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THE GREAT  
**HONOUR**  
 AND  
**ADVANTAGE**  
 OF THE  
*East-India* TRADE  
 TO THE  
**KINGDOM,**  
*Asserted.*

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TO THE  
Honourable the Governour,  
to the Right  
Worshipful the Deputy Governour,  
and to the  
Worshipful the  
Committee of the Honourable the *East-India*  
Company.

May it please your Honour, &c.

**H**aving upon the Revival of the mistaken  
Clamours against the *East-India*  
India

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The Dedication.

India Commerce, digested  
my Thoughts upon the Mat-  
ter into the following method,  
I have consented to make  
them Publick, if perhaps  
they may be useful to Recti-  
fy the Misapprehensions of  
some People; and as the un-  
bias'd search after Truth,  
will, I hope, excuse me to  
your Adversaries, so I per-  
swade my self, the appear-  
ance of that Truth will A-  
pologise for my Presumption  
in putting it under your  
Honours Favour and Pro-  
tection, which if it may ob-  
tain,

The Dedication.

tain, as it will be a suffici-  
ent Guard to this Treatise,  
so it will be an Abundant  
Recompence to its Author,

• Who is your Hon-  
ours, &c. most  
Humble Ser-  
vant,

J. C.

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THE GREAT  
*Honour and Advantage*  
OF THE  
*East-India TRADE, &c.*

IT cannot but seem something strange that it should be thought necessary in this Age of ours, that pretends to see so much further than their Ancestors: for a Man to give himself any trouble  
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to Oppose an Assertion, which in the mildest Construction, cannot pass for less than a Paradox. But since it has been long ago Remark'd, That there is scarce an Opinion so unreasonable, but has been defended by some Philosopher or other; It may appear the less wonderful, that there are still People to be found, *no Philosophers indeed*, who engage themselves to maintain the most Palpable Contradiction, and such a Task in my Opinion,

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pinion, have they undertaken, who would persuade the World, that the *East-India* Trade is Prejudicial to the welfare of the Nation.

A Trading Genius has always been found the most effectual Means to Inrich a People, preferable to all other ways, because wherever it is seen, it never fails to settle the most lasting Marks of its *Advantages*. This is so very obvious, and the Example of it so Notorious,

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that it would be a perfect superfluity to offer any thing for its Confirmation; The prodigious Rise of a People our near Neighbours by this, from a very small Beginning, is an undeniable Proof of its almost Miraculous Power; and here at Home likewise it cannot be deny'd, That our Commerce and our Riches have both increas'd together.

This has been the great Engine that has wrought us into that *Fund* of Wealth,

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Wealth, which serv'd not only to Inrich us in Peace, but has enabl'd us to defend our selves thus long, at so great Expence against the Invasion of a most Powerful Enemy, towards which Extraordinary Service, I think it need not be doubted, but the *East-India* Trade has contributed, in proportion, as much, if not more, than any other.

The inlarging of our Commerce, and the improvement of Navigation,

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on, were the chief Reasons of its first Establishment by that *Great and Wise Princess Queen Elizabeth*, which it has apparently effected in both, by Imploying and Encouraging the Building of some of the best Ships in the World, and by bringing such store of Useful and Necessary Commodities, as make us able to furnish those very Countries in *Europe*, from whence had they been left sole Masters of the Trade,  
we

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we must have been contented to have receiv'd them, and should have receiv'd 'em at second hand.

Besides the Example of the *Dutch*, who are so sensible of the Benefit of this Merchandise, that I am perswaded they would not Exchange their Intrest in it, for the best Jewel in the *English Crown*. Methinks the late extraordinary endeavours of our *Scotch Friends*, who are generally esteem'd wise enough



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enough for themselves, to establish a Commerce thither, should make our Opposers of this Trade consider, whether it is a thing so damageable as they say it is. *No Man Courts a Mischief*, was the entertaining of this Trade to *India*, so pernicious as these mistaken People would perswade us; I dare Answer for them, they would be so far from striving for a share in it; that they would not give so much as Thanks for the whole. After

