

guarantee dwindles down from 2d. to under  $\frac{1}{2}$ d. per head.

I shall be greatly surprised if the experts do not pronounce that the Dominions may dismiss from their minds any fear of their not being able to let at profitable rents at least  $\frac{1}{4}$  or  $\frac{1}{2}$  of their lettable area which may be left on their hands after they have appropriated to their own use such floor area as they may require.

An expert opinion on this point might be very useful. Can you get one? If the S.G.Ds. can be satisfied on this point then the practical question for them to consider will be "Is it good business that we should incur a charge, and probably only for a few years (for there can be no doubt that every square foot of floor will in course of time be profitably occupied) of 1d. or  $\frac{1}{2}$ d. per head on our population of 1911, in order that our primary producers may secure for themselves the permanent advantage of an advertisement which any appraiser would value at a figure very much higher than an annual liability of double the amount. *Sagunto*

Above is the outline of the arguments I am pressing upon the attention of Mr. Massey and Mr. Watt. If Mr. Massey can be persuaded to give a lead, he might pass an Act the next session through the legislature of N.Z., empowering the government to guarantee an interest charge of an annual amount equivalent to 2d. per head on the population of 1911, or say £8,000 per annum; and if the Imperial Government could be persuaded to guarantee N.Z.'s guarantee, then the burden of interest charge would be lessened by  $\frac{1}{2}\%$  or perhaps  $\frac{3}{4}\%$ .