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on board those junks, prevents the European navigating captain from having any authority in times of danger, and therefore all the assistance they derive from him is when they are in the open sea.

3054. Have you heard that the losses sustained by some individuals during the great fire at Canton were made good by the Chinese?—Yes; I have heard so. I do not call to mind having heard from what source that was; at the same time, I can have no doubt from whence the indemnification came. It was from the consoo fund, which fund is formed by a direct tax on the foreign trade: it is a very secret fund; but I have reason to think it is levied more often upon the imports than the exports, consequently the Americans, who brought a large portion of dollars in my time, did not pay their quota to it. There is another peculiarity about the consoo fund, which is, that when once any article is made tributary to it, which will happen in the origin for a particular purpose, it does not follow that when that particular purpose shall be answered the tax on such article shall be released, consequently it is the most anti-commercial, oppressive, and infamous tax imaginable.

3055. By whom is this tax imposed; by the Hong merchants, or by the Viceroy at Canton?—No doubt by the advice, and certainly with the connivance of the Hong merchants. I have often discussed it with them, when they perfectly acknowledged the justness of my animadversions upon it. It is the same description of abuse which would prevail in other countries if submitted to; and I think there is a good deal of analogy between that and what is actually taking place at this moment in this country; I allude to the fact of Mr. Pitt, and other ministers of the day, having formerly raised the salaries of all public functionaries on the plea of the great dearness of provisions and other necessities of life; and now we see how difficult it is to obtain a reduction, although it be quite notorious that £1,000 well husbanded, will go almost as far as £1,500 did formerly in the maintenance of a large family.

3056. By whom is the consoo fund managed?—By the Hong merchants; at least, we know of no other party in the affair.

3057. Should you consider such remuneration of losses sustained by fire as any proof of an amicable disposition of the Chinese government?—Most certainly not. They had nothing to do with it, I believe; but the Hong merchants must have found it convenient at the moment to pay off a few clamorous applicants, and they would immediately indemnify themselves out of the consoo fund.

3058. You mentioned the case of a Dutch ship having obtained a partial cargo at Siam, but was not able to obtain the whole: what prevented its obtaining the whole cargo; was it a political cause, or a commercial cause?—I understood at the time that the chief difficulties had been thrown in the way of the enterprize by the public authorities; but the gentleman who conducted



conducted the ship, one of the most intelligent men I ever knew, considered it would be a fruitless attempt to repeat.

3059. Was it on account of the place being unfit for commerce that no good adventure could be made there, or was it a fruitless attempt, in his opinion, from the obstruction put by the government?—I should say probably both, as well as my recollection guides me. I have no information respecting Siam but general information.

3060. You stated what that Dutch ship was freighted with from Canton homewards, what was the cargo outwards from Europe?—She brought dollars to Siam, which she calculated would have been sufficient to have invested the cargo in which she was in search of: but having failed there, and coming to Canton, the cargo she took home was more valuable, and the consignees were obliged to supply that deficiency by bills on Europe.

3061. You stated that there was a loss by the homeward voyage; was there a loss upon the whole adventure, or merely upon the return voyage?—I think, from the tenour of my friend's letter I have read, there is no doubt it was a losing adventure upon the whole. But I stated in my former answer, not that there was a loss, but that only about £1,500 was left as freight to the ship.

3062. Is that the only adventure which, during your time in China, you knew of to Siam?—It was the only adventure I ever knew much of; and not having originated in China (for the ship came to Canton after making the fruitless attempt), I did not collect so much information about it as I should otherwise have done; that is to say, my curiosity was not so much excited.

3063. Do you know of any other foreigner who attempted voyages to Siam?—I do not.

3064. Or to any other part of Cochin China?—None whatever, but what I read of in the popular history of that country.

3065. You have stated, as the result of your experience in the trade of China, that you hoped to see the time when the trade of that country should be put upon a footing which you would consider more consonant to the interests and dignity of this country, by which all monopoly would be done away; have the goodness to state to the Committee what your idea is of this perfect state of the trade with China which you should wish to see established?—In doing so, I feel that I must consider China as a civilized nation; and I therefore can entertain no doubt that vigorous negotiation would obtain Great Britain all the privileges she can seek to enjoy in such a distant and peculiar country. The only basis on which, I think, the trade with that country could be carried on with safety to this country, and with comfort to the individuals who embark, is that of a treaty of commerce, wherein the duties of the foreigners who visit China shall be clearly and distinctly defined, wherein their rights, in return, shall be acknowledged, and the whole connexion proceed upon the sanction of such laws and regulations as I cannot doubt

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doubt (it being always assumed that China is civilized) this country is in a state to exact. At the present moment the government of China admit us to hold intercourse with them. We take to them those articles which they require, and we receive in return the surplus of their productions; a state of things which I hold to be the most wholesome and consonant possible with the interests of both countries; and I read in an author of celebrity, under the head of "Right of all nations against one that openly despises justice," that "if by her constant maxims, and by the whole tenour of her conduct, she evidently proves herself to be actuated by that mischievous disposition, if she regards no right as sacred, the safety of the human race requires she should be repressed;" and again, "to despise justice in general is doing an injury to all nations." Vattel is my authority.

3066. And you are of opinion that this better state of things in China might be brought about by a more vigorous exercise of authority on the part of this country?—I do not entertain a doubt of it.

3067. Do you think it might be brought about by a mere withholding of trade, or that it would require any more vigorous measure to produce it?—I consider that a vigorous negotiation, accompanied by a threat that the King of England would no longer consent to hold intercourse with China on the degrading footing on which it has hitherto been carried on, would altogether alter the tone of the government of Peking.

3068. Are you of opinion that the Company have generally assumed too tame a tone in their communications with the Chinese authorities?—By no means. I am quite of a different opinion; and I think it would have been much better had the East-India Company instructed their servants in China what they were to do, and what they were not to do, and not left them such a dangerous discretion as has hitherto been vested in them. I take for granted in this answer, that the East-India Company in London would have done so in concert with His Majesty's Government, and I think it would have been wise for all parties to consider long ago what was best to be determined upon, instead of leaving individual traders at the daily risk of the loss of all their property.

3069. But you are of opinion that, either by the Crown or by the Company, some attempt should be made to put the trade with the Chinese upon a different footing from that on which it now stands?—Certainly, by the Crown.

3070. And you think that would be practicable?—I have no doubt of it.

3071. And being effected, you are of opinion that it would be for the interest of this country that the monopoly of the China trade should be done away?—Certainly.

3072. And that the trade, under such circumstances, could be conducted with more advantage to the country?—Certainly; it being taken for granted, however,



however, that when the English monopoly is done away, which should be subsequent to the negotiation, the Chinese Hong monopoly in its present mischievous operation should be stipulated to cease.

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3073. How long is it since you left China?—I left China in the month of February 1822.

3074. You have spoken of the number of Chinese junks that were lost; by whom are the junks freighted?—By Chinese usually.

3075. What do those cargoes generally consist of?—Such articles as find a sale in Java and the neighbouring islands, principally, I believe, for the use of the Chinese settlers in those parts, who are very numerous; teas, silks, nankeens, sugar-candy, and so forth.

3076. What are the principal ports to which they resort?—Batavia is the very principal one; at Malacca, and Singapore, and Manilla, they are constantly seen; at Banca, at various ports in Borneo, and even, I believe, as distant as the Archipelago of Celebes and the Gulph of Carpentaria, on the north coast of New Holland.

3077. Can you form any estimate of the amount of trade carried on between Canton and the Eastern Isles?—No, I cannot form any exact, or even approximate estimate of it.

3078. If it should be found impracticable to coerce the Chinese government in the manner you have stated, do you think the mode in which the trade is carried on now is the most beneficial and secure?—Unquestionably, if I connect the beneficial with the secure consideration.

3079. It is presumed that the vigorous negotiation you recommend must, of course, be accompanied with a commensurate naval force to carry it into effect with success?—I should think there is ample time to try a much milder mode of negotiation, before the period will arrive when it is absolutely necessary to adopt the last measure.

3080. Supposing that, by negotiation of any description, success could not be obtained in that object, do you think that what is called the Company's monopoly is necessary to counterbalance the Hong monopoly?—I have already, in my answer to one of the questions, stated that such is my decided and unequivocal opinion.

3081. What is your opinion of the profit and loss that has taken place in the country trade between China and India since 1813?—I should suppose it has been much less profitable than formerly.

3082. Has it been upon the whole a profitable trade?—What it has been since 1822 I cannot speak at all; but during the last three or four years of my residence in China I fear that it was, upon the whole, the contrary.

3083. Were not the embassies carried on by Lord Macartney and Lord Amherst with a view of establishing commercial relations between China and England?—I always understood so.

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3084. Can you state to the Committee any reason why those embassies did not succeed in their object?—Because they never professed to be but complimentary embassies, and therefore were not calculated to succeed with the Chinese government.

3085. Had they stated their distinct object to be that of commerce, is it your opinion, from the knowledge you have of the character of the Chinese government, that they would have been received at all?—They certainly would not have been more likely to be received into the imperial presence had they stated such, than in the manner in which they went, which was of all things the most complimentary to the government of China.

3086. When you stated that you expected successful results from a more vigorous negotiation, did you contemplate coercion by war?—I stated, I think, in a former answer, that what I meant by coercion in the first instance, was a threat that the King of England could no longer tolerate the degraded state of vassalage in which his subjects were held in China, without privileges, without protection, without safety, either to persons or property.

3087. Do you think that such threat, unaccompanied with force, would produce the effect which you expect upon the government of China?—I confess I must entertain doubts whether it would.

3088. Then your ultimate view would be, that, supposing such an attempt were to be made by the King of England, that that attempt in its ultimate result must contemplate the sending a force, and in fact, going to war?—That is just the point to which I come, provided I be justified in stating, what I believe I have already done in a previous answer, that the common right of all civilized states to insist on holding reasonable intercourse with each other, is acknowledged by the best writers on the law of nations.

3089. Putting the right out of the question, what rational expectation would be formed of any warfare carried on against a nation of a population so immense?—During many years' residence in China, the subject was constantly discussed. We had the information derived from the first embassy as well as from the last, and I never heard any man who had given his mind to the subject, but came to this conclusion, that although the population of China may be 250,000,000, 20,000 British troops might march from Canton to Peking at any moment without hindrance or molestation.

3090. Are you of opinion that it would be consistent with justice that the English nation should march an army of 20,000 men from Canton to Peking, merely because the government of China do not confer upon British subjects those commercial advantages to which you think they are justly entitled?—It is not commercial advantages that I have ever said I would make war to contend for; but if the Emperor of China permits, as he has done, Englishmen to reside within his dominions for the purposes of trade, I think it is his duty to protect them, to foster that trade, and to see that his officers do justice to those who are enterprising enough to undertake it, and to rely upon his imperial protection and hospitality.

3091. If



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3091. If foreigners settle in any country for the purpose of commerce, or for any other purpose, is not one of the conditions on which they reside in such country an obedience to the laws, and a conformity with the customs of that country?—Certainly.

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3092. Are there any roads from Canton to Peking for troops to march on?—I really do not know, but there is on modern maps a distinct tract of Lord Amherst's route from Peking to Canton. I have such a map in an atlas in my own possession.

3093. Have you ever seen any Chinese maps of the road?—I think not.

3094. Do you conceive that a commercial treaty with China would be best negotiated by the East-India Company, or by an ambassador, or any other party directly accredited by the Crown?—By an ambassador direct from the Crown.

Mr. ABRAHAM DIXON again called in, and examined.

3095. The witness requests he may be allowed to answer the following question, which was put to him on his former examination, on Tuesday the 9th of March instant:—What was the number of cloths exported by the free-traders in the year ending the 5th of January 1828?—Of British woollens, 30,289 pieces, and of Foreign 552; together, 30,841 pieces. In the 30,555 pieces, which I before stated to have been shipped in the following year, is included 1,414 pieces of foreign woollen cloth. This quantity of 30,555 pieces, exported by the free-traders to India alone, to the four ports only to which they have access, exceeds that of the East-India Company to both India and China, during the period, by fifty per cent.; their export, according to the papers laid before the House of Commons, having only been 20,370 pieces, in which, I believe, is included the cloth for the use of the army.

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3096. You have stated that you had been engaged as a Blackwell-hall factor till the year 1822 in London, and that you are now engaged in the woollen trade as a manufacturer at Leeds?—I stated that I am now a foreign commission agent, and have been so for several years past at Leeds and in Huddersfield.

3097. What was the name of your house in London?—Abraham Dixon and Company, and previous to that, John Thomas and Company.

3098. What is the firm of the house with which you are connected in Yorkshire?—I have no partner; I have been alone for some years.

3099. Have you been in the habit of supplying the Company with broad-cloths?—During the time that I resided in London frequently.

3100. What is the process by which the Company buy those goods?—By public tender and contract.

3101. Did you find any difficulty in the dealings you had with the Company?—No.

3102. Are



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3102. Are you aware that the Company buy their goods under a bye-law?
—I am not aware of that.

3103. Did you find that the Company fulfilled their engagements faithfully and honourably with you?—Perfectly so.

3104. You stated that there were certain fees forming a part of the contract, were they fixed fees or arbitrary fees?—They were always stated in the notice of the tender for the contract as fixed fees.