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After all, it is very manifest, that not only the *Dutch* are, and the *Scotch* promise themselves to be great Gainers by this Traffick; but that we our selves have likewise reap'd considerable Profit from it to. The continuance of the Company; the Advance of their Actions to treble their first Value, not long before the breaking forth of the Troubles in *India*, together with the goodness of their Credit, apparent by their borrowing what Sum they pleas'd, at

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4 per Cent, when the general and fix'd Rate was six, were all indisputable Evidences at least of their thriving; and if the Qualities of the Goods they brought are duly consider'd, their usefulness, not only here at home, but also the great Advantage they bring us by a second Transportation: It must be concluded that the Nation was so far from loosing, that they brought a mighty Improvement along with 'em.

'Tis true indeed, if we were oblig'd to take the Report

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port of this Affair from some People, one would imagine this Trade to be not only unprofitable, but ridiculous, and that we were as foolish and extravagant in our Traffick with these *Indians*, as those other are said to be with us, who give us Gold, &c. for Toys and Trifles: First, they take it for granted that we carry thither nothing but Mony. And what do we receive in return? Why, nothing but *China* Beads, *China* Pictures and Monkey-fac'd Babies,

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as one lately in Print sadly complains against them. These are the Rare Things, say they, that are so far fetch'd and bought so dear; And truly if this be the Case, I must confess it is more than time to look after it. But upon further Examination, I question not but it will appear to be quite otherwise.

For the more effectually carrying on of the Trade to those Parts, it has been found absolutely necessary to Export thither, considerable  
Sums

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Sums in Specie, beside quantities to a great value of our Native Product: But if the Account this Mony turns to, be well reflected on, it will appear that we are no loofers by the Bargain. He that parts with his Mony for a Commodity that will yeild him six times as much as it cost him, never reckons himself any thing the Poorer, tho at the present he doth lay out the Mony: And this is the very Case of the *East-India* Traders, who tho they do Export some Mony, the  
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Commodities they bring for it, effectually Answer six times the Value of the prime Cost, when they are brought hither.

I am not unsensible how much more difficult it is than ordinary at present, to perswade People, that Mony in Specie can be parted with out of the Kingdom, to any Advantage: Yet, that I may not seem to insinuate only, without affirming any thing Positive: I will venture to advance this Assertion, *That Mony expended in Foreign Trade,*

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*Trade, and especially in this Trade to India, does not diminish, but increase our Treasure.*

To make short work of this, I might alledg the Examples of *Venice, Florence, Genoa, Holland, &c.* to confirm this Position, every one of which freely allow the Exportation of Mony, and have by Experience found it exceeding Profitable to 'em; but least none of these should be thought pallel to our Case, I shall further endeavour to evince it by Reason.

And

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And first, it must be acknowledged that there is no way for us to procure Treasure, but by Foreign Commerce, we having no Mines of Gold or Silver, to any purpose here in *England*: Now, as the Use and Want of our Commodities occasions the Vent of them in Foreign Countries, so from the want and use of theirs on our part, there ariseth a mutual Commerce between us; and if we export Goods to greater value upon our own Ships, than we receive from

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from them, The Overplus at the End of the Account must be paid us in Mony.

The Ballance being thus on our side, with respect to the Exportation of our own Product and Manufacture, if by any means we can increase our Exportation, the Nation will thereby become proportionably the Richer: And here it will be necessary to distinguish between the Profit of the Merchant, and the Profit of the Kingdom; they very often falling under very different considerations;

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tions ; for Example, suppose 5000 *l.* sent upon an *English* Bottom to the *East* Countries to Buy Corn, which after some time is carry'd with much Difficulty and Charge to be sold again into *Italy* or elsewhere. Suppose then the Merchant is forc'd to sell this Corn for only so much above the prime Cost, as he has expended in Charges, it may be 2000 *l.* in this Case, tho the Merchant has gain'd nothing, yet it is plain the Kingdom has increas'd 2000 *l.* by this Trading,  
from

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from whence it follows, that the longer and more remote the Voyage is, the greater the Profit is to the Kingdom. For if 10000 *l.* is carry'd to *India* to buy *Muslins*, the Merchant, upon a Second Transportation, by Reason of the Great Charges he is at, &c. in so tedious a Voyage, must sell them again for 70000 pounds, to be but a moderate gainer. Though it is apparent again that the Kingdom has by this means Seven-fold increas'd its Treasure.

