

DEPARTMENT OF OVERSEAS TRADE.

# REPORT

ON THE

## CONDITIONS AND PROSPECTS OF BRITISH TRADE

IN

# INDIA,

*During the Fiscal Year April 1st, 1921, to March 31st, 1922,  
Revised to September, 1922,*

BY

**Mr. THOMAS M. AINSCOUGH, O.B.E., M.COM., F.R.G.S.,**  
*H.M. Senior Trade Commissioner in India and Ceylon.*



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# DEPARTMENT OF OVERSEAS TRADE.

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## COMMERCIAL REPRESENTATION ABROAD.

In order to foster British overseas trade to the utmost extent, the Department of Overseas Trade has developed and controls the following Services of Commercial Intelligence Officers overseas:—

1. The Trade Commissioner and Imperial Trade Correspondent Services in the Empire.
2. The Commercial Diplomatic Service attached to the British Diplomatic Missions in foreign countries.
3. The British Consular Service in foreign countries

1. At the present time there are 11 Trade Commissioners' offices established in various parts of the Empire overseas, viz.: three in Canada, at Montreal, Toronto and Winnipeg, respectively; two in South Africa, at Johannesburg and Cape Town; two in Australia, at Melbourne and Sydney; one in India (to cover Ceylon), at Calcutta; and one each in New Zealand, at Wellington; in British East Africa, at Nairobi; and in the British West Indies, at Trinidad.

The Trade Commissioners in the Dominions have the assistance of Imperial Trade Correspondents at a number of important centres, and the Department also has the services of Correspondents in various parts of the Empire, in which at present there is no Trade Commissioner.

The Department is represented in India by Mr. T. M. Ainscough, O.B.E., H.M. Senior Trade Commissioner in India and Ceylon, Calcutta.

2. The Commercial Diplomatic Service consists of between thirty and forty posts in all, and the officers of the Service are stationed in all the more important foreign markets of the world. The members of the Commercial Diplomatic Service are styled "Commercial Counsellors" in the highest grade and "Commercial Secretaries" in the three lower grades. They are members of the staff of the British Embassy or Legation in which they serve.

The Commercial Diplomatic Officer has general supervision over the commercial work of the Consular Officers in his area, and, with the co-operation of these two Services, a complete network of Government Commercial Representatives is thrown over foreign countries.

3. The Consular Service is being re-organised and established on an improved footing. Emphasis is being thrown on the importance of the commercial side of Consular work, and every effort is being made to recruit for the Consular Service men with the necessary qualifications for the work which they will handle.

4. Members of British firms are urged to call upon the Department's Representative abroad when they visit an overseas country. It is also important that they should make a point of their Representatives abroad keeping in close touch with the Department's officers.

A handbook, giving further details of the above Services, can be obtained on application at the Department of Overseas Trade, 35, Old Queen Street, S.W.1.

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### NOTE.

*It should be understood that the views expressed in annual reports are the views of the officers themselves, and are not necessarily in all respects the views of the Department.*

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**COVERING DESPATCH.**

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To the **RIGHT HONOURABLE STANLEY BALDWIN, M.P.**,  
 President of the Board of Trade.

Office of H.M. Trade Commissioner,  
 6, Royal Exchange Place,  
 Calcutta.

*20th July, 1922.*

**SIR,**

I HAVE the honour to forward for your information a report on the conditions and prospects of British trade in India during the Indian fiscal year 1921-22.

The period under review has been one of such unprecedented depression and the reasons underlying the slump were dealt with at such length in my last review that it has not been considered desirable to treat the subject in such an exhaustive manner as has been the practice in former years. My aim in compiling the present report has been to touch briefly on the outstanding events of the year, to add such comments as are necessary to bring the last report up-to-date and generally to take stock of the present position.

Once again I have to acknowledge my indebtedness to the Officials of the Commerce and Industries Department of the Government of India for their unfailing courtesy and assistance which has so materially lightened my task during a very difficult year. Special thanks are due to the Director-General of Commercial Intelligence, India, the Director of Statistics, the various Directors of Industry and the Collectors of Customs for valuable information which has always been willingly furnished.

I have the honour to be,

Sir,

Your most obedient servant,

THOMAS M. AINSCOUGH,

H.M. Senior Trade Commissioner in India.

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