3105. Were there not fines imposed upon parties who failed to deliver a proper article?—There were.

3106. Have you ever been subject to those fines?—During my transactions with the Company I do not recollect that I ever had to pay one fine; but if I had, it was of a very trifling amount.

3107. Have you had any facilities given you by the Company, such as receiving money on discount before it was due?—Not during the time that I resided in London, but perhaps my partners might; but I am not aware of the fact.

3108. Are you aware that the Company are often in the habit of giving those facilities to persons with whom they trade?—I believe they do so when applied to for that purpose.

3109. Do you consider that an advantage?—Certainly it is an advantage.

3110. Do you apprehend that this mode of contract is disadvantageous to the Company?—I think so.

3111. In what respect?—In consequence of the fines and of the rejections, many houses are deterred from entering into the contracts: indeed many houses, to my knowledge, would not enter into the business at all, in consequence of the danger of rejections and being subject to fines.

3112. Did you refuse to supply the Company when you were engaged in that trade whenever an opportunity offered?—If those fines had not been imposed, we should have gone to a greater extent in our tenders for cloth to the East-India Company.

3113. But, to a certain extent, you were always willing to engage with the Company?—When we had not other employment for our manufactories in Yorkshire.

3114. Have you any means of knowing whether the Company have always thrice the quantity of goods offered to them for which they have occasion?—I believe that is frequently the case.

3115. Do you think that is any proof of the disadvantage that the manufacturers labour under in dealing with the Company?—There are always people that are desirous of doing business. They would tender at a high price, that would cover the risk of fines and rejections.

3116. Are



3116. Are you aware that the Company take the lowest tender?—I believe they do. 11 March 1830.

3117. Have manufacturers access to the Company's samples, and are you furnished with portions when you desire to see them?—Yes. *Mr. A. Dixon.*

3118. You stated that the overlookers are very strict in their examination, and there is no appeal from them?—So it is stated in the contracts.

3119. Are you aware that the Company occasionally take goods at a small reduction of price, which are not equal to the standard, in order to favour the manufacturers?—They do, I believe, sometimes.

3120. Were you engaged formerly with Hamburg and Amsterdam, and other places in Europe?—Yes.

3121. And you had also an establishment in the United States of America?—I had.

3122. Have you withdrawn from those establishments?—Yes.

3123. For what reason?—In the year 1826, the firm in London to which I belonged was unfortunate in business.

3124. To what causes do you attribute your losses in trade?—It arose from bad debts, made chiefly in this country, arising principally from our banking or agency business in London, in consequence of the great depreciation in the value of every description of property in 1825 and 1826.

3125. Was your trade to America profitable?—Yes.

3126. Were the dealings you had with the Company profitable, or otherwise?—To the best of my knowledge they were profitable.

3127. Are you at present interested in the house of Joshua Taylor & Co.?—No, not for many years past; not since 1822.

3128. Do you happen to know whether they have many dealings with the Company?—I believe they have.

3129. Are you aware of what became of the cloths that the Company rejected when you supplied them with a quantity, and when some were rejected?—About the year 1812 or 1815, or rather previous to the year 1815, they were generally sold to the Mogadore merchants; since that they have been chiefly sold to the private traders for India and China.

3130. At any reduction in price?—Sometimes they have been sold at a reduction of price, and sometimes at an advance of price. Indeed, some of the cloths have been sent to America, and sold there to American China merchants.

3131. Were they sold at a reduction in price?—I believe generally those which were sent to America were sold at a profit.

3132. Are the Committee to understand that those that were sold and went to America realized to the manufacturer a larger price than the Company would have given for them?—I am now only speaking of those we



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manufactured ourselves: they brought a larger price in America, but in London they were generally sold at a loss. For many years, the rule in disposing of articles of that description was to deduct from the cost of the day the cost charged by the Company for dyeing; that is, the cloth was sold dyed at the same price as if the cloth had been white, and then there was a considerable loss.

3133. As you reside at Leeds, does it happen to fall within your knowledge, that when an application was made to the Company to relieve the distresses in the neighbourhood of Leeds, circulars were sent round, and offers were made to the Company to supply cloths to an extent much beyond their demand?—I am not aware of that.

3134. Are you aware what is the comparative cost price of woollen cloth in Leeds and in the West of England?—There has not been much difference; but I believe the Leeds cloths are a little cheaper.

3135. Then you are not aware that, in this particular instance, the Gloucestershire or West of England clothiers have undersold the Leeds manufacturers?—I am not.

3136. Are you not aware of the fact of the Company having always offers for twice or thrice the quantity of goods that they have occasion for?—Not that that is always the case; that it is so sometimes, I have understood.

3137. Are the Committee to infer, that the Company's mode of business is encouraging to the manufacturer, by the quantity of goods that they offer?—It would appear so from that.

3138. Should you not conceive that a demand, equal in amount to the Company's demand for cloth, by the private trade, would be equally beneficial to this country as the Company's demand?—Certainly.

3139. Can you inform the Committee why the cost of the dyeing of the different colours in Yorkshire and in London differs so much, the material of dyeing being the same?—I believe the cause of the difference is chiefly this; the comparative small expense of coals in Yorkshire, and of rents and wages to servants; and also, for a number of years, the London dyers have been in the habit of charging much larger profits than the Yorkshire dyers are willing to do their business at.

3140. Are there many private manufacturers who dye in London?—I am not aware of any manufacturers living in London who dye in London, except the East-India Company; but there are a number of woollen warehousemen in London who occasionally have cloths dyed with the London dyers.

3141. Is there any other large company in London that export any thing like the quantity which the East-India Company do, and if so, do they dye in London?—The only public body that I am aware of is the Hudson's Company, who buy 400 or 500, perhaps 600 or 700 pieces of cloth every year,
and



and I believe they have them dyed in London, at least they had some years ago; whether they continue it or not I do not know. 11 March 1830.

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3142. Is that a company having also exclusive privileges?—Yes.

3143. Are the private individuals that have their cloths dyed in London, generally speaking, connected with the North or with the West of England?—With both; but they will never have them dyed in London if time will allow of their having them dyed in the country.

3144. Do you know what proportion the cloths bought by the East-India Company in Yorkshire bear to the cloths bought by them elsewhere?—I do not.

3145. You were understood to state, that the risk of fines charged by the East-India Company, necessarily increases the price at which manufacturers can afford to sell to them as compared with private merchants?—Yes.

3146. Then the higher price which the East-India Company are stated to give, does not act as an encouragement to the manufacturer, but only covers the increased risk?—Exactly so.

3147. Did you mention all the fines charged upon the rejected goods?—I omitted mentioning that which is levied upon the manufacturer in case the cloth should be rejected or delayed in the delivery, that is from 10s. to 20s. each cloth.

3148. Are not those conditions in the Company's contracts intended to secure a perfect investment?—I believe that is the object.

3149. Do you think they have that tendency?—I have no doubt but they have.

3150. But at a higher price?—At a higher price.

3151. You stated, that when those rejected cloths were sold to individuals, the practice was to sell a dyed article at the same price as a white article; will you state what proportion the cost of dyeing is to the prime cost?—Some years ago the cost of dyeing was not so much in proportion to the price of cloth as it is at present, and I can only state the present relative values. There are a variety of colours and they vary; the white cloth would cost £6. 6s., and the cost of dyeing it blue would be £2. 11s. 6d. I should state in explanation, that the west-country manufacturers gave their factor, or at least gave me when I was a factor, the liberty of disposing of the rejections at the rate of which I am now speaking, but to do better if I could.

3152. Then the practice was to abate from the cloth the price of dyeing, which, under the circumstances stated by you, is about 33 per cent.?—Yes; I ought perhaps to state, in addition to what I have stated, that formerly, cloth which now costs six guineas cost about £20. I have not been in the trade lately; there may be an alteration; the manufacturers may not at this time be willing to make such a sacrifice; indeed, so great a sacrifice as that would not be necessary now.



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3153. When the cloth cost that price, was the dyeing proportionably high?—By no means.

3154. Do not the Company's tenders vary very much from each other from time to time?—In the different descriptions of cloth they do, but not for the same description of cloth; they have been very much the same for each description of cloth for many years; I believe since 1813 or 1814.

3155. What is burling, for which a charge appears to be made on the part of the Company?—Burling is the operation of picking out any foreign substance which may adhere to the cloth.

3156. What is the charge made by the cloth drapers of the Company for burling on super cloths?—2s. per piece.

3157. What is the amount of the fee upon that species of cloth?—6d. per cloth.

3158. Have you a copy of one of the Company's contracts for cloths?—There are three different descriptions of contracts for the different descriptions of articles. I have one here which is dated on the 15th of April 1829, which is the notice of a tender or contract for 2,000 whole pieces of white list cloths, that is, cloth used for the army in India.

3159. Will you deliver in that contract?—

[*The witness delivered in the same, which is as follows :*]

“Gentlemen :

East-India House, 15th April, 1829.

“I have the orders of the Committee of Buying and Warehouses of the East-India Company to acquaint you, that the Committee are ready to consider tenders for supplying white list cloths A, to be delivered on or at any time before the 31st of July 1829. The quantity wanted is about two thousand whole cloths.

“2. The quality of the cloth must be equal to the Company's standard sample A. Each cloth must be of the length of forty-eight yards, and be six quarters wide within the list; must weigh 66 lbs., and have no dyed head. Intending contractors will take especial notice, that these conditions will be strictly required to be fulfilled. Positive orders are given to the Company's overlookers not to pass any cloths of inferior wool, or worse weaving than the standard sample. The cloths must not be pressed.

“3. Each cloth must be made with a dyed middle mark, which middle mark must be placed exactly in the centre of the cloth; and dyed with indigo, and not logwood. All cloths of which the two halves shall have been separated will be rejected; as will all cloths of which the list may be unduly heavy or wide.

“4. Every piece must be fit to be dyed Aurora; and the attention of the manufacturer is in an especial manner called to this circumstance.

“5. In case any of the cloths shall not be delivered within the time specified in the first clause, or, having been delivered and rejected, shall not be replaced with approved cloths within the period stated in the same clause, the contractor shall pay to the Company, as and by way of liquidated damages, the sum of ten shillings for each cloth which shall so not be delivered or replaced. The contractor must be careful to make early deliveries, in order that he may replace any rejections within the time limited; or he may send in a surplus to meet the contingency



contingency of rejections; but this must be done on or before the day appointed for the completion of the contract. 11 March 1830.

"6. The goods will be subject, as usual, to the inspection of the Company's overlookers, whose decision shall be final. *Mr. A. Dixon.*

"7. Payment will be made upon Thursday the 24th of September 1829, deducting the liquidated damages, if incurred, and the usual office-fee of sixpence per whole cloth. Contractors are also requested to take notice, that the sum which has been paid to the cloth drawers for burling, *viz.* one shilling, is not to be paid directly, as heretofore, to those persons; but the same sum will be received by the Company for and on account of the cloth-drawers, and will be deducted from the manufacturer's bill of parcels.

"8. Cloths which may be found by the dyer, at the time of washing, or in preparation, to be defective, shall be immediately replaced by the maker with good cloths, and the maker shall pay the amount of all charges incurred; but the Committee distinctly give notice, that if it shall be discovered that any person has disguised oak-stained cloths with fullers-earth, whitening, or other substances, so as to deceive the Company's overlookers, the Company will not enter into any future engagements with such person, although he may offer goods at a low price. And as it often happens that cloths prove unfit for consignment to India upon their final inspection in the Company's warehouse, after being dyed, owing to some original defect in the cloths not before discoverable, it is hereby made a condition, that the maker shall repay to the Company the cost of such cloths, with all charges; such defective cloths being, after payment, returned to the maker.

"9. Complaints having been made by the overlookers of the foul and burley state in which cloths are often found after dyeing, owing to neglect in manufacturing; such cloths will be returned upon the manufacturer, who will be required to repay to the Company the value thereof, with all charges incurred thereon.

"10. Very material inconvenience having been experienced from the imperfect manner in which the cloths are marked and numbered, it is the particular desire of the Committee that each maker cause his name and the number to be worked into the cloth in a very distinct manner, with linen or cotton thread, and the christian name must be put at full length. The Committee will return to the manufacturer any cloths which may be found defective in these points.

"11. No charge is to be made for carriage to London, nor for cartage to the Company's warehouse; the cloths will not be taken into the warehouse in whole bales, but be unpacked in the warehouse yard, and counted singly into the warehouse. The wrappers must be taken back immediately, as the Company will not be answerable for them.

"12. Each maker must name an agent in London, to deliver the cloths, to take back the rejected goods, to make out bills of parcels, and to do all other needful business.

"13. If the maker shall not find it convenient to receive the payments himself, he must give a regular power of attorney to some agent to receive the proceeds.

"14. Should it suit you to make an offer, you will please to attend to these conditions, which will be strictly observed on the part of the Committee; and you will please to adopt the annexed form of a letter, without any variation.

"15. If your answer shall not be received at the office of the Committee of Buying and Warehouses in the East-India House before 11 o'clock of Wednesday the 29th April 1829, you will be considered to have declined to manufacture for the Company at the present time. Many persons not having been careful to send
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in their offers at or before the time appointed, it is positively ordered that no tender be received after the above-mentioned hour; and it is desirable that manufacturers, having delivered a tender previous to the time limited, should abide thereby, and not cancel or alter the same by any new letter, such practice being highly objectionable.