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If it be Objected , That this will be Return'd in Goods, and not in Money , as it was at first Issu'd out ; I Answer, That this is impossible , because seeing the Ballance was on our side, and the Exportation of our Manufactures exceeded our want and use of Foreign Goods before, it will follow necessarily , that upon the Encrease of our Exportation which we have purchased elsewhere with our Money , The Ballance will be so much the more to our  
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Advantage, and, by consequence, at the end of the Reckoning, we must receive the Increase in Treasure.  
And this will serve likewise to Answer those who say , That the *Dutch* , the *Genoese* , &c. are oblig'd to Trade with Money, because they have few Manufactures of their own to Traffick with. For if the Trade of our Manufactures be gainful to us, and the Trade with Money be gainful to them , What should hinder us, that have Means and  
Oppor-



Opportunity, from joyning them, and making our Profit of them both together?

But it is Objected, That the Importation of *East-India* Goods, does not produce any of these Good Effects; But hinders the use of our own *Manufactures*, thereby depriving a great many People of their Living. In Answer to this, I shall consider, what are the *Goods* chiefly brought from *India*, of what use they are to us, and what Influence they have upon our home-made Commodities.

dities. As to the First, to avoid being tedious, I shall onely name such as usually compose the greatest and most valuable part of their Cargo's, which are *Callicoes*, *Muslins*, *Bengalls*, *Sattins* and *Tassities*. *Pepper*, *Salt-petre*, *Raw-silk*, besides *China-ware* and *Diamonds*. These are the chief Goods which are brought hither from *India*. Let us consider, in the next place, of what use they are to us; On which occasion I might inlarge upon the Honour it is to the Nation to extend



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extend its Commerce to such a Distant part of the World, &c. but I shall rather chuse to insist upon the real Profit that is gain'd by them, which in this particular case is far greater to us, than the *Natives* from whence we have those Commodities ; for, if they yield us, upon a Second Transportation, but four times the Price they cost in *India*, it is evident, we, *i. e.* the Nation, get three times as much as they can do who sell them. The Charges of Freight, Wages, Insurance, Custom,

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Custom, &c. being only between our selves, without any lessening of the Treasure of the Nation. Thus by our Industry we enrich our selves by the Manufactures of others, as much, nay more proportionably than by our own. Besides the Additional Advantage that we have by the Exportation of Considerable Quantities of our own Product, such as *Cloath, Tin, Lead, &c.* which are carry'd thither, towards the Purchase of those Beneficial Commodities ; Beneficial indeed, if

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we consider further that they are in a manner *as good as so much Money in the Stock of the Kingdom*, by their aptness for the Support, Enlarging, and Furnishing the best of our other Trades to *Holland, the East Countries, Turkey, Italy, &c.* thereby, as I said before, increasing our Exportation, and, by consequence, the Honour, Wealth and Strength of the Kingdom.

The very great Damage we sustain'd by the *Loss of the Ann, the Seymour, and the other East-India Ships*, is an unde-

undeniable Instance of the Consequence of that Trade, and the Mischief of its Interruption : *for had those Ships come safe, we should have had Goods enough to have Paid the Army beyond Sea, without sending a Farthing-worth of Silver out of the Kingdom*; and to have sold for above three times as much Money as was at first sent out to Buy them.

As to the Objection, That the Importation of Made Goods, such as *Bengalls, Taffeties, &c.* hinder the use and

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vent of our Manufactures, and thereby puts a great many out of their way of getting a Living; Let it be Suppos'd, but not Granted, that some People are put by their usual course of gaining a Livelihood by this: yet, if there are a great number of others employ'd by the same means, This cannot be a reasonable Objection against it. At this rate the Brewers may be oppos'd to the Vintners; the Weavers of Worsted against the Silk Weavers; *Norwich*, &c. against *Spittlefields*: each  
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of which would undoubtedly employ many more hands, should the other Quit their present Business, and take to something else.

