicity", by September 2d
"Fellowinger. I was nearly for-
getting to say that he should be

married, and were it possible
for his wife to look after laber
duchery and women affairs it
would pay to build an addition
to the store, — otherwise the
business must leave us altogether.
Messrs. Dean & Sons have started
a millinery business which pays
wonderfully well in Lyei's buildings,
and have a woman to look after
it. Of course with a weak place
shut off from butter & cheese
they must carry on before them.

12. I will only repeat
in conclusion that my best efforts
shall continue to be devoted to all
departments, in hopes of renewed
success.

Yours &c.
Colonial Treasurer

Stanley.
15th March. 1875.

Mr Cobbs Store Account.

	Goods	@	Store Price		Cost in London	
	1 2 doz Stout	10/6	1. 1. 0	5/5 or	. 10	10
	4 lbs Sugar	6/2	- 2. 2	3¾	1	3
	Jar Vinegar		- . 7. 6		4	9
	½ lb Tea		- . 3. 6		2	2
	¼ ton Coal		- . 3. 0		1	11
8	4 lb Sugar		- . 15. 0		. 6	6
12	1 . Tea	6/2	- . 2. 2	3¾	1	3
	4 . Sugar		- . 4. 0		2	7
	10 . Salt	6/2	- . 2. 2	3¾	1	3
	6 Mixe Mechtics		- . - . 10	¼		3
	½ ton Coal	1/	- . 6. 0	4/2	2	3
19	1 lbs Tea		1 . 10. 0		. 13	.
	4 . Sugar		- . 4. 0		. 2	7
	1 . Starch	6/2	. 2. 2	3¾	1	3
	3 doz Ale	1/	- . 1. 0		.	6
	¼ ton Coal	14/6	2 . 3. 6		1 2	.
23	1 Tin Arrowroot		- . 15. 0		. 6	6
24	¼ ton Coal		1 . 3		.	9
25	4 lbs Sugar		. 15. 0		6	6
	1 . Tea	6/2	2 . 2	3¾	1	3
			4 . 0		2	7
			9 . 7. 5		4 11	11
	Less 12½ %		1 . 3. 5	Add 25%	1 2	11
				Duty &c	. 2	.
			8 . 4. 0		5 16	11

Sold For £ 8. 4. 0
Cost 5. 16. 11
Profit £ 2. 7. 2 or 40 %

Remarks on Stowe for
Sparrow Hawk. Tuesday 29th.

I see that the Tailors
Sewing Machine will not find a
berge. The Tallow Catchers
have [illegible] the top man
hole, instead of being at the side
as in the first one, is in the centre,
this will increase the labour of
passing the meat in, and make it
unpleasant for the man who stands
inside packing. The tallow coat is
at the very top, in lieu a waste
place than before, it must be
lowered about 3 feet to enable
the Tallow to run out properly.
[illegible] that the
workmanship appears to be superior,
and all the fittings are of a better
class. The deal ends thrown in
by Gordon are fairly an imposition,
for which he should be called to
account. What can be the use of
Fifty seven pounds worth of them.
I have returned a quantity under 1

feet in length, the few longer ones can be drawn into fencing. The H S B deals I have examined with the foreman carpenter, and they appear to be of a fair average, and moderate in price. The doors from Lascelles are good, windows rather slight, the prices for these are not given in the invoice, which is for a lump sum. As Tuppers iron roofing is so much cheaper than Rowesons, and they are the manufacturers, why not go to them always? The iron for Frederica was completely damaged, and had to be sold by auction. The chain with which the Flora was secured was not according to invoice, weighing a little over 2 cwt. instead of 5 cwt. 17, and was evidently second hand. I hear that the Frederica has fitted new topsail sheets this voyage. Bodds Soda Water is very bad please note that Schweppes

should be sent in future. King and Browne's tins are objected to; they promote the sale of oil by the efficiency with which it can be poured out without spilling nearly the whole. My order for kerosene you very properly increased, and yet the quantity is insufficient; supposing each of the lamps sent to burn ½ a pint per night, these alone would consume 547½ gallons per annum, we can sell I believe from 1000 to 1500 gallons. Lunds Russian rope will probably sell well; it was surely a mistake to lay such a valuable vessel as the Sparrow Hawk with inferior rope. I think that I have remarked several times before that the coarse salt is the most economical, as it can be used several times, whereas the finer kinds pass to pickle at once. Buckets & tools are considered very good. Glass and compressed hay always go off, same with bottled ale and stout. I think

the Galvanized Wheelbarrows will hang on hand for a long time, they are not strong enough for hard work; we have come in use of those geese, that came I think by the Blanch.

The Neptune forge will be useful in the Engineers shop.

Although 3 dozen spades were sent for only 2 dozen came, consequently we have to buy from Drani to supply our friends.

Lieut Gov.
Colonial Secretary

Falkland Islands 6th
Stanley. 10th June. 1876.

Report on Sparrow Hawk.

I am sorry that I cannot speak of this vessel as highly as I should wish, or had you to believe that she comes up to your expectations. The cabin could hardly be improved upon, and, were the Black Hawk fitted up in the same way, she would indeed be a splendid vessel. But in almost every other respect the Sparrow Hawk falls short of what she might be. She is neither fast nor weatherly, and it is almost beyond comprehension why, when you were actually building, you could not get a better model. Capt. Thomas of the Sea Witch told me, before her arrival, that she would not sail well, and he had only seen her on the stocks. She continues to be

considerably, though hardly as badly as on the voyage, when she had to be pumped sometimes twice a watch. The deck planking is broad and very bad wood, full of knots and with several bad places. The windlass is of an old fashioned kind. She is under-masted and spared; remarkably so, and her sails as compared with the Black Hawk's remind one of the efforts of a country tailor. Her bakiness is attributed to having had instead of soft wood treenails, this is a matter I know nothing about.

I hope that Captain Campbell may be able to do something with her as regards sailing; if so I shall have much pleasure in reporting it.

I am &c.
Colonial Treasurer

Stanley 26th June 1875