" 16. All goods which may be delivered in consequence of the present circular, will lie at the Company's risk in case of the calamity of fire.

" 17. The Committee reserve to themselves the right to reject any proposals which they may deem to be unreasonable, although such proposals may appear to be the lowest and most advantageous which may be offered.

" 18. All persons making tenders are required to seal up their tender, addressed to the Committee of Buying and Warehouses, and to write upon the outside, '*Tender for white list cloths.*'

I am, Gentlemen, your humble servant,

WM. SIMONS."

3160. Will you state what conditions in that paper you consider objectionable, and which tend to increase the price of the article?—The sixth, eighth, twelfth, and thirteenth clauses.

3161. The sixth is, that "the goods will be subject as usual to the inspection of the Company's overlookers, whose decision shall be final;" what objection have you to that?—There is no appeal from it.

3162. What is your objection to the eighth?—The eighth clause is, that "cloths which may be found by the dyer at the time of washing, or in preparation, to be defective, shall be immediately replaced by the maker with good cloths, and the maker shall pay the amount of all charges incurred."

3163. Do you consider that unreasonable?—No, I should not consider it unreasonable in itself; but circumstances have taken place, arising out of this, which have been very objectionable. I have known cloths sent back by the dyer, and the faults which were pointed out as being in them, I am very certain took place in the dye-house, and were not in the cloths when they went to be dyed; but it would be a most difficult matter to prove it.

3164. Are the cloths inspected after dyeing?—They are inspected previous to dyeing; but it was so difficult a matter to bring it home to the dyer, that the manufacturer was obliged to take the cloth and submit to the loss.

3165. Then you object to the double inspection?—Yes.

3166. What is the next objectionable clause?—The eighth clause goes on to say, "But the Committee distinctly give notice, that if it shall be discovered that any person has disguised oak-stained cloths with fuller's earth, whitening, or any other substances, so as to deceive the Company's over-looker, the Company will not enter into any future engagements with such person, although he may offer goods at a low price. And as it often happens that cloths prove unfit for consignment to India upon their final inspection in the Company's warehouse after being dyed, owing to some
original



original defect in the cloths not before discoverable, it is hereby made a condition that the maker shall repay to the Company the cost of such cloths, with all charges, such defective cloths being after payment returned to the maker." Now, I have known instances where cloths have been suffered by the dyer to remain in his possession before they were sent to be tendered, and during that period they have shrunk up so much that it was impossible to get them out to their original width, and in consequence of that cloths were returned to the manufacturers, whereas if the dyer had sent them to the setter to be tendered immediately, that would have been avoided.

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3167. Did you find these grievances the last time you dealt with the Company?—I found them occasionally.

3168. But you continued to supply the Company notwithstanding you felt those grievances?—Certainly.

3169. Will you state your objection to the twelfth clause?—The twelfth is, "Each maker must name an agent in London to deliver the cloths, to take back the rejected goods, to make out bills of parcels, and to do all other needful business." There is nothing objectionable in that on the part of the manufacturer, so long as the Company are willing to pay the additional price for the goods.

3170. Your objection is, that he is obliged to add to the value of the cloths that which he pays for agency under that commission?—Yes. The thirteenth is, "If the maker shall not find it convenient to receive the payments himself, he must give a regular power of attorney to some agent to receive the proceeds;" that power of attorney is also attended with expense, which the private traders are not subject to.

3171. Do not the Company permit any person who is named by the manufacturer as agent to deliver a charge of his goods, to receive payment for you if you wish?—Not without a power of attorney.

3172. What is the expense of a power of attorney?—I think it is about 30s.

3173. On those occasions on which you contracted with the Company, could you have supplied another party besides the Company with cloths of the same quality at three per cent. less than you did the Company?—Yes.

3174. You would have done it?—My house in Yorkshire would have done it, because they would not have been subject to the charge made in London.

3175. Do you mean to say that you would have sold the cloths in Yorkshire at three per cent. less, or that you would have delivered them in London at three per cent.?—Either, it makes no difference.

3176. Would you have delivered them in London to another party at three per cent. less?—Yes.

3177. Then



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3177. Then the risk of receiving a bad article would be transferred from you to the purchaser of the goods?—Yes.

3178. Is it sufficient to give one general power to your attorney in London to receive money for you, or must there be a special power for each contract?—Not for each contract.

3179. So that one general power enables your agent in London to act for you for ever?—For ever, so long as he continues your agent.

3180. Do not you conceive that one of the great hardships in the inspection of the Company's overlookers is this, that in dealing with private individuals both parties concur in forming a judgment upon any dispute as to quality, whereas in the case of the Company they are obliged to abide by their decision without any referee of their own?—Yes.

3181. Are you not aware that those overlookers are persons trained up from boyhood to manhood in the business, and that their character is established by long practice?—Yes.

3182. Do you know any instances in which they have been complained of, or considered as dealing unfairly with the manufacturers?—During the time I had transactions with the Company, I never had occasion to complain in any one instance.

3183. And you thought the inspectors dealt fairly between the manufacturers and the Company?—Yes.

3184. Were you obliged to give any fees to them for inspection?—No.

3185. Do you consider that the character of the trade requires so strict a scrutiny into the quality of the goods as the East-India Company make?—I should think not.

3186. Is it not the case, that cloths furnished for army purposes, and delivered to the storekeeper, pass through the same ordeal, and there is no appeal from that expert as it is called?—No, the ordeal is not the same; they do not impose any fines upon rejections.

3187. On what term of credit do you sell to individuals?—That depends upon the agreement made with the party at the time; sometimes for cash, sometimes they buy at two, or four, or even six months, or even longer than that.

3188. When you sell at a credit of three months, what would you charge upon the *del credere* account to indemnify you for the risk?—A manufacturer selling goods does not consider that he is running a risk adequate to paying any *del credere* commission for it, in selecting parties whom he thinks are perfectly safe.

3189. Do you mean to say, that if you sell merchandize to parties at three months' credit, you should consider the value of the risk as nothing of their stopping payment?—No; I should not say so.

3190. What do you consider the value is?—The value might be one percent.

3191. Should



3191. Should you consider that you were incurring a risk of one per cent. if you sold your merchandize to the Company?—No, I should not. 11 March 1830.

3192. Then it may be assumed, that it is one per cent. more to your advantage to sell to the Company so far as that goes?—Yes. *Mr. A. Dixon.*

3193. Supposing you were to sell goods upon the average of customers at six months' credit, would not you consider the guarantee of bad debts to be worth three per cent.?—Two and a half or three per cent., selling them at six months' credit.

3194. Supposing you were in regular dealings with a house of great respectability and credit, should you think it necessary to charge a percentage upon the cloth delivered because there was not immediate payment?—Not beyond the interest.

3195. When you stated that there would be a difference of three per cent. charged to the Company upon the cloth delivered to them above that supply to private merchants, did you then contemplate cloths in a white state, or in a dyed state?—In both; but I think I stated three or four per cent.

3196. If you made your sale to a house of substance and character in London, or if you had a credit assigned to you on any banker in London, should you think, in that case, that the risk of debt would be equal to two or three per cent.?—Certainly not.

3197. When you speak of the *del credere* with respect to the manufacturing trade, are you not rather speaking of the risk attending the selling to an ordinary retailer of manufactured goods?—I considered the question to apply to the general risk of business.

Lunæ, 15^o die Martii, 1830.

Mr. ABRAHAM DIXON, being in attendance, was again called in, when he requested permission to give in the following explanation to his former evidence. 15 March 1830.

Mr. A. Dixon,

THE Statement which I gave in my evidence to this Committee on Tuesday last, the 9th day of March instant, in regard to the falling-off in the East-India Company's exports of woollens to China, though correct, is not sufficiently explicit; for I find, on closer examination, that it would have given a better idea of their real situation to have made other divisions of time in taking the annual averages, which would have shown, as the truth is, that since 1819-20 the consumption of British woollens in China has increased. I now beg to deliver in a Statement, showing this to be the case.

[*The witness delivered in the same, which was read as follows:*]

2 T

“From



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"From the years 1809-10 to 1813-14, both inclusive, the average number of pieces of woollens imported into Canton by the East-India Company was Pieces 248,616

"From 1814-15 to 1819-20, the average for these five years was only 168,095

"Showing a decrease of pieces, or about 33 per cent..... 80,521

"In the eight years which have elapsed since the Americans came into competition with the East-India Company, or from 1820-21, the first year in which the Chinese market was opened in competition with the East-India Company, till the year 1827-8, the average number of pieces of woollens yearly imported into China by the East-India Company amounted to..... 179,274

"Or, had increased in quantity beyond the five years previous to American competition nearly seven per cent., or 11,179

"TOTAL IMPORTS of Woollens into Canton.

	By the East India Company.	By the Americans.	TOTAL.
	<i>Pieces.</i>	<i>Pieces.</i>	<i>Pieces.</i>
1825-6	212,346	23,159	235,505
1826-7	231,529	26,977	258,506
1827-8	123,317	27,176	150,493
		3)	644,504
		" Or average yearly importation.....	214,834

"This shows that the import into Canton in these three years, compared with the five years preceding, viz. 1820-21 and 1824-5 inclusive, had increased nearly 25 per cent.

	<i>Pieces.</i>	
" Export :—1820-1.....	157,401	5) 867,004
1821-2.....	172,320	
1822-3.....	136,768	
1823-4.....	221,814	
1824-5.....	178,701	
		173,400 - annual average.

"And when compared with the six previous years, viz. 1814-15 and 1819-20 inclusive, the increase of the three years, 1825-6 to 1827-8, was upwards of 30 per cent.

" Export :—1814-15.....	224,632	6) 990,733
1815-16.....	161,568	
1816-17.....	175,801	
1817-18.....	133,761	
1818-19.....	144,717	
1819-20.....	150,254	
		165-122 - annual average.

"The



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"The decrease of the Company's exports of woollens from this country to China commenced much earlier than the interference of the Americans; for on referring to the papers laid before Parliament, I find that from 1803 to 1808 inclusive, the exports of the East-India Company to China was never short of £1,000,000 sterling, and averaged for these six years £1,128,557, but began to fall off materially in 1809.

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"From 1809 to 1813-14 inclusive, the value of all other articles, exclusive of woollens, exported to China, averaged under £150,000 annually.

"The total exports since that period have never equalled the amounts now quoted, with the exception of 1828, and for the last nine years have been as follows:

	Woollens.	Other Manufactures.	TOTAL.
	£	£	£
1820.....	713,683	33,353	747,036
1821.....	722,461	141,699	864,160
1822.....	623,259	46,230	669,489
1823.....	674,585	33,462	708,047
1824.....	532,221	79,918	612,139
1825.....	652,047	92,811	744,858
1826.....	756,968	95,062	852,030
1827.....	413,422	80,393	493,815
1828.....	618,412	245,082	863,494

"From 1809 to 1811 inclusive, which were years of war, the exports were as follows:

1809.....	£ 971,360	} 3) 2,692,596
1810.....	825,097	
1811.....	896,139	
		897,532 - annual average.

"Or, upon an average, of the yearly value of £897,532, being a falling off, on the average of the six preceding years, of upwards of 20 per cent., the exports of these years having been—

1803.....	£ 1,139,184	} 6) 6,771,287
1804.....	1,202,607	
1805.....	1,050,424	
1806.....	1,155,103	
1807.....	1,142,120	
1808.....	1,081,849	
		1,128,557 - annual average.

"From the years 1812 to 1819, the Company's exports of woollens to Canton were as follows:

1812.....	} I have not been able to procure the amounts for these two years.	
1813.....		
1814.....		
1815.....	£ 829,070	} 6) 4,258,319
1816.....	705,032	
1817.....	858,164	
1818.....	624,128	
1819.....	673,297	
1819.....	568,628	
		709,719 - annual average.



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"The average yearly value is £709,719, being more than 20 per cent. less than the average exports from 1809 to 1811 inclusive, and more than 37 per cent. less than the average exports from 1803 to 1808 inclusive."

Mr. A. Dixon.

JOSHUA BATES, Esq. called in, and examined.

Joshua Bates, Esq. 3198. You are an American?—I am.

3199. How long have you been in this country?—I have been fixed here about ten years.

3200. Have you been for some years an agent for the trade of some American houses in this country, and are you at present a partner in the house of Baring, Brothers, and Company?—I am. I was agent first for an American house connected with the East-India trade; afterwards as partner of the firm of J. Bates and John Baring, who had the management of the business of an American house, more particularly connected with the China trade; and lastly, as partner in the house of Baring, Brothers, and Co. in the same trade.

3201. Have you been acquainted with the general trade of America with India and with China?—For the last twenty years I have been constantly in situations that placed me immediately in connexion with that trade, both in America and this country.

3202. Has the China trade been carried on by the Americans generally by different houses, or has it not within these few years got into the hands of a very few houses?—Several years ago (say twenty years ago) it was in the hands of a very few: the number increased; and three or four years ago there were a great number trading to Canton, of which many have failed; and now I should say that the number is small again.

3203. Have not your friends carried on a large portion of the New England part of that trade?—I should think they have the largest portion by far.

3204. Should you say more than one-half of the whole?—I think at times one-half of the whole.

3205. Has not that trade consisted in shipments from America to China by themselves, in shipments from Europe to China under your direction, and then in returns from China to America and to Europe?—That has been the course of the trade.

