

Mr. Wm. D. Sullivan
Capt. Taylor from Charleston S.C.
Mr. William Brown
Benton - China

New York Jan^y 20. 1835

My dear Willie. The detention of Mr. Sullivan, the vessel in which he proceeds to Charleston not sailing until today, enable me to acknowledge receipt of yours of July 19. at Canton and Aug. 2^d. at Macao, p. Plato. I am disappointed and regret that your uncle Washington friend on whom we had calculated so largely, does not prove to be what we had anticipated. He is soothed however by the amount that Mr. G. improved upon acquaintance. What you say of him gratifies us all much - we will hope that it will be the case likewise with Mr. C. He are not a little pleased to notice the small ven-

tures by the Plato and the Porto - the loan from Russell & Co. shows that you must be in favor with the house. The Insurance on the two cases for Plato is of course saved - I shall this morning open a policy at our American Insurance office to cover the Porto and any other shipments you may make with the proceeds of the Plato run to you last May - You are aware that our office open what they call "running policies" embracing all good vessels.

The Pongees come to a fair market - they have been bought up at \$13.75 per then far and \$14.50 now asked, but if the Plato brings many that price will not be obtained - Gabriel Spring has been making enquiries for me and the above is from him - he says that a Mr. Foster of late firm of Downie & Co. (Silk Dealers) offers to take them at 13.75 per, the last price at which he bought, at eight months credit, or cash at rate of 5 per per cent per ann. dis^t - eight months it appears is the regular credit on China silk goods. The duties are ten per cent ad valorem - so there will be some little profit - of the black satin in the Porto I cannot get much - this article is principally for exportation to South America where it is now generally worn - I believe the consumption in the U.S. is rather limited, not being fashionable - I have requested Gabriel to get me information as to the last house of silk goods to import - he sometime since told me that the low priced black & white colored pongees are generally a very valuable article and pay a fair profit rather better than white pongees tho' the latter are usually anterior to the former arrived in good time - they are bought by the jobbers, and

get them printed & stamped - they of course want them early, say in this month that they may get them ready for their Spring sales. Gabriel says that quality is not so much regarded by the jobbers or owners of fine and of course heavy & high priced goods being little or no more than light - He mentions also that the cheap Black Levantine Handys are always salable and usually pay a fair profit - Also Gambel for gentlemen summer wear (say for coats & pantaloons) there are also required in the Spring - But you no doubt have good information by means of the letters from Lord Leno & Lord Wilton to be your house. I write at once to your direction, and

since you the return of them accessories in Spanish dollars - I shall no doubt have to pay a small premium on them the last time current I'm quite sure at one to two for 1.5 advance - I believe however that when the Plata left they were worth 4.50 in Canton - I am inclined to think that as money was said to be scarce in Canton, you will be able to purchase with dollars on better terms than with any thing else - I learn also that there had been a great

number of arrivals at Canton from England in consequence of the opening of the trade - this makes me fear that the rate of Exch. I sent you in May last may not sell well but you will do the best you can - It is probable too that the large number of arrivals there may advance the price of some goods - tea particularly - The ~~new~~ price of silk may not be affected as I think there are not admitted into Eng^d - this may be however for exportation -

I have set Gabriel at work among our silk goods jobbers to try and get some orders and business for you and shall try myself, but if as you say no articles from the U.S. side pass, I fear we shall not succeed just now for our jobbers need all their means

could they send any thing that they can get here on credit on cotton, cotton goods (the last can be had from 8 to 12 m^{os}) cotton thread &c. they might be tempted to still as well try - You must look a good look out and endeavor to acquaint yourself well with the market - many things at one time a drug and willing to snat loss will by the time they can be ship^d from here will again have advanced and be in good demand - You must observe well and study the operations of commerce - we may yet be able to do something handsome after you are well acquainted with the business of trade - He may yet establish a business advantageous to your house and yourself - but be not hasty - nor yet be discouraged recollect the old saw, "Rome was not built in a day"

I must conclude in haste my dear Willie - Advise yourself of my cordial cooperation in any thing that can advance your interest - and rest assured also of the anxious feelings of all the family for your welfare - God bless you my dear son

Yours truly,
Thos. Living

Mr. William Irving

In possession of
W. H. Sullivan Esq.
in New England

care of Messrs. Russell & Co.

Cambridge
Mass.



Recd in New York

Given Irving May 20 1835
The Division
Ship Company