

Mr. Morrison

Mr. William Irving

Canton

My dear Willie

New York May 21. 1834

I now enclose the third of the
Set of Exchange - Bank of the United States (by N. Middle Pres. & S. Landanbury)
on Baring Brothers & Co. London - at 180 days sight in my favor. for £500-
Sterling dated Phil^a. May 22 1834. No. 4723. I have of course enclosed
the bill payable to your order - the first of the set I sent on the 17th inst.
~~for the Panama~~ ~~via~~ ~~Canton~~ - the second ~~to the~~ 23rd instant for the
Sabina which goes by the way of Matavie & Manilla I do not recollect
which but believe the former - the second went in my letter of 26th
instant for Panama. via Matavie - I enclose also a third copy of
the arrangement made with the Bank of the United States for this
bill. We flatter ourselves that this remittance, with what you
may be able to spare from cash salary as you may be allowed
by Messrs. Russell & Co. will furnish out a little venture, and that
if judiciously invested it will do well - I think the chances for
spring tolerably good - as the arrivals this season are so numerous,
that our market is rather overstocked and but few articles pay.
This will prevent our China importers & ship owners venturing
largely and they are less likely to do so in consequence of the
embarrassing times we have had for the last six months.

I have so limited a knowledge of the China trade that
I am at a loss what to advise you to invest in. Your house
will no doubt be well advised of our market and we calculate
confidently on the good offices of Mr. Bookidge in your favor. I men-
tioned in my last that your uncle had received a reply, by a vessel
from Bombay, to the letter which he gave you to Mr. Bookidge - and
it is such as, indeed all, we could wish. I applied to our friend
Mr. D. Low, of Low, Wilson & Co. for some hints as to desirable silk goods
that it might be to send, and he very cheerfully sent me a memoran-
dum which I enclose - I sent a copy by the Panama - but as the Morrison

going afloat, will probably reach Canton before the Panama, I thought it
best to send the pattern of shawls to which the Memo. refers by
the Panama - You therefore have them here with. I sent you for
Capt Swan in the Gladiolus, a half doz. Ragon, such as I have been using
for several years - you may find some of them good - I shall send you
a pair by Mr. Olyphant in the ship, a little handsomer - tho' probably
no better - I will send also copies of the Mirror which I have hitherto
to for the purpose - commencing about two months back and shall
continue to send them as they are printed and opportunities offer
I know add a piece of the American - and a paper or two
containing remarks on our market - sales of Canton goods &c.

I will get my friend Mr. Valentine to look at the boxes of tea you have
sent per Golconda, and obtain his opinion of them - he tells me however,
that the finest teas are rarely to be found in small packages - possibly
the Chinese tea merchants, trusting to the convenience size of the boxes
for the sale are not as careful as they should be - a rather poor tea
fine quality in large boxes knowing that the quality will ensure
the sale - again it may be that teas preserve their fine flavor
better in large quantities than in small which is no doubt the fact -
If you look carefully at the accounts of prices at auction in the press
current you will observe that some teas of the same kind sell for
nearly double the price which others bring - this is entirely owing to the
flavor and color &c. - It is said that there is in general but a
very small quantity of really fine in a cargo - you know that our tea
dealers are anxious always to have some of the choicest qualities for
their customers - and when the lots of fine are small there is great
competition and prices run high - as I said before by observing the amount
of the sales you will see the difference and whether the choice qualities do
not pay best - Of green teas you know one very desirable quality is that
when made ^{to drink} for use the colour should be very pale green while the tea
is strong at the same time - that which verges to the color of the black is not
in good favor; at least such is the New York taste - In making an investment
the changes should be borne in mind - bright for instance is very high, and of

course adds greatly to the cost of bulky goods. The charge for insurance I believe
is very moderate - and you will endeavour to advise us of the vessels and
the amounts shipped - our officers may have the same practice with respect
to the China trade as with that to Europe - that is to open what they call
"running policies on vessels or vessels" - to return the premium "on short
interest" - that is the difference between the amount insured and that
actually shipped - these policies are only opened for good vessels.

I have written you very much of a business letter my dear Willie and
perhaps told you what you already know, so for the present I will say no
more on the subject, unless some idea should pop into my head that I may
deem it well to communicate.

Sunday morning June 1. I received the tea & sugar by the Golconda yesterday
afternoon but have not examined them yet - I believe I mentioned that we had got the
Pashgumun board, fan, five screens, &c. also - Manning is much pleased with the
half doz. with handkerchiefs you sent her - the balance of the price has been
passed out among the family - for which Theodore says they are to pay one
dollar each to your credit - Uncle Frank says the tea & sugar &c. must be turned
to the best account for the same purpose. We have not got the shawls
or the muscins & kites from Capt Lombard of the Merchant - he having been absent
but shall probably get them tomorrow - you do not say whether the box of
Pecoo tea was sent by him or not - we will make the enquiry. The
Monsoon will not sail for two or three days yet, but I must finish my letter
as I shall go up the river with your Aunt Paris to Morrow should the casting
storm which has been blowing for five or six days, be over - I may be gone a
week from home but shall charge the brethren & sisters to suffer no vessel to
sail for Canton without a few lines for you - I intend to stop at Plover
for a day or two, on our way back - No news of Sanders or his ship yet.

Monday morning June 2^d - The weather is bright at last and promising
my dear Willie. so I shall be off this afternoon with you goodnight - I have
that one of Charles King's son goes out with Mr. Olyphant in the Monsoon - and
that one of Morris Robinson's goes to Boston in a day or two to embark there
for Canton - you will hear probably from Theodore by the letter - then
two ladies I expect are sent out because they are mere idlers here and friends don't
know what to do with them - I have suggested you to look out when one thing about
offer for you brother travellers - as ever dear Willie yours Wm. May

Chen Irving. May 31. 34

Thomson