3206. By whom is the business conducted in China?—For twenty years it was conducted by Mr. Cushing, who was a partner in the American house; for the last two years it has been conducted by a Mr. Forbes, who, I am sorry to observe by the last accounts, was drowned at Macao.

3207. Were those persons partners in the American house, or were they there acting on commission?—They were partners.

3208. So



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3208. So that it is an American house, with an establishment of partners in China, who carry on the trade there?—Yes; it is an American house, with partners in China and America, and agents in Europe.

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3209. And they do not conduct it through any agency in that country, other than that of their partners?—None other.

3210. You state Mr. Cushing to have been twenty years in that country; is he at present in England?—He is.

3211. Do you not understand that he objects to appear as a witness before the Committee?—He expressed his unwillingness to me to appear, and decidedly objected to come, unless the laws were such as to compel him.

3212. Did he assign any reason for so objecting?—He assigned a reason to me confidentially.

3213. In this country, in what quality do you act, as agent for this trade; have you any interest in the trade itself, or do you act merely on commission?—We have no interest whatever; we are merely commission merchants.

3214. So that neither you nor they can have any interest in the profit or loss which may arise in the trade beyond your charge for agency?—None.

3215. Has that been the case throughout your agency?—Always.

3216. What portion has the house of Perkins and Company in China had of the American trade from China to Europe?—I should say for the past year, one-half.

3217. In whose hands principally is the other half?—Of different merchants; some residing at Boston, some at New York and Philadelphia.

3218. Does not Mr. Brown of Liverpool represent a large portion of the remaining half?—The shipments from Liverpool I conceive to be returned to Philadelphia, not to come into the trade from Canton to Europe. The course is from Liverpool to Canton, and from thence to Philadelphia. They have, I believe, shipped very largely of British manufactures.

3219. Have you any statement of the whole amount of the American trade in China?—Here is a statement of the amount of it in value, from 1815 to 1826, both exports and imports.

3220. Will you be so good as to state by the year the amount of the American exports from China in the year 1820-21?—Four millions of dollars.

3221. What was the amount of the imports in that year?—Four millions of dollars.

3222. What was the amount of the exports and imports in 1826-7?—The amount of the exports is 4,300,000 dollars, the imports 4,200,000.

3223. Can you state the amount in 1827-8 and in 1828-9?—I can state the amount in quantity, but not in value.

3224. Can



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3224. Can you state whether in 1828-9 there is an increase or a diminution upon 1827-8?—There were exported from Canton in 1826-7 to the United States, 102,000 chests of tea; in season 1828-9 there appear to be 80,000.

3225. Can you state what was the amount which the American houses sent to Europe?—In 1828-9 the shipments to Europe were 14,000 chests.

3226. Besides the trade of the Americans to America and to Europe, do they carry on any China trade to any other parts of the world?—There is some trade to South America and to the Sandwich Islands, to Manilla, and to the north-west coast of America.

3227. Have they a considerable trade to the Brazils?—Now and then they have a ship to Brazil, touching at Buenos Ayres, not to a very large amount.

3228. Do not the Americans carry on nearly the whole of the China trade with the different new governments of South America?—I should think they probably did carry on nearly the whole.

3229. To what cause do you ascribe the falling-off of the trade in the year 1826-7?—It had been overdone very much. Some persons in the United States had conceived the project of a monopoly in the trade, and even went so far as to suppose they could run a ship to Canton every month: the prudent traders to that part of the world retired, and those who carried on the business in this way were soon ruined.

3230. Has it not been for some years an unprofitable trade?—It was not unprofitable previous to those operations of individuals who attempted to drive others out of the trade.

3231. By what means were they to drive others out of the trade?—They thought that they could import so much tea, and that they had such superior skill in judging of it, or in assorting it, that they would drive out the old traders, and thus get possession of the business.

3232. Did they succeed in that attempt?—They all failed; all who attempted to transact business in that way.

3233. Was there not a great deal of money lost in the American China trade for some years?—The regular traders to Canton never have lost much. It was a blank business for a time; but they are all wealthy people now; they do not appear to have suffered much from it.

3234. Has that trade revived since?—I do not think it has become to the same extent as it was.

3235. Is it more profitable than it was?—I have understood that last year the chief business, which is in manufactured silks, was not profitable.

3236. Was the tea trade profitable?—The tea trade was fair last year, so far as I am able to judge.

3237. Can



3237. Can you state the proportion of the tea exported from Canton by the Americans as compared with the East-India Company's exports?—The Company have, to the best of my recollection, exported 330,000 chests, or 300,000 or 350,000, as the season may be, and the Americans 120,000 or 125,000.

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3238. Should you say, upon the average, that the American export of tea is about one-third that of the Company?—I should think it was more than one-third. The consumption in the United States is about 7,000,000 of pounds, that is, about one-fourth of the Company's exports: that does not include the shipments by American vessels from Canton to Europe.

3239. Have you any means of stating a proportion of the whole trade of tea in China as between the Americans and the Company?—The 14,000 chests mentioned as shipped from Canton to Europe in 1828-9 were all shipped by Perkins and Company: but they did not all come in American ships; there was one Dutch ship and one French ship.

3240. Adding that to the other amount you stated, what is the whole amount of tea shipped by Americans from China?—That would make 94,000 chests.

3241. What proportion does that bear to the Company's exports?—The consumption in England appears to be about from 25,000,000 to 28,000,000 of pounds. I have that information here for several years, but I cannot now recollect where I procured it, therefore cannot rely on it. I have the prime cost of the Company's teas at Canton from 1809 to 1829. In the 1818-19 season, there appears to have been brought 21,000,000 of pounds of teas; and in 1819-20 there appears to have been sold in London, 29,000,000.

3242. Of the whole of the American trade, what proportion is conducted by your correspondents?—That varies from year to year; but I should think last year one-half nearly.

3243. One-half of the American consumption, and one-half of European, or one-half of the whole trade?—One-half of the whole American trade, and all the European trade in the supply of teas, except what the Dutch Company have.

3244. Have Messrs. Perkins a large establishment at Canton for the transaction of this great business?—I believe they have only Mr. Forbes, and a lad of fifteen or sixteen years of age: they have, of course, servants besides.

3245. Do they derive their compensation from a share in the profits, and not from any charge they make for agency?—That is the way in which it is arranged, I believe.

3246. Have you at present any homeward-bound ships under your management, either expected or arrived?—No ship has arrived from Canton this season, and we cannot know whether we have any ships coming.

3247. Had you any last season?—Last season we had a great number of ships to Europe.

3248. Did



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3248. Did they come direct from China to Europe?—They came from China to Cowes, and a market.

3249. By coming to Cowes and a market, you mean that it is the practice of the American trade to stop in any port in the Channel for orders from their correspondents in London, who direct them to the best market, according to their estimate of the European markets?—That is the object of coming to Cowes.

3250. Those ships having so come to Cowes and a market, where were they sent by you?—They were sent, one to Rotterdam, one to Amsterdam, and two to Hamburg. There were two other ships, a Dutch and a French ship, which went direct, it being necessary, in order to secure the lower duties, which are payable on direct importations in ships of the country.

3251. Have the adventures of which you speak been profitable?—I should say that the returns of teas generally are not profitable.

3252. Do you mean not profitable, taking their invoice cost in China?—It has always been very difficult to make a par remittance in teas.

3253. Have the teas of the last year not been profitable?—Last year I should say they have paid very well; I cannot speak from very precise knowledge of it; the year before they were losing.

3254. But, generally speaking, have not the house in China considered that the outward shipments have been the shipments which have given the profit, and they have looked to the teas rather as means of remittance home?—I cannot say what may have been their views with regard to it, but I should judge that it was so considered.

3255. Has not that, upon the average of years, been the general result of the trade?—I cannot speak as to the result, not having the winding up of the business; but I judge, by its continuing, that it has been satisfactory as to the result.

3256. If the general result has been satisfactory, and the remittance of teas home has been rather losing, must not the outward adventure, of necessity, have been profitable?—I should draw that conclusion from it, certainly.

3257. Are you acquainted, by communication with your correspondents, with the manner in which they transact their business in China?—I have had a good deal to do with people connected with the China trade for a long time, and have had several friends established there, and from them I have learnt something of the way in which they do their business there.

3258. Do you know whether they trade with the Hong, or with the outside merchants?—I believe they trade with one or the other, as it may be most for their interest.

3259. Do



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3259. Do you know practically whether it has been found most for their interest to trade with one or with the other?—I believe, for large operations, they have found it most advantageous to deal with the Hong merchants. 15 March 1830.
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3260. Do you suppose that a greater portion of the American trade goes through outside merchants than of the English trade that goes to China?—I should think it did.

3261. Do you know whether those outside merchants with whom they trade are merchants of substance?—Some of them, I have understood, are.

3262. But that they trade generally as they find they can do so to the best advantage?—Yes.

3263. Did you ever hear that they found any difficulty in securing their ships?—I never heard of any. I always understood it was a place where it was the most easy to transact business of any place in the world.

3264. Did you ever hear of any difficulty in procuring tea?—No.

3265. Is not tea considered an article of which almost any quantity can be procured there?—I cannot speak, except from conversation with others. I have always understood that every body in China drinks tea, and therefore, of course, the quantity which is exported must be very small in comparison with the whole.

3266. Is there not always a great abundance of tea in the market?—There are generally 50,000 or 60,000 chests remain over.

3267. Is not it very frequently a condition made by the Chinese in taking goods outwards, that the person dealing with them shall take tea?—I should think that a person who managed his business well would not make any arrangement of that kind.

3268. Is not tea an article which generally is superabundant in the market?—I believe the Chinese understand pretty well the wants of foreign countries; they endeavour to bring forward the quantity that is wanted, and very little more.

3269. Do you understand that Messrs. Perkins make their purchases from the Chinese on as good terms as the Company?—I have no doubt they do for their contract teas, whenever they make contracts; but I should suppose that they make their purchases to better advantage by taking any and every opportunity, according to the fluctuation of the market.

3270. Do you consider therefore, that not confining themselves always to contract, but by purchasing sometimes by contract, and sometimes in the open market, they buy, upon the whole, on better terms than if they did the whole of their business by contract?—Undoubtedly. The contract price of tea has not varied but very little for a great number of years, not more than 1*d.* or 2*d.*, but they frequently fluctuate 40 or 50 per cent.; they fall that much.



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3271. Do you mean that they fluctuate between the contract-price and the market-price, when the contract is over?—The prices fall from November to February. Frequently the teas which are thus sold are not the same sort of teas; but teas that are sold at certain prices in November would sometimes be bought at 20, 30, or even 50 per cent. lower in February.

3272. What do you mean by the teas not being of the same sort?—There may be some among them of the same quality as the contract teas which the Company take, but the greater portion of them are inferior teas.

3273. Are they the rejected teas of the Company?—Probably the Company never saw them; they are not of a quality that they would look at. But sometimes, I believe, the Company make purchases of those teas, picking out the best of them.

3274. Is there not a considerable quantity of tea always in the market that has never been offered to the Company at all?—I should think there was a great quantity.

3275. Do you consider the quality of the Company's tea better than the quality of the tea exported by Perkins and Company?—Better, generally speaking. The qualities which are bought for this market will not answer for other markets; other countries will not pay a price to compensate for the finer qualities, particularly of black tea.

3276. Is the quality suited for the American market superior or inferior to the quality suited for the English market?—I should say that the black teas were inferior, but the green teas are of equal quality, and being used fresh there, they appear to be better than in England; they have rather more flavour, perhaps.

3277. How is the quality of the tea exported by the Americans for the continent of Europe; is it better or worse than the Company's teas?—Sometimes they have taken the same quality as the Company, but it will not answer; they will not pay a sufficient price for it on the Continent.

3278. Generally speaking, what is the quality suited for the Dutch market?—It is of a middling quality, not so good as the Company's, and not very bad.

3279. So that if you saw the price of any denomination of tea, taking congo or souchong for instance, in London and Amsterdam, you would not consider a mere comparison of the prices for a given denomination of tea as any proof of the relative dearness or cheapness in the two countries?—None whatever.

3280. How are the qualities that suit the German market as compared with England?—Qualities similar to those used in Holland.

3281. And the French market?—The French market requires better tea than the German: they are willing to pay for good tea.

3282. Is



3282. Is it equal to the English?—Equal. Teas will find buyers there at prices in proportion to their quality. 15 March 1830.

3283. The average quality, therefore, of the black teas shipped by the American house at Canton is upon the whole inferior to that of the India Company?—I should say decidedly so. *Joshua Bates, Esq.*

3284. Can you state the per-centage of inferiority between the teas suited for the Dutch market and the English market?—I have before me an invoice of contract teas, the same as the Company ship, in which I see souchong is put down at 35, 37, and 39 tales, and there are other souchongs that cost 23.

3285. Should you say that the souchong bought at 35 was of the Company's quality, and the other at 23 was of the inferior quality, which you have described as suited to the Dutch market?—The Chinese always fix prices for three different qualities—the first, second, and third; and this being the cost of contract souchong, that would be about the price at which the Company would have contracted at that particular time: the other I can only suppose to be inferior tea from its price.

3286. Has the house in China any difficulty in getting whatever quality they please in the market?—I am not aware that they have any.