But indeed the *Indian-made* Goods have not that troublesome effects, but on the Contrary, another very convenient and profitable one, which is, that *they hinder the Importation and Consumption of Abundance of such Foreign Goods as we should else have bought, and were wont to buy at much greater Prices.* Muslins are bought  
for

for  $\frac{1}{4}$  of the Price of either Chambricks, Lawns, or Hollands. Callicoe's a great deal cheaper than Scotch-cloaths, or other Linnens; Indian-Sattins and Damasks, than French, or Halien; and the Taffities have so great an Advantage of Florence Sarfets and French Avignions, that they have caus'd a general difuse of them throughout the Kingdom.

The *India Goods* are so different in their qualities from the Product of our Country, and the main of our Manufacture

facture, that it is absolutely impossible they should ever do them any Injury. Woolen Cloaths, Led, Tin, Iron, Corn, Leather, the Fishery, &c. will always be as useful, and as vendible in Foreign Countreys, as if we had never so much as heard of the *East India's*.

But the Made Goods do, it seems, particularly injure the Broad Silk-Weavers, and put them beside the way of living they were brought up in.

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Now, besides what has been said already to this, that supposing this were true, yet that it could not be esteem'd a Publick Damage, because if it does take from one part of the People, it makes sufficient Recompence, by the Employment it gives to another, *much more to the Benefit of the Nation in General*: And it may be remembred likewise, that when this was urg'd by the Workers in Worsted, with far greater Reason, a few years ago, as an Argument against them, they

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they could, by no means, allow it to be a good one.

Besides this, I say, there is to be added, *That this Objection is not true in Fact, as even Experience has testify'd.* For, would the Prejudice these Men have against the *East-India Trade* suffer them to speak Truth, they would be oblig'd to acknowledge, that the late *Scarcity, and Dearness* of Indian Goods, has been so far from bringing them any Advantage, that on the contrary, their Business and Work

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was never in so low a Condition, as since there has been almost none at all.

For a Plentiful Importation of these Made Goods is generally one means to cause a Considerable Diminution in the Price of Raw Silk to the Weaver, which presently sets him at Work upon several sorts of Silks, so extremely Different from the *Indian*, as gives him a sufficient share in the Common Trade. Whereas the Excessive Dearness of Silk discourageth him, and puts the

the Buyers upon seeking for something else, that may supply their use cheaper.

It must be confess'd, that these People at present lye under extraordinary hardship, and it were to be wish'd, that some Proper Method could be found to Relieve them. But why must this be attributed to the *East India Goods* all of a sudden? Since we all know, that in the Time of their greatest Plenty, as I said but just now, they

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were much better employ'd; than since their greatest Scarcity. That Consideration alone may go a great way to convince both them and us, That the *Decrease of their Trade is owing to some other Causes*, if not included in the *General Decay of the Inland Trade*; the *Natural and Inevitable Consequence of the Interruption of the Forreign*; and that like all other Restless People, who don't know where to fix the Reason of their Misery, they have

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have blindly stumbled upon this, the next in their way, to discharge their uneasiness upon.

So that upon the **Whole** it cannot reasonably be thought, that their Mistaken Prejudices can make any ill Impression upon this part of the Nations Trade: A Trade, to sum up all, that is accompany'd in every Respect, with so many, and so great Advantages; A Trade, which is such an *Ad-  
dition*



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*dition to our Honour, such an Improvement to our Navigation and Shipping, such an Enlargement to our Exportation, and such a Barr to the Consumption of other so much dearer Forreign Commodities.*

*In Fine; so every way Fitted to the General Interest and Profit of the NATION, That I am perswaded, that were it Encourag'd, as it might be, it would Equal, if not*

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not Excell, any other Foreign Commerce that is us'd by this KINGDOM.

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