

Copies of Memorandum from Gabriel F. Irving Feb. 2^d 1835-

1. Black Sarsonets. This article is now paying of all qualities - as a general principle in this and all black goods the poorer qualities pay better than the good qualities - there is not the same distinction in the price as in the qualities. The lowest these goods have been sold her for, is about \$7.50 and if they can be bought to sell at that price, and make a profit, it can be depended on
2. Black Linchees. The same may be said of this as of the Black Sarsonets the poorer qualities are better to sell than good - this article has sold as low as \$9.00 - but all black goods are now paying of every kind, owing to the market being very lightly supplied and the Spring trade just opening
3. Black Levantines & Satin Levantines. I would advise never to send any out as they do not pay even now - they are entirely out of fashion French goods have driven them out of the Market
4. Black Satins. are also not a good article to import, as they are generally sold to go out of our market and consequently depend upon the fluctuations of the South American Market which is very uncertain.
5. Black Camblets have generally proved a good article; and if a fair article 18 yards can be bought to sell at about \$10 1/2 with no doubt pay.
6. Sewing Silk. In general is a poor article owing to the heavy duty here - Black, generally with fringe, \$3.75 per Blue & Black col. \$4.00 to \$4.25 and light col. \$4.50 Saddle is rather a heavy article and ought never to be sent unless to sell at \$4.75 to \$5.00 and then the colors should be white, crimson, scarlet, & orange: never send Blue or yellow.
7. White Sarsonets are a good article the 60 yd prices are best as they can be bought lower in Canton than the 30 yd. They are used here to be dyed green as the Canton green is a very bad shade - and the 60 yd prices will generally fetch at least \$2. frequently higher prices
8. Coloured Sarsonets do not answer as they are always spotted when they reach here
9. Coloured Linchees. do. do. do. do.
10. Col. Levantines do. do. do. do.
11. Black Levantine Handkcs. of the poorer qualities have for the last few years been a very good article if they can be bought low enough - any article that can be bought in Canton for \$2.50 to \$3.00 will pay - all qualities of this article have paid a profit for the last 3 or 4 years.
12. Suchan Pongees. This article has always paid, and if it can be bought

at 370 in Canton, you may buy as much as you can afford to, and calculate on a good profit - the present market price is \$6.50 superior price. This article is the only article almost where the quality is not looked to. - A poor article will bring as much as a good one - the lead shade is the best - a little on the purple will sell as well.

13. White Pongees. This article will generally pay - the article must be tolerably fair - it was sold last fall as low as \$13.25 but is now at 14 to \$14.50 for 30 inch - this is the best width to send as the other widths 32 & 34 in will not pay in proportion to their higher cost

14. White Pongee Hkps. 30 inch. This article of good quality will generally bring about \$9.00 to \$10. - 20 hks to the piece

15. Crimson Pongee Hkps. This article will generally bring from \$11.00 to \$12. per p. of 20 hks

N.B. I think if you could buy a few of these hks put up 20 or 25 p. in each box 5. crimson, 5. Scarlet, 3 chocolate, 5 white, 3 yellow or gold & 2 blue & 2 other colours, if you could send them so as to cost about \$9.50 they would pay a profit - this however would be an experiment - I only give the opportunity

16. Mixt Camblets - This article if it can be sent is as well about \$7.00. to \$7.50 will answer as there is generally a fair demand for it.