3287. If, therefore, they take a cheaper sort of tea for any particular market, does it not arise from a choice of theirs, and a desire to accommodate themselves to the peculiarities of different markets, not from any difficulty of obtaining finer teas if they paid the price?—They experience no difficulty in procuring the finer teas. They frequently do ship them; and the shipping of a middle quality is as a matter of interest entirely, because they can gain more by that quality than by the other.

3288. It is presumed that one of the calculations of a merchant is to assort the qualities of his article according to the demands of the particular markets?—That is the practice of all merchants, I believe.

3289. Do you know whether among the Company's teas the same denominations have the same prices, or are there not variations of price for teas of the same denomination?—I should think there must be variations for different chops.

3290. Then all their souchong, for instance, is not of one given price?—Certainly not; it must vary according to the quality.

3291. So that the Company here give us some superior and some inferior teas of the same denomination?—Of some particular kinds there certainly is inferior tea; but I should think that it would be hardly right to say that they give you inferior and superior: they give you superior and middling tea.

3292. If there were a free trade of tea to this country, do you think that the consequence would be that we should get more of the inferior and less of the superior than we now get?—I think the high duties in this country serve to prevent any inferior article from coming here for consumption.



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3293. If the duties are *ad valorem*, does not that do away with that objection?—Still it would have the same effect.

3294. Did you ever see what is sold for tea in any of the towns or villages of this country?—I have certainly tasted inferior tea.

3295. Did you ever see in America any thing so bad as that which is sometimes sold in this country?—I do not think I have seen any so bad. But I do not think it is tea: I think it is an adulteration with gooseberry leaves, or something of that kind.

3296. Would not there be less of that adulteration if there were brought to this country some of the lower qualities of teas?—It would depend upon how brought. If the price was brought down so that the object would be trifling, there would be no adulteration, I should think.

3297. You think there would be less inducement to adulterate the low-priced teas than the higher?—Certainly there would be.

3298. Do not the Americans usually carry on their trade in their own ships?—They do.

3299. The business of merchant and ship-owner are not separated, as they are in this country?—No, they are combined.

3300. Does not that make it rather difficult to ascertain the precise value of freight in America?—No; there are many ships that go on freight of course; it is a thing established as much as here.

3301. Can you state to the Committee what would be the amount of freight from America to China and back, or from America to China and back to Europe?—They go generally in ballast. A ship-owner, within two years, offered to furnish first-class ships at 30 dollars per ton, that is about £6. 10s., to go from America, to load teas at Canton, and return to Europe or America; they would take out any cargo that the freighter might wish to send.

3302. You mean that the party engaging the ship would have a right to fill her to any extent he might wish, out and home?—Yes.

3303. But the habit of the trade is such that there is very little freightage out?—Yes.

3304. Upon the average what time does that voyage take?—Upon the average about eleven months. Many go in ten months, but it is fair to calculate a year.

3305. Are you speaking of ships of the first class?—Of the first class.

3306. Are they ships in which you would trust valuable commodities, requiring to be kept dry, as soon as you would in any of the ships of the East India Company?—Certainly; ships cannot be built stronger or better.

3307. Would you say that they were perfectly suited to the safe conveyance of a delicate article?—Certainly.

3308. Should



3308. Should you think them as little liable to sea average as any other ships?—I should think they were less liable to it, perhaps, than any other. 15 March 1830.

3309. What size are the American ships generally?—Four hundred tons is about the size. *Joshua Bates, Esq.*

3310. Are those considered better for the trade than larger or smaller?—I think they have been found in most trades to be the most economical size; that is to carry the largest cargo at the smallest expense.

3311. Do you know how many men an American ship of 400 tons going to China is manned with?—I do not remember whether it is eighteen, or nineteen, or twenty, but the entire number of persons on board is between those.

3312. What is the ordinary rate of premium on insurance?—The premium has been two and a half per cent. at Lloyd's for a voyage out from London to Canton in an American ship; I think it would be two per cent. if the insurance were now to be done here.

3313. Is that on goods or on specie?—On goods; on specie less.

3314. Do you find any difference in the insurance upon an American ship that goes out from here and a Company's ship?—There is a difference in the rate of insurance, but I think it ought not to be. I observe that on the Company's ships they pay three per cent. for the voyage out, and on the American ships I think it could be done at two. There is not much insurance done on Americans here; but it should be considered that the Company's ships stop at various places to land stores, perhaps go by way of Madras or Calcutta, and therefore, although I think three per cent. is too much for them, it is not, on the whole, so far out of the way.

3315. Can you state the comparison between the American ships and the Company's ships that go direct from London to China without stopping?—I believe they charge that sum when they go direct. There is something about it which I think I do not understand; there must be some clauses in the policy, otherwise I am sure three per cent. never would be paid. There cannot be better ships, and commanded unquestionably by men of first-rate abilities, and it is very rarely any accident happens to them. The rate of premium appears to me unaccountable.

3316. Do you say confidently that that rate of premium does exist?—I am sure it exists, and it has surprised me frequently.

3317. Do not you think it may be ascribed to the fact, that with respect to large ships, however well constructed, their going out and coming into harbour is always a more difficult operation than with ships of a more moderate size?—Unquestionably it is; but in those long voyages there are only two ports, one to leave and one to make, and those are such as are easily made. I do not think that hazard is material.

3318. You have stated the premium at Lloyd's; what would be the same premium



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premium done in America?—I think they have even gone so low as one and a half per cent. from the United States to Canton direct.

3319. What is the premium out and home from the United States?—Perhaps three to three and a half.

3320. Would it be the same from America to Canton, and back to Cowes and a market?—It would depend on the season, in some degree; if the voyage was to end late in the season it would be rather more.

3321. Supposing the ship to come into the Channel at a favourable season of the year?—I should think they would probably require a little more, perhaps a half per cent.

3322. That ship would have not only to come to Cowes, but would have again to go to a market on the Continent?—She would.

3323. Are the premiums generally higher or lower in America than at Lloyd's?—They are generally lower; but the average clauses are not the same, which sometimes makes the higher premiums at Lloyd's more advantageous than the lower premiums in the United States.

3324. Do you think you could now, at the present time, procure good ships to go to China and bring back teas at £7. 10s.?—I have not a doubt that I could get any quantity.

3325. Do you mean American ships?—American ships.

3326. To go either from America or from Europe?—From either.

3327. Could American ships be hired in the river Thames to any amount?—Not to any extent; you will generally find four or five small ships there.

3328. When you talk of £7. 10s. per ton, what ton do you speak of?—That is the ton of fifty cubic feet.

3329. Is that the same measurement by which the Company's contracts for freight are made?—It is the same measurement by which the Company's contracts are made; they take fifty cubic feet, I believe. The price was thirty dollars for forty cubic feet, which being brought into the Company's measurement makes £7. 10s. for fifty cubic feet, which is the Company's measured tonnage.

3330. From your experience of the shipping of this country, do you suppose that British shipping could be got at prices equally advantageous?—I am afraid not, they cost so much more. I should think the ship-owners here could not afford, with the high prices of provisions and the cost of their ships, to navigate so cheap.

3331. Can you state what you think the difference would be at which the English ship-owner could afford to do the same trade?—It requires a long calculation to determine that. I see the cost of a first-class ship in the United States would be £15 per ton complete for sea, while here the price, I believe, would be £25.

3332. Are you speaking of a river-built ship?—A river-built ship would cost



cost £25, a nothern-built ship would cost £20. It depends altogether upon what class of ship one would charter; but with this increase in the value of the ship and the high price of provisions, and the sailors, I believe, are rather dearer here than in the United States, there would be a difference perhaps of one-fourth in the freight. 15 March 1830.
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3333. Are you speaking now of the freight at which the English ship-owner could do the same voyage?—I should think he would require a fourth more.

3334. Is not a British ship more durable than an United State's ship?—There is no doubt she is more durable; but that part of the ship which decays more in the American than in the English is very easily replaced in the United States. Timber is very cheap; therefore in a copper-fastened ship the wood part of it is a very small part of the expense.

3335. Are you of opinion that the American could afford his freight at one-quarter less than the British ship-owner?—I should think he could; but I may not be correct in that; it requires some figures to come to it.

3336. Is that entirely owing to the difference of construction, or to what extent, cheapness of navigation?—I should think one-half is the cheapness of navigating.

3337. You think the difference is about equally divided between the expense of building and the expense of navigating?—That, I should say, is about the division.

3338. Would it put the British ships more upon an equality, if those ships for long voyages might be victualled at the price of provisions on the Continent of Europe?—It would make a very great difference.

3339. If, for instance, they could be supplied with bread and other provision-stores at the price of the bonded warehouse of corn, would that make a considerable difference?—It would make a very great difference. It was the case that they could be so supplied some time ago; but I imported some beef from America to supply that demand, and they altered the law here to prevent it; that was about the year 1826.

3340. Your object being to victual your ship with foreign provisions?—That was the object of bringing the beef here.

3341. Have there not been instances of ships clearing out from ports of Europe in preference to using ports in England, for the express purpose of cheaper victualling?—I should doubt whether that was the case. They can always in coming from a foreign port bring their bread; and there is no place on the Continent where beef is packed so well as in this country.

3342. Do the American ships that go out from here sometimes bring their bread with them for the purpose?—They generally bring their stores with them; they endeavour not to want much here. When they come from Canton, of course, their stores are exhausted.

3343. With



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3343. With reference to the difference between the amount of premiums on American ships and on the Company's ships, are you aware that risks on the Company's ships are always subject to the destination of the ship being altered, or the ship being taken up as a transport, whilst an insurance on an American ship is not liable to any risk but from port to port?—I should think that might account for part of the difference. I was not aware that those clauses existed in the charter-party. I should think there is something more than that which causes the premium to be so high.

3344. Have you heard of any cases of the Americans suffering from any conflict with the Chinese authorities at Canton?—I only remember one; that was the case where an Italian sailor, who had committed murder, was given up to be strangled according to their laws. It was done very quickly, I believe.

3345. Do the Americans use much of the authority of their consul there?—I should think very little.

3346. Is there any difficulty of trading there, which makes them desirous of a more powerful representative of the country in the port of Canton?—I am not aware that there is any such desire; the trade has always gone on very well, and without any difficulty.

3347. Is their trade sometimes directed to other ports than that of Canton in China?—I do not remember to have heard of any case of their going to any other ports; it is possible that it might have taken place.

3348. Do not they send goods to Manilla sometimes?—To Manilla, and all the islands and ports in the Archipelago.

3349. Do they take out goods suited to those different markets?—They take all goods suited to those markets; imitations of Indian manufactures, and the like.

3350. Do you know of any voyages that have been undertaken to Cochin China or Siam by any of your countrymen?—There was a voyage undertaken by Captain White, who published a journal of it, to Cochin China; and Captain Coffin, who is here with the Siamese youths, made a voyage to Siam. His vessel was fitted here, or rather the cargo was sent to him at Hamburgh from hence.

3351. Did he accomplish his voyage?—He went there and traded, and has repeated his voyage since.

3352. Was that the simple effect of a single trader, or was any consul, or was any official person put forward to mediate with the government?—None other than Captain Coffin; he managed his own affairs.

3353. And he did trade at Siam and came away?—He did.

3354. Do you know whether he made a good adventure of it?—I believe very fair.

3355. Do the Americans trade to Singapore?—They, I believe, are not allowed



allowed to trade direct to the little spot called Singapore. They call there and make their bargains, and they are obliged to lay off, or to go to some little distance to accomplish the business; it is not legal for them to load and unload at Singapore; they have a little traffic there, but not much.

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3356. Do you think that a larger proportion of the American trade in China is done through smuggling than of the English trade that goes there?—The only smuggling that I have ever heard of, that might be called such, is that of opium, which is a prohibited article. There is no doubt that both the masters and supercargoes in the private trade, as well as the Company's masters and officers, do smuggle a little, some trifling things, but I think not to any amount that is worth naming. The great smuggling business is that in which the Company are so far interested, that they furnish the materials, the opium; and no doubt the success of that trade is very important to the revenues of the Company in the market it furnishes for the opium.

3357. But you do not think that the American part of the trade is more a smuggling trade than the English?—Certainly not; there is only one American ship, and there are usually five English ships lying at Lintin for that purpose.

3358. Do the five English ships that are lying there carry on the English country trade?—They are regular ships stationed there for the purpose of smuggling, and nothing else.

3359. Do the Company's ships ever drop any goods at Lintin for the purpose of smuggling?—I should think not, excepting a few small articles belonging to the officers, nothing worth mentioning.

3360. Otherwise is the American trade at Canton carried on as respectably, and with as respectable and substantial persons there as the trade of the Company?—It is. I should say the Company has no advantage there, other than that which the magnitude of their operations gives them; any commercial house with the same amount of business, and moving with the same regularity, would have the same advantage.

3361. Will you be so good as to state to the Committee for the last four or five years the amount of your shipments to Canton for American account, beginning with the years 1826 and 1827, and the articles of which it consisted?—In 1826 the amount was £120,000; and in 1827 the amount was £85,000. It consisted of cottons, woollens, iron, copper, quicksilver, cochineal, opium, linens, watches, and tin plates.

3362. Is the iron bar-iron?—Bar-iron, and nail-rods, and hoops.

3363. Is the cotton, cotton-twist or printed cotton?—Cotton cloths printed.

3364. No cotton-twist?—Not in 1827; that is a more recent article.

3365. What was the amount in 1828?—The amount in 1828 was £98,000; and the amount in 1829, £147,000.

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3366. Are the articles you have stated the general articles of which all the adventures are composed?—Perhaps there are some articles in the shipments which are different. There are some investments for the Manilla market, which if they do not suit at Canton are sent on there, but that would vary from the general character of the shipments.

3367. Are they assorted according to the advices you receive of the capabilities of the different markets around?—Yes.

3368. Do not you think that with private traders there is a stimulus to great industry and exertions in seeking out new markets and new branches of trade, which no company can rival?—I certainly think that in pushing trade, individuals succeed better than companies; in any trade that requires management and perseverance they will be more likely to succeed.

3369. Do you send out any raw cotton from this country to China?—We did last year send out a cargo of cotton; having a ship going empty, and cotton being very low here, we filled her with cotton; it was Surat cotton bought here.

3370. It is presumed that that could not be done but for the fact of the outer freightage being of very little value?—Yes.

3371. Did that cotton pay?—We have not heard of it yet; it was shipped in 1829.

3372. On goods you send out there do you put the Company's mark?—We do not; we put one as near like it as we can make it, without its being the real mark of the Company.

3373. Is it distinguishable from the Company's mark?—Very easily by any person accustomed to look at those things.

3374. By the Chinese?—With the Chinese it is found that it does not answer; for the Chinese, as soon as they get the goods into their possession, strip off our mark and put on an exact imitation of the Company's mark.

3375. Do you put on such a mark as you are directed to put on by your correspondents?—Yes.

3376. Are the initials of the house of Perkins on the mark?—They are.

3377. They are put instead of the initials of the Company?—They are.

3378. Do not you put the American flag instead of the English flag?—Yes; and put a globe instead of a crown, and leave out some things entirely.

3379. Do not the Chinese, to whom your goods are delivered, know that they are not the Company's goods; do they suppose themselves to be buying of the Company?—Certainly not; they know very well who they are buying of, and that they are not Company's goods. It is for the purpose of their currency in the interior, I suppose, that they wish to have the marks conform as nearly as possible to those of the Company's.

3380. If the Chinese strip off your mark and put on the Company's mark before they send them into the interior, of what importance is it to mark them



them like the Company's?—I do not think it is of any importance, it is better to be done there. 15 March 1830.

3381. In the purchase of your woollen goods do you employ a gentleman of the name of Everett?—We have employed Mr. Everett; at present we employ no one, we buy them ourselves.

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3382. Do you buy by contract?—We have contracts with the manufacturers.

3383. Do you make your contracts on as good terms as the Company?—I think better; probably to the extent of six or seven per cent.

3384. Do you think the quality of your goods is as good?—We endeavour to have them as good; perhaps in some instances they are not quite so good. The reason why we can buy a little better is, that the Company has a very severe examination, which can be better managed between individuals than with a Company.

3385. Do you mean by saying that it can be better managed, that you have a better means of compromise with the manufacturer in case of any slight deviation from patterns?—I should say, in many cases, a piece of cloth that at the Company's warehouse would be thrown out as imperfect, a man would come to me and say, I will make you an allowance of so much on that piece of cloth, and by removing a stain, or setting in a piece, or the like, it would be accommodated; whereas there is no possibility, I believe, of his doing that with the Company; at least they tell me so.

3386. Do you suppose that any considerable portion of what you send out is goods that have been rejected by the Company?—I should think not. Perhaps sometimes we buy them at a very great sacrifice when rejected by the Company. I believe the party with whom we contract for the chief part of our woollens would not offer a tender to the Company from the fear of loss, by having his goods rejected for trifling faults.

3387. You think the power of the Company arbitrarily to reject, prevents manufacturers of character from tendering goods to them?—I think that the system which is necessary in all large establishments, renders the chance greater that some will be rejected for trifling faults; and if the manufacturers find, in their contracts with the Company, that they lose on those rejected goods, they will contract at considerably less with individuals with whom they can accommodate the matter without a loss.

3388. Do you consider that you buy with as good credit as the Company?—Certainly; we pay ready money.

3389. Do not you think that, by means of your correspondence with the persons interested in the trade, you have better means of accommodating your supply to the peculiar demands of the market?—I should say that, in that respect, we have no advantage over the Company; the officers of the Company are, I believe, industrious. In that respect, perhaps, individuals with less business may find more time to investigate, and may recommend



15 March 1830. some articles which may succeed, which would not be thought of, or would not be noticed by a large body.

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3390. Has your exportation of manufactures been profitable?—I have no means of knowing, other than that I judge so by the increase.

3391. Is it upon the increase?—It seems by the statement to be increasing.

3392. Has not the American house for which you act had several partners who have made large fortunes in the trade?—Those that are dead all died very rich: those who have of late been partners in the house are also very wealthy.

3393. Supposing the trade to China were opened to every body in this country, do not you consider that it would be an injury to the American houses?—Eventually I should think it would; perhaps immediately, in the destruction of the business in which I have been engaged for them. Eventually, it would probably injure our direct trade to Canton; it would probably raise the price of teas for a time at Canton.

3394. In what way do you think it would raise the price of teas?—The Americans would probably buy up all the teas, if they could get hold of them; at least, there would be room for speculation.

3395. Do not you apprehend there would be a great deal of overtrading for some time?—Undoubtedly there would be.

3396. And that the first year such a trade would be attended with great losses?—Generally that has been the case where a trade has been opened; but the distance to Canton is such, that it would perhaps be less than in any other place.

3397. Do not you think the ultimate result would be a considerable extension of the trade?—I have no doubt it would increase very much, so far as the sale of British manufactures in China and the neighbourhood is concerned.

3398. You have stated the value of your exports to have increased from £85,000 in 1827, to 147,000 in 1829; from the increased cheapness of the goods, has not the quantity of your investment increased more than in proportion to the increase of the value?—With reference to that increase in 1829, my impression is, that there was a quantity of opium purchased in this market which might amount to £20,000, and that would have accounted for part of it; but with relation to British manufactures, I doubt whether there has been any considerable fall between 1827 and 1829; probably the quantity has increased more than the amount.

3399. Do you know of any goods sent from this country on account of Messrs. Perkins and Co. having been sold at a discount in China?—Never.

3400. Have you heard of the Americans having lost by the export of manufactures from this country to China?—Never.

3401. Do not the Company deal upon contract with respect to their teas in China?—Principally on contract.

3402. Do



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3402. Do not you think that the dealers in teas would be more likely to regulate their supplies of tea, so as to furnish a regular supply of good tea, while depending upon a contract, than if they were to depend upon a fluctuating market?—That is a point which I think remains to be proved. There is a difference of opinion with regard to that among those who reside on the spot. Some Americans say, that they believe the Company keep the price of tea up; that they are confident the mode of dealing keeps the price of tea up; others are of a different opinion, and think that the supply might fall off, or that the price might fluctuate, and be very much against foreigners if the Company were not there.

3403. Do you know that the tea is sold here by the Company genuine as imported?—It is.

3404. Have you ever heard Americans express any alarm on the prospect of a free trade from this country to Canton?—I have certainly heard them express some degree of alarm for their own China trade in case it should be opened; that they might eventually be obliged to come to London for their teas, from the course which trade would take in consequence of that change.

3405. Do you think, in case of a free trade between Canton and this country, that the trade would very much increase from England to Canton, and lessen from America to Canton?—If the trade was thrown entirely open, and teas treated as any other commodity, and allowed to be warehoused here and brought in foreign ships, my opinion is, that this country would absorb the whole tea trade of Europe, and of course injure that of America.

3406. Do not you think that the Americans, by some counteracting duties, would still keep the supply of tea to their own ports?—There is a small duty upon teas from other places than from China now, but it seems probable that the duties will go entirely off in America, that there will be no occasion for duties.

3407. Supposing that to be the case, might they not, in order to secure their own navigation, make new laws for that purpose?—They might, certainly.

3408. You stated the different prices at which souchong was sold; are you aware that the price of souchong tea at the Company's sales in the years 1828 and 1829 was 2s. 10d. per pound, whilst in America at the same period it was only 11d. and 12d. per pound?—I should say that the souchong that was sold in America was, in the first place, inferior to that of the Company; and in the next place, that the Company got a very brilliant profit on their importation.

3409. It appears that there was the same difference of price in the price of bohea tea in the years 1828 and 1829; the price at the Company's sales was 1s. 6d. per pound, and in New York, in the same year, it was 8d. and 9d. per pound. Does any thing suggest itself to you upon that?—Nothing more than that it is a monopoly here, and it is free there. However that
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great difference should not be set down to monopoly, because there is, no doubt, some difference in the quality.

3410. In your estimation, is there that difference in the quality which would justify that difference in the prices?—Certainly not.

3411. Was not it a losing trade importing that tea into America at those prices?—Generally it has been a profitable trade; those who have been engaged in it have made fortunes.

3412. The question refers to the particular prices that have been mentioned, of 8*d.* for bohea tea?—My impression is, that the lowest price for bohea tea at Canton, in that year, was about twelve taels, that would be about 6*d.* a pound.

3413. You stated, that many houses in the China trade have failed in America; do you attribute those failures to losses upon their homeward cargoes?—The failures are undoubtedly owing to their mode of transacting business. It appears that the parties who have failed for such large sums who have been in the China trade, one in particular I happen to know all about, was a grocer and tea-dealer, and he had acquired about 100,000 dollars in that trade; and he thought he would become a trader to China. He embarked that sum, and perhaps 100,000 more that he borrowed, and was very successful. On the return of his ship he happened to come to a good market, the cargo was sold with the duties added to it, and when he came into possession of all this money he thought he could never be ruined; that led him to project the running of a monthly packet to Canton, and in the course of carrying this plan into effect he was ruined, as might have been supposed.

3414. Was it not the case, that the teas which he had on hand at the time of his failure being sold in the market were sold at a loss?—Undoubtedly they were sold at a very great loss.

3415. Would not that account for the low price referred to in the previous question?—That would account for the low price in part. It was in the year 1828 that this gentleman failed.

3416. Are you aware that the loss of the Canada trade, and the prohibitory duties laid on in Holland, have also contributed very much to reduce the quantity which the Americans could sell?—Undoubtedly that would have some effect; but I think it will be seen that the trade in America was pushed beyond what it could bear. From £111,000, the amount in 1823-4, it was raised to £125,000 in 1825-6, and then it fell off to £102,000 in the year 1827. In 1828-9 it was £80,000. No doubt this may be accounted for in part by the introduction of teas into Canada by the Company.

3417. You stated there was considerable facility in conducting business at Canton, can you give any instance of a ship having entered and cleared out from that port in a very short space of time?—I can mention several; but one which is within my recollection. There was a ship called the Howqua,



Howqua, which went from this country before I had the charge of the business of the Boston house : she sailed from here ; arrived at Canton with a cargo of British goods ; a cargo of teas of 5,000 quarter chests was purchased there, shipped on board her, and she sailed again after remaining there eleven days.

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3418. What was the size of that ship ?—380 or 400 tons.

3419. Do you know any port where that business could have been conducted in a shorter space of time ?—Possibly at Liverpool they might have done it a little quicker ; but I should doubt whether it could be done even there.

3420. Could they in London ?—Certainly not in London.

3421. Do you know any port on the Continent where similar despatch could have been used ?—I am not aware of any other port in the world where it could be done with much greater rapidity.

3422. Are you acquainted with any individual merchant at Canton who transacts the greater part of the business there ?—I know Mr. Cushing and Mr. Sturges ; Mr. Cushing is the largest.

3423. What proportion do you conceive his business bore to the whole amount of the American transactions ?—I see the Company's exports are put down for the year 1826-7, including the factory expenses and every thing, at 9,000,000 of dollars : I should suppose that the house of Perkins & Company might have shipped during the past year 2,000,000 of dollars.

3424. Do you conceive the Chinese to be an anti-commercial people ?—I should say not, they seem to be very fond of trade ; there is no unwillingness to deal with foreigners.

3425. Were not Spanish dollars formerly the article chiefly shipped at Canton ?—From this country I believe they were, and from the United States.

3426. When did the export of British manufactures on American account commence ?—I think about the year 1819 or 1820.

3427. Have you ever made any calculation as to the cost to the British public of the teas now brought by the Company, and sold here, over and above that which they would pay if bought on private account ?—I should say the teas cost the country about a million and a half more than they would if bought on private account.

3428. Do you mean to say that the India Company derive a profit of a million and a half beyond what you consider would be a fair mercantile profit ?—Beyond a fair mercantile profit.

3429. What would you consider to be a fair mercantile profit upon an article like tea, considering the distance it has to be brought, and the length of time that a person must lie out of his capital ?—I should suppose 25 per cent. would be a fair mercantile profit on the Canton cost on the finer teas ; perhaps the very coarse teas would bear rather more.

3430. Do



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3430. Do you mean including freight and insurance?—After paying freight and insurance.

3431. Is that without taking into calculation any profit upon the outward cargo?—Without that. I mean to say that on teas brought here, or brought to any market on the Continent, 25 per cent. would be a remunerating profit.

3432. What should you consider the fair profit, as profit upon the use of the capital employed on such a trade?—Very small. It is a very regular certain trade, and I should suppose that five per cent. beyond simple interest of the money would be a fair profit.

3433. In calculating this million and a half which you suppose the India Company to make beyond what you would consider a fair profit, do you take into consideration the expensive mode in which they conduct their operations, or do you mean to say only that the tea costs the consumer a million and a half more than it ought to do, and yet afford a mercantile return to the free trader?—I cannot enter into the question as to the expense by their mode of getting teas here; I only know what, in the course of the operations with which I am acquainted, the tea would cost me to deliver here. I think I could venture to contract to deliver it for one-third less than the Company's sale prices in London.

3434. Then your statement would not be disproved, if the East-India Company were to show that they did not, in fact, make a million and a half profit?—I should think if that is so, it must be from some management different from what we are accustomed to

3435. When you mentioned the sale price, did you mean the price at the Company's public sales?—Yes.

3436. Is your calculation made with reference to the teas sold in other countries, or with reference to the teas sold here?—With reference to the profit on the operation.

3437. You have said that the freight in a British ship would be higher than an American ship; do you know what the amount of freight is now between London and Calcutta in a British ship?—It is very low on some articles; £1, I believe, on heavy goods. But they cannot afford to carry goods at that price; it is the passengers that pay them, or some other compensation which they get.

3438. On the average of the last two or three years, do you know what has been the freight on ships from London to Calcutta?—I should think during the whole of the last year the freight out of heavy goods, such as iron and copper, has not been above 30s., and the homeward freight has generally been £4 on similar goods, making altogether £5. 10s.

3439. Would not the freight from London to Calcutta be the same as the freight from London to Canton?—Certainly not. From London to Calcutta there are always a great many passengers, which pay very well.

3440. Inde-



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3440. Independently of the question of passengers, is not there as much risk attending the voyage from London to Calcutta as the voyage from London to Canton?—Quite as much.

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3441. Have you been acquainted with the freight from this country to India?—We have shipped pretty largely some years to Batavia, and we have also an acquaintance with the trade of Bengal.

3442. You have stated that the tea brought from Canton to England is better in quality than the tea taken from Canton to America, or to the continent of Europe?—I say that it is so generally; there is as good tea goes to America, but generally it is not so good.

3443. Are you not aware that the great bulk of tea brought by the Company to England is tea of an inferior description?—It is what would be termed an inferior sort of tea.

3444. Would not you term congo an inferior sort of tea?—It is generally understood to be so.

3445. Do you know the proportion that congo tea bears to the other sorts of tea imported upon the Company's account from Canton?—In 1826-7 the Company exported of bohea tea, 54,000 peculs; of congo tea, 171,000 peculs; of souchong, 2,000; of sunchi, 1,000; of pecco, 500; tonkay, 5,400; of skin, 2,000; of superior tonkay, 2,000.

3446. Are the inferior descriptions of tea in as much demand in the United States and on the continent of Europe as they are in England?—I doubt if that denomination of tea is much used in the United States; they confine themselves more to young hyson; the great consumption is green tea.

3447. Do you know how that is on the continent of Europe?—Supposing the cargoes sent to Europe are assorted to meet the demands there; I find, out of the 35,000, 1,500 bohea and 10,000 of congo; 4,600 campoy, 4,000 souchong, 2,000 pecco, 3,000 hyson, 2,000 skin, 3,400 tonkay, 2,300 young hyson, 500 imperial, and 500 gunpowder.

3448. Were you rightly understood to state that it is a prevalent opinion that the Company have an advantage in their purchase of tea, inasmuch as they contract for it?—I have stated that the Company have no advantage in purchases of tea over other individuals, than what they derive from the magnitude of their operations, which any other commercial house would enjoy if moving a like amount of business.

3449. You have expressed an opinion, that in the event of the China trade being thrown open, it would probably centre in this country; would that arise from cheaper purchases of tea, or from cheaper supplies in this country, or from cheaper shipping being engaged, or from what other cause?—There would be a great export of manufactures to those regions, and of course something would be wanted for returns. They would bring back teas, and every description of produce they could find in those countries; and not



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only would bring back such, but perhaps increase them by the very act of carrying manufactures, as many of the inhabitants of those countries, who have hitherto not laboured at all, seeing such beautiful things brought out from this country, would be desirous of possessing them, and proceed to labour to get something to buy them with; and this course of trade would bring, perhaps, more tea here than is wanted; and the price being reduced, it would either be bought for smuggling into the Continent, or for exporting to those places to which it could go legally.

3450. Do you consider the trade in China susceptible of any great increased stimulus?—I see nothing to prevent it increasing very much.

3451. Are you aware that the Company has already made efforts for that end?—That is very possible; but I think the Company is viewed with some degree of jealousy. Their ships have a sort of warlike character that subjects them to some degree of jealousy. I think individuals would be more likely to discover a mode of extending the trade.

3452. What are the reasons upon which you form that opinion?—It is formed from the experience of the course of trade in other places. I remember that in 1818 and 1819 the first shipments of British manufacture took place to Java and Manilla to any extent, and now those places have become very extensive markets.

3453. The question alluded to the circumstance of the armed ships of the Company being viewed with some degree of jealousy?—I have always understood that the Chinese are a timid people; and in the case of Siam, I believe the Company sent an armed embassy there, and it failed, while Captain Coffin succeeded in trading very well.

3454. Do the American ships carry any guns?—They carry a few small guns.

3455. What do they carry them for?—To beat off pirates in case they should meet them.

3456. When was the embassy from the Company to Cochin China, was it before Captain Coffin went there or after?—It was after he had made one voyage there.

3457. Do you suppose it failed because it was accompanied with an armed force?—No doubt of it.

3458. Do you think any such jealousy exists at Canton with respect to the Company's ships coming armed?—I should think they always felt some degree of fear, being defenceless there.

3459. Do you think there would be less difficulty in individuals going with ships not armed than takes place now?—I should think there would; I think they would prefer to deal with private traders.

3460. Have you known any difficulty that the Company have been under in carrying on their trade in consequence of having armed ships?—I do not know



know that they have been under any absolute difficulty; but there is a feeling of fear and jealousy I have always heard expressed. I remember the trade being stopped at one time by the inability of the Chinese to distinguish the Company's ships from frigates. The frigate *Dollis*, I think, during the late war, was chasing an American ship off the mouth of the river; the American escaped and she pursued her, by her boats, and captured her in the river. There was a stoppage then, I believe, of the trade, owing to the Chinese not being able to distinguish between a King's ship and a Company's ship.

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3461. Have you ever heard from any of your correspondents what was likely to be the result in case of the trade being opened at Singapore, whether it was likely to become an emporium for the sale of tea?—I have never heard any thing from my correspondents about it.

3462. Have you not heard that the Americans were likely to carry on a trade there, supposing they had not been prohibited by the Company?—I do not think the Americans would, because they have free access to Canton.

3463. Do you see any advantage that would be likely to arise upon the trade to Singapore, which does not exist at Canton, with respect to any difference in the duties upon the export of teas by Chinese ships as compared with foreign ships?—It is probable there may be some little difference, although I cannot state what it is; but I should think that a trade in that way, which would be carried on in Chinese junks, would be very irregular, and not to be depended on much.

3464. Can you state the amount of the trade carried on between the north-west of America and Canton?—I should suppose it might be to the extent of half a million of dollars; it is falling off, I believe, now.

3465. Can you furnish the Committee with a statement of the prices paid by the Americans for tea at Canton?—I can state the prices paid at any given time; here are the prices-current with the last season.

3466. Will you have the goodness to state them?—The current prices were as follows: bohea, 10 to 12 taels per pecul; congou, 14 to 20 taels per pecul; campoy, 14 to 20 taels per pecul; souchong, 14 to 25 taels per pecul; pecco, none; hyson skin, 9 to 18 taels per pecul; tonkay and single, 15 to 20 taels per pecul; young hyson, 20 to 35 taels per pecul; hyson, 30 to 45 taels per pecul; imperial, 40 to 50 taels per pecul; gunpowder, 40 to 52 taels per pecul.

3467. In estimating the profits of the Company, beyond the profit which a private merchant would require, to amount to a million and a half, have you referred to the tables laid before Parliament, stating the prime cost at Canton and the amount of the sale prices?—I have referred to those.

3468. Have you seen any advices with respect to the sales of bills at Canton, which would lead you to imagine that the American commercial transactions have remained undisturbed, after the movements which are



15 March 1830. supposed to have lately take place at that port?—I have no doubt that the American trade goes on, from extracts from the China papers, which mention transactions in different kinds of goods, which could not take place if the trade were not going on.

3469. Do you think that the free traders in Canton do not derive protection and benefit from the existence of the Company's Factory keeping the Chinese authorities in awe?—The trade may be more steady in consequence of the regularity with which the Company move, but I should not think it gave them any additional security in their operations.

Martis, 16^o die Martii, 1830.

Mr. JOHN DEANS called in, and examined.

16 March 1830. 3470. In what part of the East-Indies have you resided?—In the Eastern Archipelago.

Mr. John Deans. 3471. For how many years have you resided there?—I resided there constantly for upwards of twenty years.

3472. Where was your residence during that period?—I resided for three years in Prince of Wales' Island, and the rest in Java: for two years I was travelling about the Archipelago—the first two years of my being in the East.

3473. Will you be so good as to state the period at which you went to the East, and at which you left it?—I arrived in the East in 1806; I left Java in the beginning of 1828: during that time I was a little more than two years in Europe.

3474. In what capacity were you residing in the East?—Generally as a merchant; for the greater part of that time as a merchant and agent.

3475. Had you any opportunities, during your residence in the East, to acquire any knowledge of the Chinese population, and did you come in contact with that population?—My principal intercourse was with Chinese settlers in the Archipelago; I carried on extensive commercial transactions with them.

3476. Did those commercial transactions give you any opportunities of knowing and studying their character?—I had considerable opportunities.

3477. Are the Chinese settlers numerous in the Indian Archipelago?—They are computed at about 20,000 in Batavia and its environs, and perhaps twice the number throughout Java and throughout the Archipelago: they are very numerous, but I have not the means of stating their exact number.

3478. What



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3478. What are their chief pursuits at Batavia?—They are traders, they are mechanics, and they are sometimes cultivators; that is to say, in Java, superintending cultivators; they are farmers of land, and owners of it in some parts.

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3479. What is their character as traders, speaking generally?—They are keen, enterprising traders, extremely expert in their dealings, and understand the nature of the trade of those countries in which they are settled perhaps better than any other people.

3480. Have they information that enables them to carry on their commercial transactions with advantage?—They seem to have very accurate information, and receive it very quickly too.

3481. Can you state any instance of their mode of acquiring information, and the quickness with which they receive it?—It is a well-known fact in Java, that they receive commercial information throughout the distant parts of Java much earlier than European merchants do who communicate through the regular government post.

3482. Are there amongst them persons of wealth acquired in commerce?—There are, of considerable wealth.

3483. What is their character as merchants, with reference to the punctuality of their dealings and the mode of transacting business?—Those who have obtained a high reputation are extremely tenacious of it, and they are very punctual in all their dealings.

3484. Do they appear to possess more or less of the characteristics which are requisite for the business of a merchant than the natives of other oriental countries?—I do not think they are exceeded by the natives of any country as a commercial people.

3485. Do you include European countries?—I do.

3486. Is it difficult to transact business with them?—Not the least; I have never had any difficulty with the Chinese.

3487. Have you, in point of fact, transacted much business with them?—I have, very extensive business.

3488. Will you state what that business was?—I imported largely British manufactures to Java, and the medium of communication with the natives was generally through the Chinese, who purchased from me in whole cases or bales, and retailed to natives, giving me their simple notes of hand for payment, and being always punctual in meeting those demands.

3489. You have stated that there are about 20,000 Chinese residing in Batavia; are they dispersed among the other inhabitants, or do they form a class residing separately?—In Batavia, as in all other large towns throughout the Archipelago, they reside in what is called the China Camp, which is a part of the town appropriated to themselves, and there they retain their own usages and customs; even the architecture of the town is the same as in China, and the very mode of arranging the household is the same.

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3490. Is any proportion of the population of a permanent character, or is it altogether a migratory one?—They are generally of a permanent character, but there are some that return to China occasionally.

3491. Are those the most wealthy that return, or do the more wealthy fix there?—They are generally wealthy people that return.

3492. Is there shown amongst them, with respect to their own consumption, any indisposition to articles of European produce?—Not the least indisposition to articles of European produce, but rather a growing taste for them of late.

3493. Are you aware of the existence of any customs or prejudices which indispose them to the use or consumption of articles of European produce or manufacture?—I am not aware of any.

3494. What articles of European produce seem to be matters of desire to the Chinese inhabitants of Batavia?—As household furniture, they are very partial to our glass-ware of all descriptions, to our mirrors, and other articles of ornament, and the consumption of them has greatly increased since the traders have conformed to their partialities as to shapes and patterns.

3495. With respect to dress, what is their practice?—The form of a Chinaman's dress is always the same wherever he is; but the articles of which it is now composed throughout Java generally consist of European manufactures. There are some few suited to the climate, and which have not been intimated by us, still Chinese.

3496. What articles of European manufacture are used in the dress of the Chinese inhabitants in Java?—Woollens and cotton cloths; the latter very extensively.

3497. Have you any reason to form an opinion whether the taste for European manufactures which exists amongst the Chinese inhabitants of Java is peculiar to them, or whether it extends also to the inhabitants of the empire itself?—I cannot exactly state this. The settlers are Chinese; their habits and manners are the same in the Archipelago as in their native country, I believe, and they readily adopt our manufactures in preference to their own, when those are cheaper and better. When I first went to Java, in 1811, they were almost exclusively clothed in Chinese manufactures, and I witnessed a revolution there which almost clothed them in European manufactures, during the time I was there.

3498. In what interval of time was that change effected?—I commenced as a merchant and agent in 1813: at that time I do not think the consumption of British manufactures exceeded 300 cases throughout the whole of Java; in 1826, the last year of which I have any precise account, the importation of cottons exceeded 6,000 cases in Java.

3499. Can you state what the value of those 6,000 cases might be in the market of Batavia?—I think they may be taken upon an average at about £50 a case.

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3500. Did the consumption of woollens and other European articles increase in somewhat an analogous proportion?—Perhaps not so extensively; they did increase very considerably, and I myself at one time imported very extensively.

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3501. During your stay at Batavia, have you known many new Chinese settlers fix themselves at the China Camp?—The junks generally import, I think, from 800 to about 1,500, or sometimes more, annually, settlers from China.

3502. Among those new settlers is there any difficulty in promoting a consumption of European manufactures?—They generally arrive very poor, but as soon as they obtain the means of purchasing, they do not long delay availing themselves of it.

3503. you have stated that many of the persons that acquired wealth in Java returned with their wealth to China, were those persons who so returned persons who were consumers of British goods and manufactures?—They were.

3504. Have they, on returning to China, been dispersed over different parts of the country, or have they been confined to one particular province?—They have generally gone back to the province to which they belonged.

3505. Do the emigrants to Batavia belong to one particular province, or do they come from different parts of the empire?—They come from different parts of the empire, particularly the two provinces of Canton and Fokien.

3506. Are you aware what numbers annually return from Java to China?—No, I am not aware; they are very few indeed compared with those who come to Java.

3507. Have the Chinese inhabitants of Batavia any particular prejudices with regard to their diet and the consumption of their food?—Not the least. I have dined with the Chinese merchants at as good a dinner as I could have got any where in India, and I have seen recently a growing taste among them for hams, both the York and Westphalia, for fish, such as mackarel and herrings, for salt butter, and for wine and beer, and particularly Geneva.

3508. You have stated that the Chinese at Batavia are purchasers of European produce for their own consumption, and also that they purchase for sale to others; is that as retail traders?—Yes; as retail traders, they are generally the medium of communication between the Europeans and the natives of the Archipelago.

3509. Is that trade carried on by them for cash, or by bills?—Occasionally both. They frequently sell for cash; and very often they barter for produce, which they sell again to European merchants.

3510. In what description of vessels is the trade carried on between Batavia and China?—There is a trade in junks; and there is also a trade in vessels of different nations, particularly Americans.

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3511. Confining yourself to the junks, will you state what description of vessels, and of what size?—In consequence of the vexatious forms in the customs of Batavia the trade in junks fell off; and I think in 1825 there were only four junks, the trade being confined to Batavia, amounting to 440 lasts or 880 tons. Since that there has been a modification of the custom-house regulations; the forms have been rendered more easy to them, and the eastern ports of Java have been opened, and now the trade is considerably increased. I think the last that I heard of the junks was, that seven or eight had arrived in Java; certainly that number, if not more.

3512. Of what tonnage are those junks chiefly?—Their tonnage varies; I do not think that any of them exceed 400 tons, as far as I could judge or learn from the Chinese themselves.

3513. What is the general average?—The general average may be about 300 tons.

3514. Can you state what has been the amount of the exports from Java to China?—The exports from Java to China in 1825, which was one of the worst years of the trade, but the only year I have an accurate account of, exceeded about 2,700,000 guilders, or £225,000; that was the year in which the port of Batavia only was opened.

3515. Of what produce did that consist?—There was about £54,000 in specie, £40,000 worth of birds'-nests, £4,250 of Netherlands woollens, and the remainder consisted of a variety of articles, such as pepper, betel-nut, rattans, tripang, &c.

3516. What is tripang?—It is a sea-slug that is fished in the Eastern Archipelago. It was formerly only found in the Eastern Archipelago, principally about the Gulph of Carpentaria; the amount of it was about 14,000 peculs, which was sent to China, value about £120,000. It has been lately found to abound on the coast of Ceylon and in the Mauritius, and is likely to become an important article in the trade with China.

3517. Was there any opium forming part of that trade?—There was; but not to any considerable extent, and principally Turkey opium.

3518. What were the imports at that time into Batavia from China?—They amounted to about £75,000. The imports were principally by the junks; the exports were by all vessels.

3519. Of what did the imports consist?—A variety of articles suited to the Chinese settlers, of which about 7,800 was in teas.

3520. Can you state the number of square-rigged vessels which sailed from Batavia, or touched there in their way to China in that same year?—In 1825, the number of square-rigged vessels which touched at Batavia in their way to China was sixteen.

3521. From what countries?—Three were Dutch, four English, one Portuguese, and eight Americans.

3522. Have



3522. Have you had occasion to consider how far the Eastern Archipelago might become a channel through which teas could be sent to Europe?—
I have.

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3523. On what occasion, and under what circumstances, did you turn your attention to that subject?—In the beginning of 1822, when there was a talk of the stoppage of the trade, I thought it advisable to consult the agents of the junks as to the practicability of their bringing teas suited to the European market to Batavia; they assured me that if any interruption of the European trade occurred, they thought they could bring a very considerable quantity next year.

3524. Was this communication with persons upon whose truth and fidelity you had reason to rely?—They were the supercargoes and agents of junks; men who conduct the whole of the trade in the junks.

3525. Were they persons with whom you had other commercial transactions that enabled you to rely upon the statements they made?—Yes; and the communication was made to them through these merchants, with whom I had had extensive dealings.

3526. Did the communications so far impress themselves upon your mind, as that if the event had occurred of the stoppage of the direct China trade, you would have given orders, and relied on the execution of those orders for supplies of tea in the way suggested?—I did not entertain the least doubt that the Chinese with whom I proposed the arrangement would have brought all the teas they could have procured, on their return from China the next season, and that they would have brought me particular accounts how far they could have continued that trade, which they seemed to be pretty confident they could do to a considerable extent.

3527. Should you apprehend that a trade so carried on would have exposed merchants like yourself engaging in it to any fraud in the quality of the goods supplied?—I had some apprehension of that, and I mentioned it to those Chinese; but they assured me I need be under no apprehension, for that they dealt with respectable men, who always attached their chop or name to the packages, and that they had never been deceived. They reminded me of a circumstance that was perfectly well known to myself, which was of the tobacco of the Cadoo, which is a province in the centre of Java, which passes throughout the whole of the Archipelago, bearing the name of the cultivator, and according to his reputation it bears a price without even being examined. I had dealt largely in this article, and I knew that this was the case; and of course I could only assent to that observation.

3528. Are the Committee to understand that there is a class of cultivators in Java, being Chinese, who deal in tobacco in the way you have described?—They are Chinese cultivators, whose names are a guarantee for the quality of the tobacco they sell.



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3529. During your residence at Batavia, have you had any evidence of disadvantages to which British ships have been subject, in consequence of their exclusion from the ports of China?—I have had many. I have often, myself, in shipping goods to China, been obliged either to get freight on foreign vessels, or to hire Dutch colonial vessels to proceed to the Straits of Sunda to meet the Company's ships, for the purpose of either disposing of the produce I had for the China market, or of sending it on freight to China.

3530. Have you known any arrivals at Batavia from New South Wales in quest of freight?—Many; there are generally every year a considerable number of ships come from New South Wales in quest of freight.

3531. Has the state of the law put you under the necessity of shipping consignments of produce in foreign vessels?—I have shipped in foreign vessels for China, because I could not avail myself of the unemployed British tonnage which was lying in the harbour to proceed to China, and which would gladly have done so.

3532. What produce have you shipped to China?—I have shipped tin in large quantities, and spices, and various other articles.

3533. Have you known other British merchants compelled to have recourse to the same arrangement?—All my countrymen in Batavia settled as merchants were occasionally reduced to the same predicament, and I know that throughout the Archipelago it is the same.

3534. Do you recollect the circumstances of the scarcity which occurred in the year 1824?—I do.

3535. Were there any opportunities at that time afforded that would have admitted of the profitable employment of British shipping?—I perfectly recollect that when the news of the scarcity in China first arrived in Batavia, and of the edict admitting vessels with cargoes of grain free of port charges, there were some English ships in the roads, and some expected, that would have been despatched with rice to China, but of course they could not be availed of in consequence of their not being allowed to go to China.

3536. Do foreign ships call at Batavia on their way to China?—They do, particularly Americans, and avail themselves of all the chances of markets in their way.

3537. In what respect do they avail themselves of the chances of markets?—They get recent accounts from China of the state of the markets, and they there either dispose of their outward investments, or lay in such products of the Archipelago as are suited to the China market.

3538. From your intercourse during so many years with the Chinese, can you state to the Committee, whether they are indifferent to foreign trade or attach any importance to its advantages?—The Chinese of the Archipelago, who I believe do not differ from the Chinese in their native country, are very sensible of the importance of commerce, and are, as I have already observed, the keenest speculators perhaps in the country.

3539. Are



3539. Are you aware whether the foreign commerce of China becomes a source of revenue to the Chinese government, and a matter of interest to the Chinese authorities?—The foreign commerce of China is very extensive; it exceeds, I believe, considerably £12,000,000 sterling, and of course, although not altogether a legal commerce, still from the greater part of it being so, the Chinese government derive a revenue, and a very considerable one as I understand, from it.

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3540. Have you reason to know in what light the European imports into China are considered by the Chinese people, or whether they could easily be dispensed with by them?—I know that the imports to China are of far more importance to that empire than perhaps the tea is to this country, great as it is considered, inasmuch as the opium, which is now a very extensive article of import into China, is generally used there; and when once a person has been accustomed to the use of it, it cannot easily be dispensed with without danger to his health, and perhaps his life.

3541. Do you state that from your experience of the habits and customs of the Chinese people at Batavia and in the Archipelago?—I do. I had a great deal to do in the opium trade at Java, and of course saw a great deal of the use it was put to; and from my own observation of its effects, I can state, that those who have been long in the habit of using it could not have dispensed with the use of it without serious injury to their health.

3542. Are you aware whether the use of opium is increasing?—It has increased very rapidly indeed in China. I saw a statement of the imports into China down to the beginning of 1829, which stated it to amount to nearly two millions of pounds weight, considerably exceeding two millions and a half sterling in value.

3543. Are the other articles imported into China articles of which the inhabitants could not be deprived without a considerable degree of inconvenience?—We may very easily judge of some of them. We ourselves could not well dispense with the spices, which are used in China as generally as in any other country. Some of them are articles of luxury, such as birds'-nests, which are imported to a very considerable amount in China; also trepang, and sinews of different animals, are of course not perhaps indispensable, but as much so as the tea is to us from habit, among the grandees of the country; and again, the betel-nut, which is used very extensively in China, is also an article indispensable to the lower orders in particular.

3544. From your experience of Java, and your knowledge of the increased consumption that took place in that island by the opening of the trade, what do you consider would be the effect of opening the trade to China itself, so far as relates to the consumption of European produce and manufactures?—The enterprize of British subjects in Java was very much aided indeed by the activity of the Chinese in conforming our manufactures to the tastes and habits of the people, and from the very rapid extension of the use of those manufactures almost entirely superseding the native manufactures. I have



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not the least doubt but the same change would take place in China, making allowances, of course, for the difficulties that are attendant upon having only one legal port.

3545. At the time of the occupation of Java in 1811, in what manufactured articles were the inhabitants, Chinese and natives, clothed?—The natives were clothed in manufactures of their own partly, and partly in the manufactures of British India; the Chinese principally in Chinese manufactures.

3546. How long did this state of things continue?—It began to change at the opening of the trade in 1814; and in 1828, when I left Java, the natives were almost exclusively clothed in British manufactures, and the Chinese very generally. Still, of course, they used some Chinese manufactures, which we have not yet been able to imitate successfully.

3547. Are there any particular European manufactures which were prepared and adapted for Chinese consumption?—I myself took great pains in ascertaining the tastes, not only of the natives of Java, but of the Chinese, and was very greatly aided by the Chinese in obtaining the necessary patterns and forms, which I brought home to this country, and carried out a very extensive consignment conformable to those patterns; which plan was followed afterwards by the other British merchants, and succeeded most eminently.

3548. Of what description were those articles?—With regard to broad-cloths, the particular object was to get colours suited to the people. They were principally cottons: woollens to some extent, but the cottons were the greatest quantity.

3549. How did the British imitation stand in quality and price, as compared with the articles which you imitated?—The best proof of how they stood in quality and price, as compared with the articles imitated, was the almost entire suppression of the native manufactures.

3550. Are the Committee to understand that there was a substitution of British manufactures for the native manufactures at that place?—There was.

3551. In 1826, had the British manufactures so far displaced the Oriental manufactures as to give a sufficient supply of clothing to the people?—Most unquestionably the people, as I have already stated, are now almost entirely clothed in British manufactures. But not only were the native fabrics of Java almost entirely superseded, but all the finer fabrics of Bengal were at last unsaleable in the market of Java, and the trade with British India reduced to a comparative trifle as regarded manufactures.

3552. What is the amount of the population of Java, in which this increased consumption of British manufacture took place by the influence of free trade? It is computed at about 5,000,000.

3553. What is your idea of the population of the empire of China?—From the